

**PAGES
MISSING**

CANADIAN GROCER

COLMAN'S MUSTARD



BEST ON EARTH

PEEK, FREAN & CO'S

CELEBRATED
Biscuits and Wafers

FLORENCE WAFERS

VENICE WAFERS

CHERRY WAFERS

AND
A HUNDRED
OTHER VARIETIES
OF CAKES AND
BISCUITS.

Samplers and Prices from

CHAS. DYDE,

Canadian Agent,

Montreal.

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



People with good taste like
MILLAR'S PARAGON CHEESE
Hence, Grocers with good taste
should always handle
MILLAR'S PARAGON CHEESE
It is always in good demand.

The T. D. Millar Paragon Cheese Co.
Agents—W. H. Dunn & Co., Montreal.
A. E. Richards & Co., Hamilton.
Joseph Carman, Windsor.
Martin & Robertson, Vancouver and Victoria, B.C.
INGERSOLL, ONT.

COLEMAN'S

Established 1868.

SALT

"Educate your customers in regard to quality."

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

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

RICE'S

Address:

R. & J. RANSFORD
Clinton, Ont.

SALT



Standard Goods!

“Hand-in-Hand” Brand Bi-Carb. Soda.

containing 98 50/100 of pure Bi-carbonate of Soda. Known by the familiar Trade Mark of the “Clasped Hands,” which appears on every package or cask. **Standard Goods!**

The Soda that sets the standard for purity, strength, whiteness, evenness and uniformity of the grade. Made by the United Alkali Co. of Great Britain, and

Codou's Macaroni.

quality of Russian wheat by Vve P. Codou & Fils at their factory in Marseilles, France. White and tender Macaroni whose high quality is never questioned. **Standard Goods!**

Made only from the very best

The Griffin & Skelley Brand Dried Fruits.

Peaches and Pears are second to none and occupy first place now as always. They are the product of the best orchards and they are cured and packed in a superior manner. Better yet, they can always be depended upon. **Standard Goods!**

The “Griffin” Brand of Prunes, the “Griffin” Brand of Seeded Raisins and the “Griffin” Brand of Dried Apricots,

ARTHUR P. TIPPET & CO., Agts,

8 Place Royale,
MONTREAL.

23 Scott Street,
TORONTO.



“A THRIFTY HOUSEWIFE”



is the woman who practices economy in the kitchen—and yet has everything first class. With that end in view she must necessarily rely on her **grocer** to supply the “**Best**” and “**Most Economical**” extracts for her cooking in order that good results may be accomplished, and, at the same time, money and time saved.

The Opportunity

is offered EVERY grocer in the land to WIN TRADE by gaining the good-will and confidence of the housewife in explaining to her that in buying

Jonas' Flavoring Extracts

she can use half the quantity (on account of their great strength, absolute purity and delicate richness) and yet have her cooking much more DAINTY and DELICIOUS than by using the CHEAP, WEAK, ARTIFICIALLY COLORED EXTRACTS—which cost her much more in the long run. Your claim will be a perfectly honorable one, as **Jonas' Flavoring Extracts** are backed up by unequalled high quality, which accounts for the increasing and growing demand for them. The “STANDARD OF EXCELLENCE” is represented in each and every bottle. **Their popularity is the best proof of their merit.**

HELP YOUR CUSTOMERS ECONOMIZE BY SELLING AND
RECOMMENDING

JONAS' FLAVORING EXTRACTS

Manufactured by —————

HENRI JONAS & CO. - Montreal.

PAYNE'S Pharaoh and Pebble.

A slick salesman can easily sell an indifferent Cigar, but when you put the indifferent Cigar itself for sale on its own merits look out for your Cigar trade.

My "Pharaoh" 10ct. and "Pebble" 5ct. Cigars are

Cigars of Quality.

They have won their way into the hearts of the lovers of good Cigars without any argument from "slick salesmen." Placed side by side with any other 5ct. and 10ct. Cigars on the Canadian market they will double discount all other brands. I would like to send you a trial order of a thousand or more of my Cigars.

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

CANADA'S LARGEST PICKLE FACTORY.

One of the first duties of the New Year will be to go over your stocks and see where lots are broken into after the holiday trade. On no account allow your assortment of



"STERLING" BRAND

goods—Pickles, Jellies, Relishes, and Marmalades, to run low. We are ready to stock you up with anything wanted on short notice.

T. A. LYTLE & CO.

124-128 Richmond St. West,

TORONTO



WHEN IN DOUBT!

The customer who is in doubt about "quality" will always buy an article that is liberally advertised in preference to something said to be "just as good." This is only **one** advantage of keeping Tillson's Pan-Dried Rolled Oats in stock.

We have made the name "Pan-Dried" so familiar that it carries conviction with it—it is a **standard article of trade to-day!** Its distinctive, rich, nutty flavor, cleanliness and freedom from hulls keeps it first and foremost in the minds of customers as the brand that is always uniform in its high quality. **The customer who is in doubt will always buy "Pan-Dried."**

**Tillson's
"Pan-Dried"
Rolled Oats.**

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

To the Retail Trade:

We take this opportunity of thanking our kind friends of the retail trade for their generous support during the year just closed, and to assure them that we shall in the future make every effort to deserve a continuance of their confidence and patronage.

We cordially wish one and all many happy and prosperous returns of the season.

A. H. Gillard, H. Co.



Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



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

THE SAUCIEST OF SAUCES.

PATERSON'S

ossesses a peculiar **iquancy**, and is more generally used than other **SAUCES.**

Paterson's Wor'ster Sauce is the best value on the Market.

PREPARED BY—
R. PATERSON & SONS, GLASGOW.

Manufacturers of the celebrated "PATERSON'S CAMP COFFEE ESSENCE," and "PATERSON'S 'EUREKA' PICKLES."

Agents:—
ROSE & LAFLAMME, MONTREAL.



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



SAUCES OF ALL KINDS.

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

PUBLISHED
EVERY
FRIDAY

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

CIRCULATES
IN EVERY
PROVINCE

VOL. XV.

TORONTO AND MONTREAL, JANUARY 4, 1901

NO. 1

SUCCESSFUL GROCERY ADVERTISING.

A GROCER'S PERSONAL EXPERIENCE.

MY first advertising experience commenced just before Christmas in the fall of 1893, and I have always looked on it, therefore, as a sort of Christmas present from fate, writes R. K. Calloway in *Grocery World*. I had grown up in the grocery business, which had been established by my father some 35 years ago. During his entire 35 years in the grocery business, I believe that it is safe to say that his total expenses for publicity during that time would not amount to \$100, and, of this amount, I am confident that most of it was invested in such a manner that it brought practically no returns.

My father had built up a profitable business upon personal solicitation, honest dealing and high-grade goods, and up to that time there seemed no need of any additional publicity other than what his well known business reputation brought him.

In the fall of 1893 one of his local competitors died, and his business passed into the hands of a party from another portion of Illinois, who came here with the reputation of being an up-to-date hustler and one of the best advertising grocers in the State. He came and relighted the fires under that business, and the business just steamed up and hummed. He had the local papers full of attractive advertising matter, advertising that just teemed with suggestions of good things to eat. It just took with the public from the start. Everyone was interested in that fellow's advertising. It was talked about all over town what an advertising genius that fellow was.

Consequently, his trade commenced to

grow at a great rate, and we saw alarming inroads being made on our established business.

Something would have to be done to stem the tide, so we resolved to do some advertising ourselves, and the advertising department was intrusted to me. I was a young fellow at that time—just out of school, with just a high-school education and, if I do say it myself, a pretty thorough knowledge of the grocery business.

I realized that we needed publicity. Not "the best stock of staple and fancy groceries in town; lowest prices; cash paid for butter and eggs" kind, but up to date, attractive, suggestive advertising. I did not have any of that brand in stock myself, so I followed the teachings of the immortal Lincoln, who said, "If you don't know a thing yourself, the next best thing is to know where you can go and get it."

I therefore subscribed for all the advertising journals I knew of, and what grocery papers that conducted an advertising department. In a short while, through the aid of these papers, by boiling down, working over, etc., of all kinds of advertisements of different lines of trade into grocery advertisements, I was able to see that my "ads" were creating quite a good deal of favorable comment, and some people even insisted that my "ads" were compiled by a professional "ad-smith."

Our business commenced to pick up at once, and in a short time we were doing even more business than before our advertising competitor's arrival.

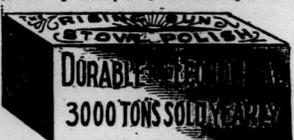
Since that time I have been a consistent

and enthusiastic believer in advertising, and each year appropriate from 1 to 2 per cent. of our gross sales for advertising expenses.

My experience should be useful and beneficial to a great many of my brother grocers. There are many grocers who realize that they should do more and better advertising, but they seem to lack confidence in themselves. They seem to think that while it is possible for them to carry on an intelligent conversation with a customer in regard to the merit of an article, that it is an utter impossibility to get that conversation into print.

My advice to them is to go in earnest, with a determination to make a success of it. Make your advertising a study, subscribe for a few of the leading advertising journals. It's the easiest thing imaginable after you get real enthusiastic, to turn out good advertising matter, suggesting good things to eat, and extolling their merits, and after you get started you will find no department of your business as pleasant as the advertising department.

Steer clear of the professional "ad-smith," who wants to sell you his stock advertising matter at so much per week; paddle your own canoe. You are better acquainted with your trade than he; know more what will appeal to your customers, and are consequently in a better position to do effective work than he is. The advertising the professional "ad-smith" wants to sell you is probably a great deal better than none at all, but it isn't worth the money he asks for it, and besides that, it's too general in its character. Advertising that would be good advertising in one place would probably not be at all suitable in another locality.

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

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

Advertising at its best is news. Reduced to its simplest form it is telling the people of the existence of some desirable article, and from whom and at what price it can be obtained. It is sometimes said that advertising creates a demand for a certain thing. As a matter of fact, it merely caters to an existing demand. Desires, wants, needs, frequently lie dormant. People want things without knowing that they want them. The news which tells of their existence gives the want voice, and this voice is demand.

Never write an advertisement without stating the price of the article advertised. The great thing with the American people is, "I know it's good or I know it's nice, but how much does it cost?" Keep this ever in front of you; tell them the price. I have had good results from all my newspaper advertising, and have lately been issuing a little store paper each month. I find this a most excellent way of reaching all the people, and can trace much good from this method.

In my newspaper advertising no advertisement is allowed to stand more than one day. You wouldn't care to read yesterday's paper; neither would you notice an advertisement that had appeared several times. I try to talk of my goods as plainly and naturally as possible. I try to have people who read my "ads" think that I am talking to them; not some hired literary expert.

Don't be afraid of your grammar. Try to have it as near correct as possible, but don't lose any sleep over it. Grammar is a good thing, but it isn't the greatest thing in the world. It is a good thing to be grammatical, but it is a better thing to sell goods. Of course, a man might do both, but there are only a few perfect people in the world after all.

The man who doesn't make mistakes generally doesn't make anything. You shouldn't care anything about the grammar of an advertisement if it brought results. Grammar is a matter of habit and usage,

anyway. Besides, advertising is business; it isn't literature. The results of your advertising efforts are not told by the amount of favorable comment passed upon them by the advertising journals and advertising experts of the country.

The way to figure whether your advertising is good or not is to find out whether it pays you or not. Whether it gets you new customers or not. Is it helping you to hold your old trade and most every day draw in a few new ones? If it does, it's good advertising.

A number of my advertisements have been reproduced in the different advertising journals as samples of good advertising. This complimentary mention makes a fellow feel good, of course, and stimulates him to greater efforts. But the reason I am satisfied with my advertising efforts is because it has paid me. Because through it we have sold more goods and made more money out of our business since we were virtually forced into it than we ever did before.

A WEST-INDIAN SUGAR SCHEME.

MR. CHARLES HENEAGE, who takes a keen interest in the West-Indian sugar question, has submitted a concrete plan to Mr. Chamberlain. The details of this plan, according to The Home and Colonial Mail, aim at relieving the depression in the West Indies, and restoring and maintaining the prosperity of those islands and of their inhabitants.

This result, it is assumed, can only be brought about by the introduction of cheap money. Her Majesty's Government is therefore asked to pledge the national credit to guarantee the interest at 3 per cent. for 10 years, on £10,000,000 of capitalists' money. Of this total, it is proposed to commence with an outlay of £4,000,000, to be invested as follows: The sum of £1,500,000 would be devoted to the building and equipment of 10 central factories, and for the laying down of rail-

ways in connection therewith, in the following islands:

In Barbados (two central factories).
In St. Vincent (one central factory).
In St. Lucia (one central factory).
In Tobago (one central factory).
In Dominica (one central factory).
In Antigua (two central factories).
In St. Kitts (one central factory).
In Jamaica (one central factory).

An amount of £2,500,000 is set aside for the establishment of agricultural banks in the following islands:

In Trinidad at an expense of....	£500,000
In Grenada " " " " " "	300,000
In St. Lucia " " " " " "	200,000
In St. Vincent " " " " " "	150,000
In Dominica " " " " " "	150,000
In British Guiana " " " " " "	200,000
In Jamaica " " " " " "	500,000

As regards the establishment of central factories, only the best and most improved machinery and methods should be employed, Mr. Heneage thinks, and great stress, in his opinion, ought to be laid on the necessity of opening up estates adjoining central factories by means of light railways.

"The establishment of agricultural banks," he writes, "is required in order to encourage and develop the cultivation of products other than the sugar cane, such as cocoa, coffee and spices. These require many years careful attention and cultivation before reaching maturity, whereas the sugar cane matures within 18 months. At the present time, owners of estates labor under the disadvantage caused by dearth of money, having to pay high rates of interest, owing to dearth of capital and want of confidence. By the establishment of agricultural banks with the requisite capital, money will be obtained by owners of estates at a maximum of 6 per cent. for long periods—say, 10 years. As will be readily understood, large sums will be required in future years for the establishment of other central factories, as it is plain that 10 central factories are by no means adequate for the requirements of the West Indies.

In his letter addressed to Mr. Chamberlain, Mr. Heneage has laid before Her Majesty's Government the main features of a scheme of relief for the West Indies, but he is quite ready to go into the discussion of details.

Wants the First Chance.

"Don't sell any one else that **Coffee.** Want the exclusive sale of it," is what "U. T. D." says in ordering "L. S. & B."

LUCAS, STEELE & BRISTOL, - HAMILTON.

Nice Fresh Teas

We always carry nice fresh teas, never having old stock. As each year comes around we clear out the odds and ends at prices that will make them sell like hot cakes and are genuine bargains to our customers.

Our travellers started out on January 2 with all these small lines of—

Japans to retail at 25c.

Young Hysons to retail at 25c.

Japans to retail at 40c.

China Blacks to retail at 20 and 25c.

Ceylons to retail at 25, 40 and 50c.

If our traveller is not booked to reach you next week, you had better drop us a post card, and we will with pleasure mail you a sample of the grade required, as, at the prices that we make these teas, they are bound to be sold out in the next ten days.

JAMES TURNER & CO.

Wholesale Grocers.

HAMILTON, ONT.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



Start the Century Right

AND KEEP

Crown Blend Ceylon Tea

ALWAYS IN STOCK.

SOLE AGENTS

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

NORTHWEST TRAVELLERS ELECT OFFICERS.

THE annual meeting of the Northwest Commercial Travellers' Association of Canada was held in Winnipeg on Saturday evening, December 22. President W. Hargreaves occupied the chair. There were about 40 active members present, including all last year's officers.

The annual report—the eighteenth—was satisfactory throughout. The membership has risen from 629 to 675, an increase of 46, of whom 36 were British Columbian travellers.

The investments of the association with The National Trust Co., amounting to \$27,000, an increase of \$9,000 over last year, were favorably commented upon. The accident insurance placed by last year's board was also approved, all claims being promptly paid. Owing to bad water and other unfavorable conditions there had been a larger number of claims than usual. The association was indebted to its members on mortuary benefits in the sum of \$141,653.

The fact that two esteemed members, Stephen Nairn and R. G. Galno, had died during the year was commented on regretfully by several members.

During the year the association had secured from the railway companies several

concessions, the principal one being a reduction from 3 to 2½c. on all the lines in Manitoba of the Canadian Pacific Railway, Northern Pacific, Great Northern, Canadian Northern, including the old Manitoba and Northwestern now controlled by the Canadian Pacific Railway Company.

The report of L. C. McIntyre, treasurer, showed that the past year had been the best financially that the association had ever had, and there would be a handsome surplus to carry over. The gross income was increasing year by year, the amount for the past year having been \$7,500, while the expenses of the management did not show a corresponding increase, and the association was enabled to accumulate a further addition to assets amounting to \$5,058.27, making a grand total of \$30,725.56 of available assets.

The following officers were elected :

- President—G. F. Bryan.
- Vice-President—F. M. Morgan.
- Treasurer—L. C. McIntyre
- Director.—Wm. Hargreaves, F. U. Fahey, Frank Agnew, M. McGowan, W. W. Hutchison, Geo. Wilson, Joseph Maw, E. L. Thomas.
- British Columbia Board—Vancouver: Vice-president, Jos. Beveridge; directors, Fred. Schooley, Frank R. Douglas. Victoria: Vice-president, James Thompson; director, F. F. Welsh.
- New Westminster: Director, J. C. Cunningham.
- Kootenay: Director, L. R. Stewart.

A report of the actuary of the association

on mortuary insurance was presented and very thoroughly explained by Mr. Brock, and a resolution was adopted requesting the board of directors to place the sum of \$27,000 in a reserve fund for that purpose, and a further contribution of \$4 per member per annum in future.

It was decided that another effort should be made this year to have an excursion to the Pacific Coast, as the railway companies had not made it possible last year.

APPLE BARREL PROPOSAL.

A Tasmanian girl having found her relatives in Kent through the publication in The Daily Mail of a letter found in a barrel of apples, a member of the opposite sex in Canada is taking advantage of the same expedient to gain a wife.

The following proposal of marriage has been found in a barrel of Canadian apples recently opened at Lowestoft :

Oct. 5, 1900.

Dear Miss,—If you get this barrel of Baldwin apples, please correspond with Edward Bond, of Mount Brydges, Ontario, Canada.

Evidently ladies are scarce in the orchard districts of Ontario.—Daily Mail.

[Not a bit of it. We have plenty of girls and the handsomest girls in the world. Canada possesses an abundance of all good things.—EDITOR CANADIAN GROCER.]



Imperial Cheese

is one of the great achievements of the **19TH CENTURY** and comes down to the grocers of the present century as a legacy of inestimable value. Surely the grocers of to-day have something to be thankful for in a cheese

that is perfect,
that never shows a shrinkage or waste,
that never becomes dry or hard,
that never varies in quality,
that always gives satisfaction.

We offer

T refer cond price Whe hope expo bour brisl fresh trad from say, but, day " ver; tha; and offe rea; are the For are you it i; loo

REPRODUCTION OF ORIGINAL

We are making our offerings in —

TEAS

particularly attractive just now.

See our Travellers' Samples of

CEYLON GREEN.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

THE INDIAN TEA TRADE.

THE Calcutta correspondent of The Home and Colonial Mail writes: "I have had occasion more than once to refer in some of my recent letters to the condition of the tea industry and the low prices at present ruling for tea shares. When war broke out in China it was fondly hoped by many that the stoppage of the export of tea from that country, which was bound to ensue, would soon result in a brisker demand for Indian teas, and give a fresh impetus to a section of our import trade which seemed to be going steadily from bad to worse. So far, I am sorry to say, these hopes have not been realized; but, on the contrary, the outlook in tea today seems, if anything, worse than ever.

"The last two public sales have been very disappointing indeed; prices are lower than they have ever been known before, and last Friday fully 25 per cent. of the teas offered had to be withdrawn for the want of reasonable offers. The lower grades of tea are much too abundant, and for many of them it was impossible to secure a bid at all. For to-morrow's sale only 16,000 packages are catalogued; but the latest advices from your side are anything but encouraging, and it is feared that no improvement need be looked for.

"Many of our large tea agency firms

take a very gloomy view of the situation, and the natural outcome of it is to put an entire stoppage to any further extensions, and reduce expenditure to the lowest possible point. Consequently, in many cases, the services of old and experienced managers are being dispensed with, and their places filled with younger and cheaper, but much less experienced, men. In the meantime, this will show a reduction in the general expenditure, and may assist in keeping clamorous shareholders quiet for a little; but it remains to be seen how such a system will work, and whether in the long run it is not false economy after all.

"To manage a tea garden successfully requires considerable experience, and it is very doubtful whether this is the proper way in which to apply the knife. In the meantime, any little life that had begun to show in tea shares has completely disappeared, and it is now next to impossible to get a bid of any description for many or even our dividend-paying tea stocks."

INQUIRIES FOR CANADIAN PRODUCTS.

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

1. A north of England firm who are already engaged in the importation of eggs, cheese and

butter, etc., are open to buy further supplies from Canada, and desire to be placed in communication with some large exporters in the Dominion.

2. The names of sound business firms in Canada who deal in mining materials are asked for by the manufacturers of steel wire screening for gold-mining.

3. Two applications have been received for names of asbestos mine owners in Canada.

4. The manufacturers of tinned, japanned, and enamelled hollow-ware, who have shipped several consignments of enamelled ware to Canada, are anxious to push the business and will be glad to hear from Canadian houses interested in it.

5. The names of manufacturers of the various kinds of wood pulp and oakum are asked for by a north of England firm.

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

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

1. The proprietors of a patent water-feed filter and grease extractor would like to hear from Canadian firms prepared to introduce same in the Dominion.

2. A Liverpool firm desires information as to the production of corn oil in Canada and also the names of any manufacturers of the article.

3. A Birmingham firm asks for names of Canadian makers of dowels who can quote in good specification.

4. A French syndicate interested in wines, brandy, chocolate, preserves, etc., would be pleased to hear from a Canadian firm who would act as their representatives.

5. A South-African firm would like to secure the services of a reliable Canadian firm who could act as buying agent for timber and other lines in which they are interested. First-class references required.

When a customer asks for marmalade, do you sell her marmalade, or do you sell her something that looks like marmalade and has a marmalade label on it?

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M
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D
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A. F. MacLaren Imperial Cheese Co.,
TORONTO, Limited.
Selling Agents.

If the latter, our advice is
STOP
and, in future, sell real
marmalade, made from
the choicest oranges and
finest granulated sugar—
in other words

UPTON'S

A CORNER FOR CLERKS.

ONE WAY TO KEEP TRACK OF A CLERK.

JOHN BROWN, of Brownville, has the best store in that thrifty village. He has been bothered about to death by his clerks. There hasn't been anything they haven't done and won't do again if they have a chance. Their leading idea in life is to get ahead of him in some way and so far they have succeeded. For a long time he satisfied himself by discharging them when they proved not to his liking. He soon learned that he was teaching a

COMMERCIAL KINDERGARTEN

and that other storekeepers were ready to take his pupils by the time he was ready to graduate them. He found that his old idea of taking raw hands and moulding them into his pet forms, while it did carry out the idea of "clay in the hands of the potter," did as surely carry out the kindergarten thought, and of that he had had more than enough.

He made up his mind to

CHANGE HIS PLAN.

For some years now his showcase had furnished his youthful helpers shirt studs and sleeve buttons. His neckties went the same way. He supplied at less than cost the collars and cuffs which none of them had when they came to him, and while he had been willing to do this and so help the boys along in the world—at all events to get started in it—he began to find that it was only so much patience and generosity thrown away, and he made up his mind to have no more of it.

He noticed that the two clerks he now employed were pretty well fixed so far as goods were concerned which his stock could furnish, and he noticed, too, that both were showing those unmistakable signs which mean

AN EARLY GOOD BYE.

He sat down and made a little calculation—his books furnished him the needed data—and he found it would be money in his pocket to raise the boys' wages and save himself the trouble of breaking in another pair of clerks and the expense of supplying them with the usual outfit.

So far as he could judge, the trouble seemed to be in the fact that the boys began by being out nights and getting into the kind of mischief which ends in making them uneasy and discontented and good for nothing. Every case he could think of was traced directly or indirectly to that, and

the problem, so far as he understood it, was how to prevent the young fellows from being up and out at night long after the time when they ought to be in bed.

To add to the difficulty, Brownville was at that stage of its existence when, like the meeting of the waters, it was neither rivulet nor river.

A BIG, CLUMSY GAWK

of a place, it had spread itself over a large territory and had a frame like a giant, which the years in time might fill up, but there were no strong inducements for the boys to stay and grow up with it, and, the minute they were plumed for their flight, off to the city they went, and the Brownville which knew them once knew them no more forever. Like most places, as it grew it fought vigorously against the evils which attack the growing town. The saloon came and stayed. There were some billiard tables set up, and they thrived.

CARDS BEGAN TO BE PLAYED,

and almost before the people knew it the young folks began to be fast. The Sunday-school began to grow thin, and nobody but women went to church. In a word, while the town could not be said to be going down at the heel, it did seem to be a bad place for a boy who was inclined to fear being called a "wayback" or, what was far worse, "not up to date."

Mrs. Brown was in every sense of the word a helpmeet. She had no longings which took her away from her husband and his calling, and, while it had been years since she had given up her place behind the counter, she never cared to look beyond the horizon which shut in the Brownville store. When, therefore, the question was asked if she couldn't take the boys into the house, just as she did years ago, and she had been told the reason, like the devoted wife she was there was but one answer to be thought of and that was given promptly and heartily, and the childless woman made up her mind

TO TAKE THE BOYS

in and do for them and love them as if they were her own flesh and blood.

That night after closing the storekeeper had the boys stay for a while for a talk. "I've made up my mind," he began, "to raise your wages, boys. You've been doing good work and you've been faithful enough to please me, and, while I shan't give you much more, it's something, and it'll let you know anyway that I want to keep you.

There are two conditions that I want to make and insist on if I raise your wages—one is that you live with me, and the other is that you are

AT HOME NIGHTS

by 9 o'clock; unless I know where you are and what you are doing. I'll give you good board and each of you shall have a good room; but I want you to be in at 9 o'clock and stay there. Think it over and tell me your decision to-morrow. I'll raise each of you 10 per cent. Good night."

The boys left the store on air and came back the next morning in the same frame of mind. Mrs. Brown came down during the morning to report that the rooms were ready and that afternoon saw the transfer of bag and baggage.

EVERYTHING WAS DONE

for the young men that could be thought of or asked for and Brown himself was forced to admit that he had hit on the only thing that could ever have worked with those fellows. They were honest to a dot. They were industrious to a fault. They meant well from first to last, and all they needed was just that little bit of restraint which John Brown had wit enough to insist upon; and on that and on every night, after the town clock struck nine and he knew both boys were in, he

LOCKED THE ONLY DOOR

they could get out of and put the key under his pillow; and every night Susan Brown heard him say to himself with infinite satisfaction, "There, darn ye! With the windows fastened on the outside, and the only key under my pillow, you can skin out and carouse all night if you can, and I'll never say a word!"

It was a good while before the boys found out that they were locked in from nine o'clock until morning. The first thought was rebellion; but when sober sense came to the front and they saw what an advantage the rest and the home had been to them they kept the matter to themselves, glad that "Uncle John," as they learned to call the storekeeper, had marked out the way and compelled them to walk in it; while Brown himself, to this day, affirms that "the only way to get along with clerks is to put 'em under lock and key and keep 'em there!"—Richard Malcolm Strong, in Michigan Tradesman.

An easy-going grocer trusted a customer who, when the bill was presented, refused to pay it. "But that is downright robbery," exclaimed the excited retailer. "Be off with you," replied the cheeky customer, "a fair exchange is no robbery. You have given me food for the body and I have given you food for thought, and there's an end to it."

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Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business---who have the greatest trade, highest reputation, the largest bank accounts---are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

DID NOT WANT TO BE A BOY AGAIN

"THERE are two conditions in life," said the gripsack man, according to an exchange, "which I wished could be wiped out of existence. One of them I have lived through and the other I hope to shun. From the time a human being is 15 years old until he is old enough to put a stop to it he lives in an atmosphere of 'ought.' 'You ought to do this and you ought to do that.' It begins at home, it goes on in the school-house, the church takes it up until sermon and Sunday-school are unendurable, and then the world at large takes a hand and plays it for all it is worth. When the time comes and the man gets all of it he can stand, he turns with a 'You just mind your d—lightful business!' and the advice-receiving period of life is over. It isn't any wonder the 19-year-old wants to get away from home where he can have his own room and his own night-key. That doesn't mean half the mischief that the majority insist it does; but it does mean that manhood has come and with it the desire to get used to its responsibilities early and in its own way.

"If I am not mistaken the desire to be a dispenser of advice comes at that period when wickedness ceases to have charms and is insisting on its usual back pay. 'The devil then is getting sick and so a saint would be,' and because he can't 'carry on' and charge it up to the future any longer, he tries to balance his account with wholesome advice to the next generation.

"That will do for the moral side; and the intellectual is just as bad. You 'ought' and 'if you don't' are the substance of it all and the wonder is that the sufferer, boy or girl, doesn't oftener 'go contrary' just to show that the 'ought' and the 'if' are not what they are cracked up to be. Until I got disgusted with it I used to like to hear the first old codger I ever worked for put on his glasses, that made him look like Dogberry, and hear him tell me what I 'ought' to do if I was to be a success in business: 'Before a young man can expect to get along in business he must be able to write a good plain hand.' That sounds all right, but that old skezecks, worth \$50,000 that he had made in trade, couldn't write for sour apples and, by jingo! once when he went to charge up a grindstone to a farmer he made a circle with a square in the centre of it. Did, for a fact.

"Another old string he and a good many others like to harp on is in the same line: 'You ought to write a good sensible letter, you ought to speak and write good English, you ought to add up a column of figures right straight off and get it right the first time, you ought to make neat entries in your books, and if you don't you're going

to fail just as sure's you don't do what I tell you.' It's all right enough. A man that knows how to handle English with tongue or pen has something to be proud of; but old Dogberry knew, as well as anybody does, that a good many millionaires—I guess a majority of them—can't write good English any more than they can talk it, and if their money-getting depended on it they'd be poorer than Job's traditional turkey.

"Don't misunderstand me—I'm not crying down these things. I've a boy and girl who are up in that line and I'm proud of them; but I hate and detest the advice that the Dogberries are giving and I always break a lance with them when I get a chance. They do more harm than good. Their lives are too often a refutation of what they say; the whole thing is a sham and I'm down on it.

"What young folks need more than anything else is less advice and more practice. That mother was a fool who told her children that they mustn't stick beans up their noses; and the doctor who removed them ought to have sent in a big bill, if he didn't. That man with a smart 14-year old boy calling him Dad knows on general principles, every time that he turns him over to his mother—or, what is almost as bad, to the street—that the boy is starving for a little practical father-training, which nobody under heaven but himself can give, the lack of which during the next 10 years is going to make his foolish, old paternal head a great deal whiter than it is now. It isn't the number of dollars that will do the mischief, but the not knowing how to spend them; and when I look back over the dreadful time I had learning how, I wouldn't like to be a boy again to go all over it again. Drop out of life the advice-taking and the advice giving periods and I haven't a word to say. I have lived through the first, and I have made arrangements with both my children that when I reach the other and show signs of the complaint's breaking out, I am to be quietly put out of the way."

TORONTO TRAVELLERS' OFFICERS.

At the annual meeting of the Toronto City Travellers' Association, on Monday evening, the following officers were elected:

President—M. A. Muldrew, of Lumsden Bros.
 First Vice-President—W. Anderson, of T. A. Lytle & Co.
 Second Vice-President—W. A. Mitchell, of Todhunter, Mitchell & Co.
 Chaplain—D. J. Ferguson, of Fairles Milling Co.
 Guard—James Scott, of T. A. Lytle & Co.
 Marshal—T. Holman, of The Christie, Brown Co., Limited.
 Treasurer—J. Mortimer, of The Christie, Brown Co., Limited.
 Secretary—W. F. Daniels, of Lyman, Knox & Co.

MUSTARD CULTIVATION.

ALMOST the entire mustard crop of the country is produced in Santa Barbara county, California, where a region of 2,500 acres is devoted to the industry. It has never been ascertained scientifically what especial principle of the soil is extracted by the plant, but it is known that it is impossible to obtain two successive crops from the same soil. It is, therefore, necessary for

THE MUSTARD FARMER

to alternate his crops, which he does usually by putting half the land in beans, barley, corn, or beets, while the other half is given over to mustard culture, and thus a change in the soil becomes regular.

The wild mustard found in abundance on the hills and in the valleys of Santa Barbara county first gave the farmers of the vicinity their cue for its cultivation, and for 18 years this locality has had a practical monopoly of this branch of agriculture.

MUCH WATER AND DAMPNES

are necessary for its satisfactory growth, and a dark, heavy soil is preferable. January is the sowing time for the brown variety, and March for the yellow. The ground is broken and cultivated, after which the seed is sown broadcast, 4 lb. to the acre. The

MUSTARD STALK IS STRAW COLOR,

growing from 4 to 5 feet in height. The pods are from 1 to 4 inches long, and contain one row of seeds only. In harvesting the crop a reaper is used, cutting the stalks and throwing them in bunches, where they are left to cure until October. At that time they are thoroughly dry, and are transported to some central place and spread out upon large sheets of canvas, where the stalks and pods are rolled with a heavy roller until crushed, after which they are raked off with hand rakes. The chaff and seed remaining are run through a fanning machine, which separates all the light and loose material, and the seed is ready to sack and market.

PUMPKIN FLOUR.

The Morse Pumpkin Flour Mills, Leamington, Ont., are putting on the Canadian market a flour made of the best flavored and finest grained varieties of pumpkins. This is ground by a special process, which prevents loss of strength or flavor. It is put up in neat, attractive packages, which retail at 10c. each. It so retains its flavor and consistency that at any time of the year pumpkin pies, equal in flavor and appearance to those made from the fresh pumpkin can be made with little labor and in short time. Each package contains enough flour to make four pies.

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Look Over Your Tea Stock

Then write us, or ask our travellers, for samples of
CEYLONS, INDIANS, YOUNG HYSONS AND JAPANS,
 Retailing at 25c., 30c., 35c., 40c.

We will set the ball rolling again with some **EXTRA VALUES** in each of these lines. — **DON'T DELAY.**

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

WHOLESALE IMPORTING
 AND MANUFACTURING GROCERS.

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.

W H. GILLARD & CO. have just received a carload of French prunes, in 56-lb. boxes, which are fine goods. Also at hand with this firm is a large shipment of finnan haddies, in 15-lb. boxes, showing excellent quality and condition.

White & Co. still have a considerable quantity of maple syrup in stock.

"Manzanilla" luncheon olives, to retail at 15c., are being offered by W. H. Gillard & Co.

Some very fine syrups and molasses at close figures can be had from H. P. Eckardt & Co.

Special values in Sultana raisins and dates are quoted by The Eby, Blain Co., Limited.

H. P. Eckardt & Co. report Campbell's tomato catsup and soups are in large demand.

Don't forget "L.S. & B." and "Empire" coffees are Lucas, Steele & Bristol's especial property.

Laporte, Martin & Cie say they have supplies of figs for any dealer in need of

further stock. They want to clear, and are willing to make special offers.

T. Kinnear & Co. report the arrival of a shipment of French prunes which can be retailed at 5c. per lb.

Some extra values in Young Hyson points will be offered by Lucas, Steele & Bristol at turn of the year.

A large increase in the sale of "Ludella" Ceylon tea during the past year is reported by H. P. Eckardt & Co.

New French prunes are now in store with Lucas, Steele & Bristol; also large sizes in Californian goods.

"Imperial" maple syrup, in gallon, half-gallon and quart tins, is proving a good seller with The Eby, Blain Co., Limited.

Lucas, Steele & Bristol are receiving this week several invoices new black teas; will offer at lower prices than ever before.

The Eby, Blain Co., Limited, carry a full stock of fish of all kinds, and recommend early buying this season on account of shorter supplies than usual.

W. H. Gillard & Co. are showing exceptional values in fine Ceylon and Japan teas, of which their assortment is very complete.

"Gold Medal" baking powder in wine pint and wine quart gem jars put up by The Eby, Blain Co., Limited, is a seller,

and has never disappointed a buyer on the score of quality or value.

The Eby, Blain Co., Limited, offer special bargains in some lines of Ceylon-Indian, Young Hyson and Japan teas. See their announcement in this issue.

L. Chaput, Fils & Cie are jubilant over the successful introduction of Ainslie's Scotch whiskies they gave to the Canadian market while the holiday demand was on. They intend now to make an important innovation in the methods of selling teas in January.

TOMATOES IN BALTIMORE.

There is a stand-off in relation to tomatoes between buyers and sellers and it is due entirely to the near closing of the year. Meantime, brokers and bargain-seekers are using their best endeavors to persuade the packers to make sacrifices and which the latter are not at all inclined to do and we may look for a firm market with the advent of January. Seventy cents net appears to be about the bottom prices for tomatoes in this market; though most of the quotations are 72½ to 75c. for cash and 75 to 80c. regular for No. 3 standard; this applies to both city and county labels. Extras are quoted at 80 to 95c. for No. 3; No. 2 are quoted at 55 to 57½c. for cash and 60c. regular; and county offering at 52½ to 55c. for cash and 55 to 57½c. regular.—Trade, Baltimore, Md.

W. H. GILLARD & CO.

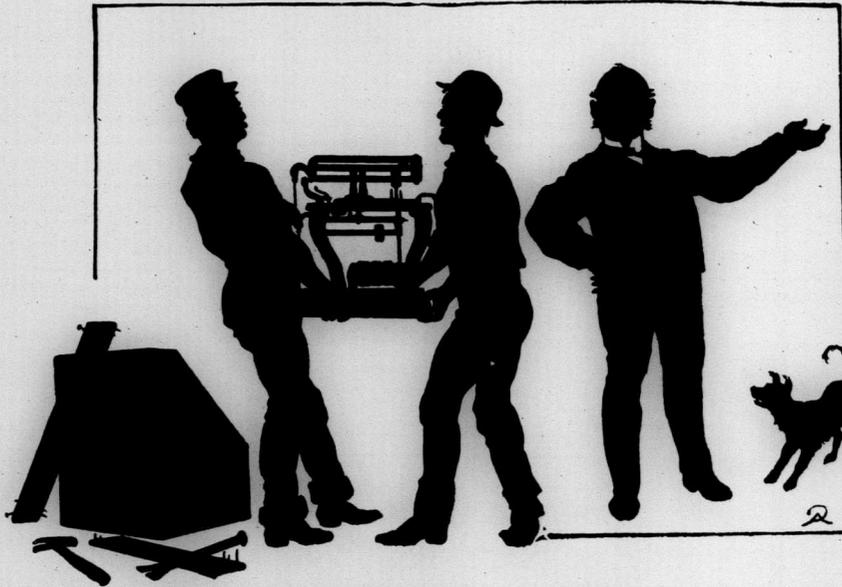
Hamilton.

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

FINE TEAS

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

THE NEW ARRIVAL



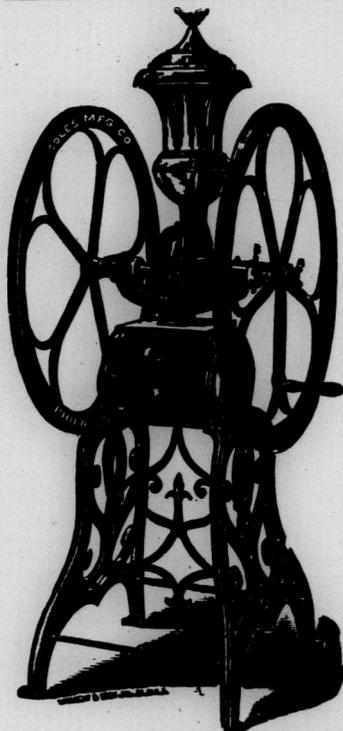
puts new life and vigor in the whole establishment, for it is the beginning of a New Era in business; it means the abandonment of the old and unsafe method of weighing goods over dangerous scales (old pound and ounce scales) and the adoption of the Money-Weight System to take their place. Don't you think it about time to be considering this change for **your** store?

Our Scales are sold on easy monthly payments.

THE COMPUTING SCALE COMPANY,

DAYTON, O.

Money-Weight Scale Co., No. 47 State st., Chicago, Ill.
 Wilkins & Johnson, Dist. Mgrs., Nos. 50 and 52 Franklin St., New York City, N.Y.
 James A. Hossack, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Canada.
 L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Canada.



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.**
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FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.
 PHILADELPHIA, PENN'A.

Canadian Grocers will find in

Rowntree's

ELECT Cocoa

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

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

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

Agents for Canada are:

For Manitoba, Northwest Territories and British Columbia:
THE HUDSON'S BAY CO., WINNIPEG.
 And for Quebec, Ontario and the Maritime Provinces:
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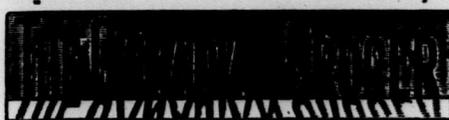
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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

HIGH PRICES FOR BEANS.

THE bean market has, during the last week or 10 days, been quite excited by the news that Chicago speculators had practically effected a corner, and were forcing prices steadily upward.

There is not much doing in the way of home trade, but prices have stiffened on all Canadian markets, and are to-day quoted 10 to 15c. higher than a week ago. Hand-picked are now worth at least \$1.50 to \$1.55 Toronto, with prime mediums at \$1.40 to \$1.45.

This advance comes on top of unusually high prices. It will be remembered that in the fall of 1899 a hurricane swept across several of the West Indian islands, destroying great quantities of beans. This led to a big demand for the Canadian article in eastern United States cities, and the price increased from 35 to 40c. per bushel in less than a month. This advance was maintained throughout all last winter, but, when this year's crop began to come in, there were

signs of a weakening on the local market. In fact, prices did go down 5 or 10c. per bushel. But, when the harvest was gathered, both at home and abroad, it was estimated that the total production was not quite as great as former years, and this production was coming on an almost bare market. This strengthened the market, and for months the price of hand picked has ranged between \$1.30 and \$1.45. Toronto. Now, it seems, Chicago speculators are trying to take advantage of the reputed shortage to force prices up.

Failure to accomplish all that was desired last year should excite, and not retard, the efforts in this, the New Year.

BEET SUGAR IN ONTARIO.

ALTHOUGH very little has been heard of late of the agitation for the promotion of the beet sugar industry in Ontario, the capitalists and others who are interested are by no means idle.

The great desideratum with them at the moment is the promise of either the Dominion or the Ontario Government to supplement the present duty on raw sugar by a bonus on the quantity of sugar produced. The Minister of Agriculture for the Dominion is personally opposed to the giving of a bonus, but it is said that he would not stand in the way of such aid being given should the other members of the Cabinet be in favor of it.

At present, however, there seems more prospect of a bonus being given by the Ontario than by the Dominion Government. In fact, those engaged in promoting the beet sugar industry now say that they have good reason for believing that the Ontario Government will soon announce itself in favor of such a scheme of legislative aid.

It is said a number of capitalists are only awaiting a favorable decision from either the Federal or Provincial authorities to interest themselves in a practical manner in the industry.

As far as the ability of Ontario to raise sugar beets is concerned, that has been satisfactorily settled by practical experiments in different parts of the Province.

THE ST. LAWRENCE LLOYDS.

THE fruits of the agitation that has been going on for some time for the lowering of marine insurance on vessels trading in the St. Lawrence channel, Canada's national waterway, are at last appearing.

Mr. Louis Boyer, of the legal firm of Dandurand, Brodeur & Boyer, Montreal, has given notice in the official Gazette of application for an Act to incorporate "The St. Lawrence Lloyds" for the purpose of carrying on an ocean and inland marine insurance business with the right to maintain and navigate ice-breaking and wreck-relieving steamers on the St. Lawrence River.

It is said that the idea of the formation of the new company arose out of the departure from Montreal, in the last days of November, of four vessels, belonging to the Algoma Central Railway Co., carrying steel rails, without any insurance. Mr. F. H. Clergue, of Sault Ste. Marie, came to Montreal at the time and found, to his extreme annoyance, that he could place no insurance on the boats. He immediately set to work and founded a "St. Lawrence Lloyds" by the aid of Montreal financiers. The capital of the company is set at \$5,000,000. By this means the organizers hope to solve the difficulty of Canadian marine insurance rates.

The same company hope to keep navigation of the St. Lawrence open a few weeks longer each fall by the employment of a powerful ice-breaker, many plans of which have been before Montreal business men during the last few months.

THE SITUATION IN PEPPER.

The situation in regard to pepper is a decidedly strong one. During 1900 there was an appreciation in values of 10 to 15 per cent. But what gives the market its greatest strength at the moment is the fact that the world's consumption is in excess of the production. And as the crop for 1901 will be a small one it is impossible to tell when relief will come.

Advices received from London since we last went to press, say that while the pepper market there is dull at the moment prices for future shipment have advanced.

POOR QUALITY CANNED GOODS AND THE DEMAND FOR CHEAP GOODS.

INTEREST is not yet flagging in the question regarding the quality of canned goods first raised by this paper a few weeks ago. One of the evidences of this is a letter signed by "E.F.G.," which appears in another column.

In his letter, "E.F.G." raises the point that the wholesalers are compelled to carry stocks of cheap goods in order to meet a demand from certain sources.

We quite readily understand that, and have never advocated that the wholesaler or the retailer ought not to do so. We have always advocated that it is good business practice for merchants to keep in stock low-priced as well as high-priced goods. But that does not imply that the low-priced goods should be bad in quality or that merchants should concentrate their efforts on the low-priced or so-called cheap goods as they or their clerks now too often do, not only in canned goods, but in nearly every other line of merchandise.

While, however, conceding the necessity of a merchant carrying in stock low-priced as well as high-priced goods, there is no other medium than through good quality goods that a merchant can hope to attain success.

The firm whose name is associated with low-priced or cheap goods can no more have a high reputation in the community than can a man who associates with dissolute characters stand high in public estimation.

"E. F. G." in his letter points out that "certain canners cater only to the high-class trade," with the result that the trade is fast "catching on" to their brands. "As a matter of fact," he adds, "when I purchase canned goods, not in one case in 10 do I request opening of sample tins."

It should certainly be the aim of the canned goods packer to earn for his products such a high reputation that his customers will have confidence in them. At the same time, however, the practice of buying canned goods without opening a sample tin cannot be commended. Unfortunately, it is a practice that is only too common, as far as canned goods are concerned. But, whether it is a practice

common or rare, it is one that is quite contrary to the rule which the grocer, both wholesaler and retailer, follows when buying nearly all other food products which he carries in stock.

While we maintain that the carelessness of some of the merchants is no excuse for the carelessness of the packer, it is obvious that the former is by no means irresponsible for the discouragement met with by the packer whose ambition is to put on the market none but good quality canned goods.

If all merchants were to buy canned vegetables, fruits, etc., on sample, just as they now all do their tea, coffee, pickles, spices and many other articles, the packers who are now careless would of necessity have less inducement to be so. There are some now who at anyrate profess to believe that they will get just as much for second-class as for first-class goods. If canned goods were sold on the basis of quality there would be no longer any ground for such belief.

A few years ago the Dominion Government was compelled to provide regulations for the branding of cheese for export. And during last session of the Dominion Parliament a law was placed on the statute books defining how apples should be packed for export. It would be a good thing if something could be done towards providing Government inspection of the canning factories and the defining of standards of canned goods, for export at anyrate.

THE LATE ALEXANDER JARDINE.

THE announcement in last Monday morning's papers that Mr. Alex. Jardine, president of The Pure Gold Manufacturing Co., Limited, Toronto, had been found dead in bed on the morning of the previous day at his home in Bracondale came as a shock, particularly to those in the grocery trade.

Quiet, unassuming, with a pleasant smile for everyone and a high reputation for those sterling qualities, both in business and in private life, which combine to make a man, he was held in the highest esteem. No business man in Toronto was held in higher esteem.

He had not one set of morals for business and another for private life, and his constant aim, therefore, was to put up honest goods. In this particular he was like the late William Christie, the biscuit manufacturer, whose death took place some months ago.

Physically, deceased was never a strong man, but he was afflicted with no chronic complaint, and the day before his death, which was spent at his desk in the office of the company, there was no indication of even a slight illness much more of death. He often expressed a wish for a sudden death. And his wish has been gratified. Death took away the wife of the deceased about 14 months ago.

The business of the Pure Gold Manufacturing Co. will be carried on as before, and the high ideals set up by the late Mr. Jardine will be emulated. Mr. R. A. Donald, who about three years ago entered the company as the managing director, will be in supreme control. He will make a worthy successor of the late honored president.

UNSALEABLE GOODS.

THERE is in every store at the end of the year goods which have proved unsalable. The measure of them is largely in proportion to the ability of the merchant as a buyer. But, whatever the reason, the fact that there are goods on the shelves which should have been sold makes it evident that something should be done to dispose of them.

Whenever the wideawake merchant finds himself thus situated, he marks the price of such goods down until he has found customers. And not only does he mark them down, but he adopts ways and means to acquaint the public of the fact.

He will probably start a bargain-counter. He is also likely to make a display in his window, while advertising he, of course, does not overlook.

Aside altogether from the inconvenience of having goods in stock which cumber the ground, it is to be remembered that every dealer tied up in such a way means so much capital unenumerative. There is no doubt about that. And it is well that every merchant who hesitates to mark a line of goods down to a figure which will probably make it attractive to buyers should remember this.

Every dollar that is not earning is helping to eat up the merchant's substance.

THE LATE ALEXANDER JARDINE.

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No one of nness life of such a ch Jardine. could only up and stri that his m highest sta here when understood any man c

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THE LATE ALEXANDER JARDINE— AN APPRECIATION.

TO properly write an appreciation of the late Alexander Jardine is perhaps more the right of some older confrere than the writer, though it does seem possible that my close association with him for the past three years may be of value for the purpose.

No one outside of the hurly-burly of business life of to day can properly estimate such a character as possessed by Mr. Jardine. Those in the stress of affairs could only wonder at his marvellous make-up and strive to emulate his example. And that his methods and ethics are to-day the highest standard for business men, right here where they were best known and understood, is perhaps the finest monument any man could have raised to his memory.

Carlyle truly said: "If Hero be sincere man, why not every man a Hero," and that here was a hero of splendid type, no one will deny or question. His word was simple but effective; his manner gentle as his death, and his capability no man ever measured. Truly, though not a giant in stature, he certainly was in character.

To those he esteemed, he gave all that he had; not one of these ever asked all they required, because no living thing would hinder their getting their desires, and, out of returned respect, they asked less than they wanted. Truly he was a fair imitation of the Master, whom he served so faithfully and unostentatiously.

When he seemed idle, he was busy thinking; when he was busy, he was never above stopping to consider interests other than his own; and no man ever asked in vain for that wonderfully sage advice which flowed as a natural stream from the perpetual rock. Of his inventive genius, perhaps the writer can speak of a full knowledge. Some have esteemed him otherwise, but I have been perfectly amazed at his chemical and analytical knowledge of food products, and no problem regarding these things was of so intricate a nature as to deter him from going to the bottom of it, and often without any prospect of such investigation being of use to his business. The mere necessity "to know" was his motto—business profits were sure to follow some day. And that they often did was perhaps his reward for his research.

And so he lived as he died. Quietly, unobtrusively, and as a gentleman should. Truly of him could it have been written: "You can tell how a man would fight by the way he sings; his courage or the want of it by the word he utters; in the stroke he strikes, no less than in the word he speaks,

he is one, and he preaches the same self abroad in all these ways."

May we all then—

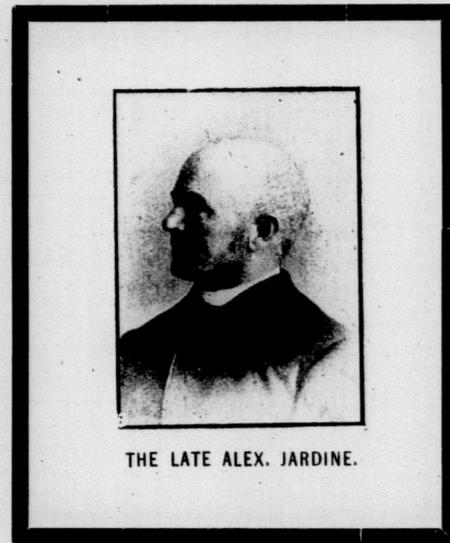
So live, that when the summons comes to join that innumerable caravan of those who journey towards that mysterious clime where each shall take his station in the halls of death, thou go not like the galley slave, scourged at night to his dungeon, but sustained and soothed, and, with an unflinching trust, approach thy doom as one who wraps the mantle of his couch about him, and lies down to pleasant dreams

R. A. DONALD.

CONSOLIDATED FOODS.

MR. J. H. STEPHENS, managing-director of Courtenay's Limited, Worcester, Eng., has been making a tour of Canada in the interest of his firm.

This is Mr. Stephens' first trip to Canada, and the circumstances which led to his coming here are rather interesting. To



THE LATE ALEX. JARDINE.

use his own words: "I received a copy of the special fall number of THE CANADIAN GROCER; as a rule, I do not read grocery papers; I merely open them, take a glance at them, and throw them in the waste-paper basket. I opened THE CANADIAN GROCER with this intention, but just as I was on the point of throwing it in the waste paper basket my eye caught some of the reading matter, and, as I read, I found that the articles were written in a different style to those in any other grocery paper which I had previously picked up. As I read I became not only interested in the contents, but began to think that we should pay more attention to the Canadian trade. This, after a conversation with Parnell, Webb & Co., of Bristol, I decided to do, and within a few days afterwards I was on my way across the Atlantic."

Mr. Stephens is taking in Canada from Montreal to the Coast, visiting the principal trade centres en route. It might be mentioned that Courtenay's Limited manufac-

tures all kinds of sauces, and, besides this, makes a specialty of consolidated foods, or, as we in Canada call them, emergency rations. These emergency rations, it will be interesting to note, are put up in tin tubes, $1\frac{3}{4}$ to $1\frac{1}{2}$ inches in size, and the contents weigh 2 oz. Each tube contains sufficient food to sustain a man one day, so that enough food could be placed in the pocket of a man to last him a week.

These emergency rations consist of Scotch broth, pea soup, lentil and mulligatawani. When in Ottawa, Mr. Stephens called upon one of the officials of the Dominion Government and submitted samples of the emergency rations to be tested. The test was so satisfactory that a trial order was given for the North-West Mounted Police. The firm also puts up Worcester sauce in consolidated form as well as in the usual liquid form. The tube containing the consolidated article is $1\frac{1}{2}$ x $\frac{7}{8}$ in., and is equal to $\frac{1}{2}$ pint of the liquid sauce.

These consolidated foods and sauce are the inventions of an officer in the British army who has made them a life study. 3,500,000 of these consolidated foods have been supplied to the British Government, a pretty good evidence of their standard of quality. Courtenay's Limited desiccate all their own vegetables, and a meal from one of the tubes can be made ready in five or six minutes.

Mr. Stephens is appointing representatives in Canada at the chief trade centres. In Toronto, Mr. Henry Wright has secured the agency for Ontario, while Mr. W. H. Dunn, of Montreal, has been given charge of Montreal and the Province of Quebec.

A PRESENTATION.

Mr. F. R. Crowley, who is severing his connection after 12 years with The Pure Gold Manufacturing Co., Limited, was the recipient, on Wednesday afternoon, of a valuable mark of esteem from the employees of the company in the form of a handsome secretary and bookcase with inkstand. The presentation was made by Mr. W. M. Whyte in a few well-chosen words.

Mr. Crowley is going into business on his own account, and carries with him the best wishes of his former fellow employees for success in his new undertaking.

A TEA-TESTING SPOON.

Tarrant, Henderson & Co., tea exporters, Colombo, Ceylon, are distributing among the wholesale trade in Toronto, through their agent, Mr. Fred Dane, a silver tea-testing spoon. On the handle, besides the firm's name, is a maple leaf in relief. As the wife of Mr. Henderson is a Canadian, this probably accounts for the presence of the maple leaf design.

Some "Up-to-Date" Trade Critic has said:—

"Serve the people well—give them reputable goods, and you will generally gain their lasting support."

**"SALADA" CEYLON TEA,
BLACK or GREEN**

HAS NO EQUAL FOR QUALITY AND VALUE,
AND THE WORLD APPRECIATES THIS FACT.

Sealed Lead
Packets only.

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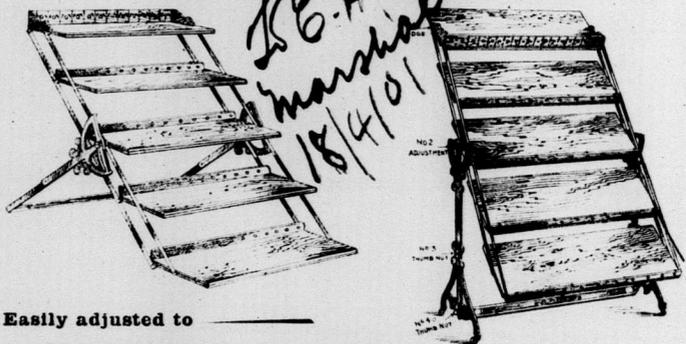
The Standard from Ocean to Ocean.

Guaranteed pure and to keep in any climate. Your money refunded if not satisfactory.

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**"THE MARSHALL"
Up-to-Date
Adjustable Display Stand
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More than 20 Different Positions.

Having a ledge on each of the shelves to support the goods when at different angles.

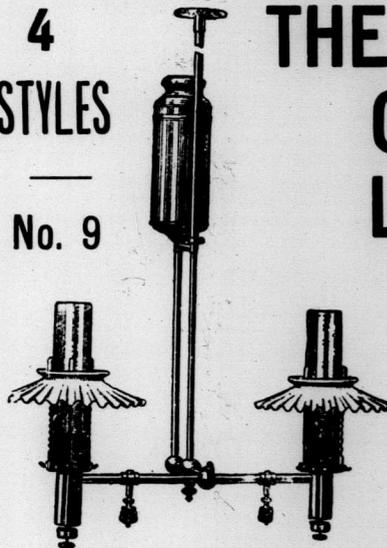
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RESIDENCE
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MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS.

Toronto, January 3, 1901.

GROCERIES

THE feature of business this week is the reduction of 10c. per 100 lb. in the price of all grades of refined sugars except No. 1 yellow. As far as the volume of business is concerned, very little is being done, as is natural during the holiday week. In no one line can the demand be said to be active. At the same time, however, signs are not wanting of a near approach of greater activity. The little business that has been done during the week has been principally of a sorting-up character. The tea trade is quiet, although there have been some inquiries for fine grades of Indian and Ceylon teas. There has been little more movement in syrups. Coffees are quiet and weak. In canned goods there is practically nothing doing. According to cable advices, the currant market is firm and more satisfactory conditions prevail. The feature of the spice market is the strength of pepper. Letter orders during the past week have been light. All the travellers are again on the road.

CANNED GOODS.

There is scarcely a less interesting line at the moment than canned goods, which, of course, is to be expected at this time of the year. The demand is nil for all kinds of canned vegetables. Prices, however, are unchanged. There has been a little doing in canned salmon, but it is almost insignificant. The next few weeks, however, will in all probability see a better demand. The ruling price for tomatoes is 80 to 85c., and for corn and peas, 75 to 80c. Canned salmon rules at \$1.75 to \$1.85 for Fraser River sockeye and at \$1.60 to \$1.65 for Northern fish.

COFFEES.

The market continues irregular, declining one day and advancing the next, with the net result a depreciation in prices. Locally,

very little business is being done, as with the market so unsettled people are only buying to satisfy immediate requirements. The ruling price for No. 7 green Rio coffee is 9¼c. per lb., and for Santos, we quote 10c.

SYRUPS AND MOLASSES.

There has been a little better inquiry for sugar syrups during the past week, and there have been a few transactions, mostly in medium syrups. Corn syrups are in good demand; the prices are 2¼c. for barrels, 2½c. for half-barrels, 3c. for kegs, \$1 for 2 gal. pails, and \$1.30 for 3-gal. pails.

TEAS.

Although the latest mail advice to hand from London, Eng., reports easier prices on low-grade teas on that market, a cable received in Toronto since our last issue, from Colombo, reports as follows: "There is an unfavorable change in the weather in the planting districts, and smaller supplies may be looked for." Referring to this cable, a well-known teaman said: "This

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

means that if the weather is unfavorable at this season of the year, teas that are suitable for the Canadian market will be scarce. That is, fine flavory teas." There have been a few transactions in Indian and Ceylon teas during the week, but the tea trade is, on the whole, decidedly quiet. There has been a little more inquiry for Japan teas, principally for fine and low grades, but we hear of few, if any, transactions having taken place.

SPICES.

Mail advices from London state that, although the pepper market is dull at the moment, prices for future shipments have advanced. It is estimated that the price of pepper advanced 10 to 15 per cent. during 1900. Ginger has advanced, and it is expected that values will go still higher. A significant feature of the market is the fact that Bombay has been buying ginger, whereas that place is usually a shipper.

SUGAR.

A decline of 10c. per 100 lb. took place in all refined sugars, except No. 1 yellow,

on Wednesday last. This puts the price in Toronto of Montreal granulated at \$4.93, and for Acadia, \$4.88. No. 2 yellow is quoted at \$4.33, but No. 1, as already intimated, is unchanged at \$4.23. The decline came sooner than expected, although a change was anticipated before a great while. According to the latest cables received before we go to press, the price of beet sugar is a little firmer than it was in London. The demand for sugar on the local market is decidedly light. One of the features of the outside sugar market is the better feeling in New York, on account of the reported settlement of the war between the different refineries.

FOREIGN DRIED FRUITS.

CURRENTS—Cable advices report a little firmer feeling in regard to currants. Business locally is light, and prices remain much as before. As pointed out in previous issues, there is a wide range in quotations on account of the different quality fruit on the market. Filiatras range all the way from 10 to 11c., Patras, 12 to 13c., and Vostizas from 13 to 15c. The demand is light.

VALENCIA RAISINS—Only a small sorting-up trade is being done. The ruling prices for good brands are 7½ to 8c. for fine off-stalk, and 8 to 9c. for selected.

MALAGA RAISINS—Stocks left over from the holiday trade are generally conceded to be lighter than for some years, no doubt, in part due to the fact that the quantity imported this season is smaller than usual.

CALIFORNIAN RAISINS—There is next to nothing doing. We quote: 2-crown, 8¼c. per lb.; 3-crown, 9¼c. per lb.; 4-crown, 10c. per lb.

FIGS—There is very little doing at the moment. An unusually large quantity of Commadre figs have been sold this season, while the business in table figs has been disappointing.

DATES—An excellent business has also been done in dates this season, and at the prices which now rule trade is expected to continue good. The ruling prices are Hallowees 4¼ to 5c., Sairs 4½ to 4¾c.

PRUNES—While there is very little demand at the moment for prunes, a good business is expected to develop within the next few weeks. There are some cheap French prunes on the market, which are selling at 4c. for 110's to 120's.

GREEN FRUITS.

It is generally conceded that the holiday trade in fruits has been satisfactory. Some houses, who did not sell as much as they expected to before Christmas, have received many repeat orders during the past week, and the total trade done is generally considered to be above that of last year. There continues a good demand for oranges. Valencias are showing in better color and are sweeter. An advance of 25c. is noted in 714's. Navels are still favorites here. Some "off sizes" are selling at \$3.25, a decline of 25c., but the best goods are steady at \$3.75. Jamaicas are about done. Mexicans are 25c. cheaper, the range now being \$2.25 to \$2.50. Lemons are still selling well. The tendency in the price of Messinas is upward, as Verdillis are about done and Messinas are higher in New York. Spanish onions are steady at \$1, but there are not many in stock. Sweet potatoes are 50c. higher, but quotations are nominal, as there are practically none on the market. Cranberries are being rapidly bought up. The stocks in Cape Cod are light and prices have so gone up at primary markets that when present stocks on the local market are cleared out an advance of 50c. to \$1 per bbl. may be looked for if the demand keeps up.

COUNTRY PRODUCE.

EGGS—There is not much doing, but the feeling is decidedly stiff. New-laid are quoted all the way from 25 to 30c. per doz. Pickled are worth 16 to 17c., and held range in value from 15 to 18c.

BEANS—The market is excited, owing to big advances in Chicago and other points. There is nothing doing here. An advance of 10c. is noted. We quote \$1.50 to \$1.55 for hand-picked and \$1.40 to \$1.45 for prime mediums.

HONEY—There is a fair trade. Prices are unaltered. We quote 10 to 11c. for extracted clover, and \$2.25 to \$2.75 for clover comb.

DRIED APPLES—There is not much doing locally. Prices keep steady, however, at 5 to 5½c. for evaporated and 4 to 4½c. for dried.

POTATOES—A fair movement continues. Prices are unchanged. Cars on track, Toronto, are worth 33 to 34c. per bag, and small lots out of store are selling at 40 to 45c.

POULTRY—The receipts last week were not nearly as big as the week previous, and prices were forced up ½ to 1½c. per lb. for both turkeys and geese. The quotations are as follows: Turkeys, 9½ to 10c. per lb.; geese, 7 to 7½c. per lb.; 55 to 70c. per pair for ducks and 25 to 65c. per pair for chickens.

BUTTER AND CHEESE.

BUTTER—The market is beginning to manifest a strong tone, and advances of 1c. per lb. are noted throughout. This is caused by limited production and a good home demand. We quote: Dairy prints, 20 to 21c.; tubs, 14 to 17c.; large rolls, 19 to 20c.; creamery prints, 23 to 24c.; boxes, 22c.

CHEESE—The market is steady as regards prices, but there is little movement. We quote 11c. for early and 11½c. for late makes. Twin cheese are steady at 12c.

FISH AND OYSTERS.

There has been a good movement in oysters and fresh fish. Salted, smoked and prepared fish are also selling well. Finnan haddies are ½c. per lb. lower. Steak cod is ½c. higher. We quote: Fresh fish—Cod-fish, 7 to 8c.; haddock, 6 to 7c.; red snappers, 11c.; British Columbian salmon, 14 to 17c. Frozen fish—Trout, 8c.; whitefish, 7½ to 8c.; perch, 4c.; pike, 6c.; sea herring (large), \$1.75 to \$2.25 per 100. Smoked fish—Finnan haddies, 7 to 7½c. per lb.; herrings, 15c. per box; ciscoes, 90c. to \$1 per 100; mild cured bloaters, 50 in box, \$1.40 to \$1.50; Labrador herrings, \$3.50 per half-bbl. and \$5.50 per bbl. Salted fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; whitefish No. 1, half-bbls., \$6.50; trout, half-bbls., \$6.; green cod, No. 1, \$4.75 to \$5 per 200 lb.; small, \$3.75 per 200 lb. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod, \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb. Oysters—Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.25 per gal.; Baltimore selects, \$1.50 per gal.; New York mediums, 80c. per 100; New York selects, 90c. per 100.

GRAIN, FLOUR, BREAKFAST FOODS

GRAIN—There is not much doing outside, but red and white are steady at 65c. on track. A fair delivery on the local street market is noted. Prices are unchanged as follows: Wheat, white and red, 67½c.; goose, 62c.; peas, 65c.; oats, 30 to 32c.; barley, 40 to 44c.; rye, 52 to 54c.

FLOUR—There is a temporary lull, but market is firm. We quote on track, Toronto (bags included), as follows: Manitoba patents, \$4.40; Manitoba strong bakers', \$4.15; Ontario patents, \$3.65 to \$3.75; straight roller, \$3.50 to \$3.65.

BREAKFAST FOODS—A fair demand is noted this week. We quote as follows: Standard oatmeal and rolled oats, \$3.30 in bags, and \$3.40 in bbls.; rolled wheat,

\$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4; cornmeal, \$2.75.

HIDES, SKINS AND WOOL.

HIDES—A decline of ¼c. is noted throughout. We quote as follows: Cow-hides, No. 1, 7¼c.; No. 2, 6¼c.; No. 3, 5¼c. Steer hides are worth 1c. more. Cured hides are quoted at 8¼c.

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

WOOL—There is little doing. We quote as follows: Combing fleece, 16 to 17c., and unwashed, 9½ to 10c.

SEEDS.

Though there is practically nothing doing, prices are nominally steady at \$6 for the best values of alsike, and \$5.50 to \$6 for ordinary to the finest clover.

MARKET NOTES.

Butter is 1c. per lb. dearer throughout. The wholesalers are busy this week taking stock.

All grades of refined sugars except No. 1 yellow are 10c. per 100 lb. lower.

Turkeys and geese are 1 to 2c. per lb. dearer. Ducks have advanced 10c. per pair.

HEAVY DAMAGES ASKED.

A despatch from Louisville, Ky., under date of December 28, says: "The Computing Scale Company of Dayton, O., are plaintiffs in a big damage suit filed against Belknap & Co., wholesale grocers of Louisville, Ky. The plaintiff in the bill filed in the circuit court of the United States, asks for an injunction against the defendants, restraining them from selling the scales manufactured by a concern in Detroit, Mich., styled the Standard Computing Scale Company, who, they claim, are wantonly violating all the rights guaranteed to them by the United States Government. Heavy damages are also prayed for. If this suit is successful it will make the merchants to whom such goods have been sold, equally liable with the defendants."

BAD FIRE IN WEST LORNE, ONT.

On Sunday evening a whole business block in West Lorne, Ont., was destroyed by fire. The premises of McCall Bros., grocers, were completely destroyed. There is no insurance. P. J. Lindenman, who had a general and grocery stock worth about \$10,000 carried \$2,000 insurance; D. McKillop & Sons, general merchants; J. Keifer, grocer, etc. and Skinner Bros., grocers and dry goods dealers were also heavy losers.

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New Year's Fruit

Give us your order for Fruit and Nuts you require for New Year's trade. You will be well satisfied. Ask for quotations.

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Wholesale Fruit, Produce and Commission Merchants
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Consignments Solicited.
Highest Prices. Prompt Returns.

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Our "MAPLE LEAF" brand is unexcelled.

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We wish our numerous shippers a Happy and Prosperous New Year.

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Cor. Market and
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...EVERY... COMMISSION MERCHANT

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

QUEBEC MARKETS.

Montreal, January 3, 1901.
GROCERIES.

NATURALLY, the trade now feels a reaction from the briskness of the holiday rush. Business is rather slack this week, the retailers being busy settling up accounts, balancing books and, in many cases, taking stock. The wholesalers report the Christmas and New Year trade to have been generally satisfactory, taking all things into consideration. The high prices, of course, militated against heavy purchasing, but the number of small orders were quite large and the volume of trade compares very favorably with that of last year. It is the general opinion that stocks throughout the country are exceedingly light. This should be a consolation to those houses who have large stocks of canned goods and dried fruits, and are afraid they will not clear them at a profit. We hear that even now sorting orders of canned vegetables are coming to hand, which shows that a good trade in them must soon spring up. The feeling is steady. Sugar is rather weak. Syrup has declined slightly, while molasses is moving in fair quantities. Spices are firm. Currants are weak, some Provincials on the market being quoted as low as 9c., and Filiatras bringing upwards of 10½c. Valencia raisins have been selling fairly well, and good fruit is no drug on the market. Sultanas and Malaga raisins are slow but stocks are light. A discouraging feature is the slow sale experienced for figs during the last couple of weeks, and some firms are making special reductions. Dates came to hand almost too late for the holiday trade, but are now selling well. Nuts are now also a moving line. There has been a little better inquiry for teas during the week, and a brisker trade is expected in a couple of weeks.

SUGAR.

The European raw sugar market is settling itself upon its proper basis, which it seems now to have reached at 9s. ¾d. for January shipment, and it now remains for the American refined sugar market to follow to the decline. It is expected that prices will go down, but when the drop will occur cannot be foretold. The present price is \$4.85 for granulated, and \$4.05 to \$4.75 for yellows. Purchases are not heavy.

SYRUPS.

Corn syrup declined ½c. per lb. on the first day of the year, and is now quoted at 2¾c. in barrels, 2½c. in half-barrels, and 3c. in quarter-barrels. Pails, 38½ lb., are worth \$1.30, and 25-lb. pails are selling at \$1. These are the prices put in force for Ontario and Quebec, freight prepaid on 250 lb. and over. Some fair quantities of corn

The following Brands manufactured by

The AMERICAN TOBACCO CO.

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Are sold by all the Leading Wholesale Houses

CUT TOBACCO

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ENGLISH AND CANADIAN MANUFACTURERS

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Wholesale Commission Merchants and Brokers,

WINNIPEG, MAN.

JOSEPH CARMAN . . .

WHOLESALE MERCHANDISE BROKER
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

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

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

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115 Bannatyne Street East, Winnipeg, Man.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.

LIMITED.

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

151 Bannatyne St.,

WINNIPEG, MAN.

12th St.,

BRANDON, MAN.

Winnipeg Advertising Agents.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

syrup are moving. Cane syrup is also selling in moderate quantities from 1½ to 2c. per lb.

MOLASSES.

There is nothing new to report in molasses. The amounts moving are small, and little attention will be paid to this article until February, when some interesting developments must occur, in view of the short stocks on the market. Our quotations are 41c. in single puncheons and 40c. in carlots.

CANNED GOODS.

The stocks in retailers' hands are not heavy, as evidenced by the receipt of quite a number of sorting orders this week. A good trade is looked for during the spring. The feeling is for steady prices. Standard brands of tomatoes are worth 87½c., while some Quebec pack can be obtained for 80c. Corn is worth 80c.; peas, 80c. to \$1.15, and beans, 82½c. Salmon is rather dull at the present moment at \$6 to \$7.50 per case for Fraser river red sockeye. Fruits are moving in small quantities, but will improve during the next few weeks. Raspberries are worth \$1.50 to \$1.75; cherries, \$2 to \$2.25; strawberries, \$1.75 to \$2.15; blueberries, 80 to 85c.; pears, \$1.50 to \$1.60 for 2's and \$2.35 for 3's; peaches, yellows, \$1.65 to \$1.85 for 2's and \$2.50 to \$2.75 for 3's; white, \$1.50 to \$1.70 for 2's and \$2.25 to \$2.50 for 3's.

SPICES.

Pepper is moving upward, and the market is firm throughout. There is a small trade passing locally. We quote: Nutmegs, 40 to 75c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, 15c.; cloves, 15 to 25c.; pepper, black, 15 to 20c., according to grade; white, 25 to 27c.

RICE.

Quite a good trade is doing in rice and tapioca. We quote as follows: B. standard, \$3 to \$3.10, and C. C. standard, \$2.90 to \$3. Tapioca in bags is selling at 4½ to 5c.

FOREIGN DRIED FRUITS.

CURRENTS—A fair price for fine Filiatras, good brand, is 10½c., but we hear that there are goods going at 10¼ and 10c. Provincials are offered by some firms at 9c. The market in Greece remains steady, and some improvement in price is looked for by holders as soon as the spring demand sets in.

SULTANA RAISINS — Sultana raisins are selling slowly at 12 to 13c. They are not so bright as last year, and some low grades are selling considerably below our quotations, but good, sound, clean fruit brings full values.

VALENCIA RAISINS — A good trade has been done in Valencia raisins this week at

prices that vary according to the style of fruit. Some firms are selling as low as 7c. for finest off-stalk, while standard brands are quoted at 7½c. very generally. The orders coming in from retailers are for small quantities, but holders are determined to remain firm, for there is a long time ahead in which to dispose of the light stocks in hand.

PRUNES — Are in fair demand. Californian prunes in 5-lb. fancy tins at 40c. a tin, to retail at 50c., are in good demand. Bosnia prunes are quoted at 5½ to 6c., and French prunes, 100 110's, in 50-lb. boxes, are selling at 3¾c. and in 28-lb. boxes, at 4c.

FIGS — Figs have been a little slow during the last couple of weeks and some dealers appear inclined to shade prices. Fine layer figs are quoted at 7 to 9c. per lb. Tap-nets are selling at \$1.10 to \$1.15.

DATES — Hallowee dates came to hand almost too late for the holiday trade but are now selling well at 4½c. Layer dates are quoted at 4c.

NUTS.

Last Saturday there was a drop of 20 francs per 100 kilos in shelled Grenoble walnuts in the primary markets, 5 francs of which was recovered on Monday. This, however, need not affect the situation here for goods cannot be brought in till March at these reduced figures. Shelled walnuts here are worth 23 to 23½c.; unshelled, 11 to 12c.; Sicily filberts, 11 to 12c.; Jordan almonds, 35c.; Valencia almonds, 33c.; Tarragona almonds, 13c. in bags.

TEAS.

There has been an improved inquiry noticed for teas this week, particularly Japans and all signs indicate a scurry for teas in a couple of weeks on the part of jobbers. The wholesale houses are preparing to do a good tea trade during the latter half of this month and next. Stocks of Japans in the country are undoubtedly light, particularly in the cheap grades. Transactions in last year's 13c. teas have occurred this week with 16c. as the passing figure. China teas, both black and green, are quiet.

There have been reports of some trading in Ceylon teas at ridiculously low figures, 9½c. c.i.f. for Pekoes, but some believe that the contracts will hardly be filled at this figure. The quotation came from Colombo, and as London has been ruling lower than either Calcutta or Colombo it seems strange that this break should occur which puts the primary market below London.

COFFEES.

A small trade is passing in coffees. Rios are worth 15 to 18c.; Maracaibo, 18 to 20c., and Java and Mocha 25 to 32c.

Toronto Fruit Merchants.

Navel Oranges

Our "Gipsy Queen" Brand is a daisy. You should have them.

Special values in Evaporated Apricots and Peaches.

CLEMES BROS.,
51 Front East, TORONTO.

NAVEL ORANGES

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

LEMONS — Car fancy Messinas.

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

HUSBAND Bros. & Co.

Telephone 54. 82 Colborne St., Toronto.

Victoria Fruit Merchants.

From the Atlantic to the Pacific,

OKELL & MORRIS'

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

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

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

Victoria B. C. Commission Merchants.

PATTON & SONS

Wholesale Produce

and

Commission Brokers

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

Consignments Solicited.

Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

New Brunswick Lobster Cannery.

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

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

The holiday satisfactory in and pineapples oranges, bbls navel, first grade, \$2.50 420's, \$4 to \$6.50; 714's light and run 300's, \$2.25 bananas, fir winter apples berries, \$7.50 \$2.25 per chestnuts, 10 lands, \$4 to fancy, 15c.; 10-lb. boxes per keg; Catawba pineapples, \$4.50 to \$5.

The feeling A fair trade short cut 1 short cut cle beef, per 11½ to 13½ per pail; r pail; Snow \$1.60 per tierces and

The fish demand. Columbian haddock, whitefish, 6½c.; m herring, Salt fish- 1, \$13.50 per bbl.; 200 lb.; Loch Fyr herrings, \$10 per fish — F smoked Prepared cases, \$ bundles, bricks, 5 in 25-lb per lb.

Parti the only follows: heads, Turkey 8 to 9c pigeons plovers

GREEN FRUITS.

The holiday trade was very brisk and satisfactory in oranges, lemons, bananas, and pineapples. We quote: Jamaica oranges, bbls., \$5 to \$5.50; Californian navels, first grade, \$3.50 to \$3.75; second grade, \$2.50 to \$3; Valencia oranges, 420's, \$4 to \$4.25; Jumbos, \$6.25 to \$6.50; 714's, \$5.25 to \$5.75; Florida, light and russet, \$4; Messina lemons, 300's, \$2.25 to \$2.75; 360's, \$2 per box; bananas, firsts, \$2 to \$3 per bunch; winter apples, \$2.50 to \$3 per bbl.; cranberries, \$7.50 to \$9 per bbl.; Spanish onions, \$2.25 per case and 90c. per small crate; chestnuts, 10c. per lb.; sweet potatoes, Vine-lands, \$4 to \$4.50 per bbl.; new figs, fancy, 15c.; choice, 10 to 12c. per lb. in 10-lb. boxes; Malaga grapes, \$5.50 to \$7 per keg; Californian pears, \$4.50 to \$5; Catawba grapes, 19 to 20c. per basket; pineapples, 15 to 25c.; California celery, \$4.50 to \$5.

PROVISIONS.

The feeling is steady with Chicago strong. A fair trade is passing. We quote: Canadian short cut mess pork, \$18.50 to \$19.50; short cut clear, \$17.50 to \$18.50; extra plate beef, per bbl., \$12.50 to \$13.00; hams, 11½ to 13½c., lard, pure Canadian, \$2.10 per pail; refined lard compound, \$1.70 per pail; Snow White and Globe compound, \$1.60 per pail; cottolene, 8½c. per lb. in tierces and 9½c. in pails.

FISH AND GAME.

The fish market is weak, owing to small demand. We quote: Fresh fish—British Columbian salmon, 10 to 12c. per lb.; haddock, 3¼ to 4c.; halibut, 12 to 15c.; whitefish, 7 to 7½c.; pike, 5c.; dore, 6 to 6½c.; mackerel, 10c. per lb.; first frozen herring, \$1.70 per 100 fish; smelts, 6c. Salt fish—British Columbian salmon, No. 1, \$13.50 per bbl.; Labrador salmon, \$13 per bbl.; green cod, No. 1, \$5.25 to \$5.50 per 200 lb.; small, \$3.75 to \$4 per 200 lb.; Loch Fyne herrings, \$1.10 per keg; Dutch herrings, 75 to 80c. per keg, No. 2 mackerel, \$10 per bbl.; ½'s, \$5.50 to \$6. Smoked fish—Finnan haddies, 6½ to 7c. per lb.; smoked herrings, 14 to 15c. per box. Prepared fish—Skinless cod, in 100-lb. cases, \$4 to \$4.25; dried cod, in 112-lb. bundles, \$5.00 per cwt.; boneless cod, in bricks, 5 to 5½c. per lb.; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb.

Partridge are now out of season. This is the only change this week. We quote as follows: Ducks—bluebills, 40c. per pair; red heads, \$1 per pair; black, 90c. per pair. Turkeys, 9 to 10c. per lb.; chickens, 8 to 9c.; fowl, 7 to 8c.; domestic duck, 9c.; pigeons, \$1.50 dozen; snipe, \$2.10 dozen; plovers, \$3.60 dozen; hares, 20c. per pair;

Just a Suggestion!

Make a good display of
Clark's Meats and Specialties
and you'll be surprised at the way they sell.

55 Lines to sell from!

MATTRESS AND BROOM WIRE

HIGH GRADE,
DOUBLE
TINNED

Uniform Size and Temper Guaranteed.

Fine Annealed Brush and Market Wire,
TINNED WIRE OF ALL KINDS.

SAMPLES AND QUOTATIONS SENT ON APPLICATION.

The Peerless Wire Co., - Hamilton

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.

QUALIFIED BOOKKEEPER AND COR-
responding Clerk open for engagement.
Country preferred. Willing to assist in store.
Highest references. Box D., CANADIAN GROCER,
Toronto. (1)

CASH REGISTERS WANTED.

WANTED TWO SECOND-HAND CASH
registers in good condition, one small suit-
able for candy counter, the other size suitable for
grocery business. State particulars, price, etc.
H. M., care Adg. Dept. CANADIAN GROCER,
Toronto. (1f)

wild geese, \$1.00; deer, 6c. Shell oysters
—Choice malpeques, \$5 to \$6 per bbl.,
second grade, \$4 to \$4.50; Miramichi,
\$3.50 per bbl. Bulk oysters, \$1.30 for
Standard, and \$1.50 for selects.

COUNTRY PRODUCE.

EGGS—Statistics show that to date this
season we have shipped to England over
50,000 cases of eggs more than we had to
this time last year. This is having its effect
on supplies both here and in the West, and
prices are advancing. Fresh-gathered
stock is worth 20 to 20½c.; cold storage
eggs bring 14 to 17c., according to quality,
and pickled stock is quoted at 14 to 16c.

BEANS—The market remains quiet and
steady at \$1.40 to \$1.45 for primes in small
lots, and \$1.35 in larger lots.

HONEY—The market keeps quiet and
steady. White clover in comb is worth
14 to 15c., and white extracted, 10 to 10½c.

Business For Sale.

For sale as a going concern the retail
business carried on by the late Thomas
McNeely. This is an opportunity to
secure a thoroughly established and pro-
fitable business in the good agricultural
and fishing district of the Lower Fraser.
Full particulars may be obtained of

H. N. RICH,
Ladners, B.C.

Buckwheat honey in comb is 10 to 12½c.,
and extracted, 7 to 9c.

POTATOES—There is little change to note,
carlots being worth 42 to 45c. per bag, and
in a jobbing way 55 to 60c.

FLOUR AND GRAIN.

FLOUR—The market is quiet under
the usual demand. We quote: Mani-
toba spring wheat patents, \$4.25 to \$4.40;
winter wheat patents, \$3.60 to \$3.80;
straight roller, \$3.15 to \$3.40; in bags,
\$1.55 to \$1.65, and Manitoba strong
bakers', \$3.85 to \$4.10.

GRAIN—We quote: No. 1 spring wheat,
73 to 74c. afloat; peas, 69 to 70c.; rye, 55 to
56c.; No. 2 barley, 49c.; oats, 30c.; buck-
wheat, 51½c.; corn, 47 to 48c.; barley, 48
to 52c.; No. 2, 39c.

OATMEAL—There is still a fairly good
export trade going on. Locally, quotations

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

(Wholesale Only.)

S. H. EWING & SONS

— 96 King Street, MONTREAL

are unchanged at \$3.20 to \$3.25 per bbl. and \$1.55 to \$1.60 per bag.

FEED—A fairly good trade is reported. We quote as follows: Manitoba bran, in bags, \$15; shorts, \$17; mouille, \$20 to \$24; Ontario bran in bulk, \$15.50 to 16, and shorts, \$17 to \$18 per ton.

HAY—The market is steady at last week's quotations. No. 2 is worth \$9 to \$9.50. Clover brings \$8.50. No. 1 sells at \$10 to \$11.

CHEESE AND BUTTER.

CHEESE—There is no actual trading being done, and prices are purely nominal. Holders are asking 11 to 11½c. for finest Septembers.

BUTTER—Creamery is firm at 22½ to 23c. and roll dairy, 20c. The firm tone of the market continues, the home market taking all the supplies.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., January 3, 1901.

THIS, the first report for not only the new year, but the new century, closes a quiet week in both wholesale and retail trade circles. In many cases, dealers have been taking stock, though quite a few do not do so until February 1. The past year has generally been a good one, and the volume of business large. Owing to light business this week, there is little new in markets, but, owing, perhaps, chiefly to lack of demand, values seem easier. The beautiful winter weather continues. One line which has shown quite an advance over the ruling prices for many months, and which still holds stiff, is cream of tartar crystals. There is quite a large market for this line of goods.

OIL—In burning oil there continues to be quite heavy business. A tank steamer, the second this winter, is daily expected. The big end of the American oil for here now comes in this way. In paint oil dealers are beginning to get inquiries for futures. The season is still very early. The market

seems rather firmer. In lubricating oil there is little doing. In prices the market seems easy, with rather lower values ruling. Candles seem to tend lower, though wax shows no change. Cod oil is high, and but small stocks are held.

SALT—In Liverpool coarse salt present stocks are quite large. There are the regular receipts from week to week. The last steamer lost some 1,200 sacks out of less than 2,000, contents being washed out. In values, there is an impression that the new year will show lower prices. In fine, there is a steady business, chiefly for Canadian. We quote as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

CANNED GOODS—In this line the quantity of stuff moving is small. Values are held quite firm, though in vegetables some low prices, both wholesale and retail, are noted. Domestic packed fish are exciting considerable interest, the pack this season being light, particularly in haddies and herring. The trade have been willing to pay the advanced prices. Little if any Californian fruits are seen here, though some low values were quoted in the fall. A few apricots are sold. None are packed in Canada.

DRIED FRUITS—The holiday trade was large, but there is little doing at present, retail dealers being busy selling the balance of the holiday goods. Raisins are weak. Though stocks are not large, wholesale dealers are not inclined to invest even where special offers have been made. In prunes, low prices rule. The stock is of good quality this season, though few Santa Clara goods were imported. Bag goods and even the 50 lb. box are seldom seen. The sale

is for 25-lb. boxes. Some 5 lb. tins are being introduced. In dates, market is now largely supplied with new goods at low prices. Package goods are growing in favor. Bulk goods have the big sale. Figs are quiet. In onions, prices are higher, and stocks limited. There is a fair movement. In evaporated apples there is a stronger market. The best stock is scarce. In dried apples there are some lots going West with prices low, wholesale grocers simply turning these over to oblige their customers. In nuts, values keep high. In peanuts, fancy stock shows quite an advance.

GREEN FRUITS—There is a fair business. Oranges are the large sellers, Valencias now having the demand. Some Californian stock is now offered. The sale is limited. In lemons, there is a fair demand. Prices continue low. Apples are rather higher, though there is still quite a quantity of soft fruit offered. Dealers gladly accept any reasonable price. Owing to the high prices few cranberries are selling. In Malaga grapes stocks are light. Prices show little change, except for fancy stock. In bananas, except a few for the retailer, there is no business.

DAIRY PRODUCE—In the egg market there is a fair supply, but the demand has fallen off. The price continues to hold quite high. Butter seems rather easier, though prices are still high, with a fair demand. For the best stock full figures are asked and stocks are scarce. Cheese, while no higher, seems to hold its price. Sales are light.

SUGAR—Values show no change. There is, as in all lines, rather less business moving. Values are low and the market seems easy. The fact that the second grade granulated is quite largely sold tends to lower prices.

MOLASSES—The market continues easy. There is little here except Porto Rico and New Orleans. There are fairly active sales. Dealers prefer not to carry over stock. Some nice quality goods are offered.

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and

The Superiority of

JAPAN TEA

cannot but help appeal to your
good sense when you take into
consideration

THAT it is a natural leaf tea.

THAT no natural boquet and vital essence of the tea is changed in the process of fermentation, as with other teas—hence—it is strictly pure.

THAT the beautiful climate and rich loamy soil of Japan (the Great Britain of the East) are the special causes of the delicious flavor and strength of Japan Tea.

THAT its culture is attended to with unremitting care by intelligent growers.

THAT they have the largest sale of any teas in the world.

We cannot too forcibly impress upon you the fact that Japan Tea is unadulterated.

All merchants should realize the necessity of handling a standard article like Japan Tea in order to please their customers and hold their trade.

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

FISH—The chief sale is for fresh fish, the season for frozen being still early. There is a fair supply. In finnan haddies, the movement is large with prices rather higher. Shipments are for Western Canada. In dry fish, there is little movement. Prices show no change. Pollock keeps low. There is not the sale for them as in former years. In smoked herring, high prices rule. The supply this season has been very small, and the market will hold firm. Pickled fish have very little sale. The supply is limited. Full prices rule. Shad, which are a favorite here, are almost, if not altogether, out of stock. We quote as follows: Large and medium dry cod \$3.25 to \$3.40; small, \$2.00 to \$2.25; pickled shad, \$5.50 to \$6.00; haddies, 4½ to 5c.; smoked herring, 11 to 12c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5.25 bbls., \$2.75 halves; Shelburne, bbls., \$4.50, halves, \$2.50.

PROVISIONS—There is little business doing and prices remain about as last week. In both barrelled pork and smoked meats the market is largely supplied by local-cured goods. In lard, some packers are inclined to shade figures. The local market is unchanged.

FLOUR, FEED AND MEAL—As in other lines, business just now is quiet. In flour there is no change reported. Values seem easy, at least in Ontarios. In oats, the market is quite firm with but fair inquiry. Oatmeal, while somewhat firmer, is unchanged. Cornmeal moves freely at even figures. Beans are the surprise, price continuing to climb. A fair stock is now held here. There is quite a demand for yellow eyes. Blue peas are scarce. We quote: Manitoba flour, \$4.90 to \$5.00; best Ontario, \$3.90 to \$4.00; medium, \$3.75 to \$3.85; oatmeal, \$3.50 to \$3.65; cornmeal, \$2.20 to \$2.25; middlings \$20 to \$21; oats, 36 to 37c.; hand-picked beans, \$1.75 to \$1.80; prime, \$1.60 to \$1.65; yellow-eye beans, \$2.40 to \$2.50; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$9 to \$9.50; yellow buckwheat meal, \$1.30 to \$1.40 per 100 lb.

ST. JOHN NOTES.

A. L. Goodwin is offering bargains in prunes.

Geo. E. Barbour is offering some extra quality Porto Rico molasses low to the trade.

Dearborn & Co. have some Valencias which they have carried over the holidays, and will sell low to clear.

"Acorn" roasted peanuts, packed in

bags to retail at 5c., is a new line with The Maritime Spice and Coffee Co.

The handsomest holiday remembrance given this year, or as yet seen by THE GROCER, is a leather pocketbook presented by The Lake of the Woods Milling Co.

Bowman & Angevine, representing W. Bailey & Co., broom manufacturers, won the prize they give to the representative selling the largest quantity during the season.

MANITOBA MARKETS.

Winnipeg, December 31, 1900.

THE week has been very quiet. This was to be expected, Christmas being followed on Thursday by the holiday for the welcoming of the returning volunteers from South Africa. This was done in true Western style and there was no lack of cheering or good cheer. The boys were left in no doubt that Winnipeg was proud of them and glad to get them home. The only items of note this week are an advance of 5c. on white beans and the fact that there is practically a famine of green Rio coffee owing to delayed shipments. The advance in beans is due to shortage on the American side and a keen demand from there. It is probable there will be a still further advance before long. In canned goods quite a few of the houses that bought stocks from factories outside the association are refusing to take delivery as the goods are not of a satisfactory quality.

FLOUR—Business is good, but prices are unchanged. Lake-of-the-Woods, \$2.10; red patent, \$1.95; Medora, \$1.60; XXXX, \$1.35; Ogilvie's Hungarian patent, \$2.10; Glenora patent, \$1.95; Manitoba, \$1.60; Imperial XXXX, \$1.20.

EVAPORATED AND DRIED FRUITS—Raisins have been most unsatisfactory and delivery has been refused of a number of shipments owing to the fruit having soured. The demand for both currants and raisins is now merely nominal, and prices are without change. Evaporated apples have maintained the advance of last week, and are in good demand at 6½c. Dried apples are scarce and hard to obtain, with prices firm at 5½ to 6c. Apricots are very firm, but without change in price. The demand is not large.

CURED FISH—No bloaters have as yet reached this market, and none are reported in transit. Haddies arrive slowly and are quoted at 10c. Herrings are firm at \$4.25 per half-barrel.

CURED MEATS—Market fair with no change in prices. Hams, 13c; breakfast bellies, 12½c.; breakfast backs, 11c.; shoulders, 9c.; dry salt long clear, 10c.;

shoulders, 9½c.; smoked long clear, 11c.; backs, 10½c.

CEREALS—Rolled oats firm at \$1.70 to \$1.75. Stocks at this point rather light. White beans \$1.85, with expectation of almost immediate advance. Other lines without change, and in light demand.

GREEN FRUITS—A very heavy Christmas trade was done, and all stocks in the city are light at the moment. The demand also is somewhat slow after the rush of the Christmas trade. Apples are very firm at \$4 for Spies, \$3.75 for greenings and \$3.50 for russets; Californian navel oranges, \$4.50 to \$5, according to number in box; Florida oranges, \$4.50 to \$5.50; Japanese oranges, \$1 for boxes of 6 doz.; lemons, \$4.75 to \$5.25; bananas, \$3.25; cranberries, \$12, and Malaga grapes, \$8.50.

BUTTER—Dairy butter is in fair supply, but the quality is not choice. Jobbers are paying from 14 to 17c., according to grade, and selling at from 18 to 20c..

CHEESE—Very little movement. The stocks carried are fairly large.

EGGS—Supply is very much behind the demand and prices are firm at 20c. per dozen.

NOTES.

There was a general round up of travellers in the city for holidays.

The Lake of the Woods Milling Company have presented every customer with a very handsome leather pocketbook with the arms of the company and the name of the recipient in gold on the cover.

A NEW WORK ON CEYLON.

A prospectus of a new book descriptive of Ceylon and its great tea industry has been received by THE CANADIAN GROCER. This work which is by Henry W. Cave, M.A., F.R.G.S., author of several of the most authoritative works on Ceylon, and is published by Sampson Low, Marston & Co., Limited, London, E.C., is likely to be one of the most exhaustive that has ever been issued concerning Ceylon. Its 500 demy octavo pages will contain 214 illustrations and maps, all up-to-date in matter and design. The writer covers not only the commercial centres of the Island but also the features of the country generally, the character and customs of the people in various districts, especial attention being given to the tea industry and the people engaged in it. The publishers' price of the book is 16s. net.

Twenty-eight per cent. is the exact increase in the "Salada" business in the city of Toronto. This, after the tea has been 10 years before the public, makes it the more gratifying.

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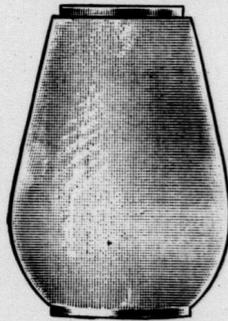
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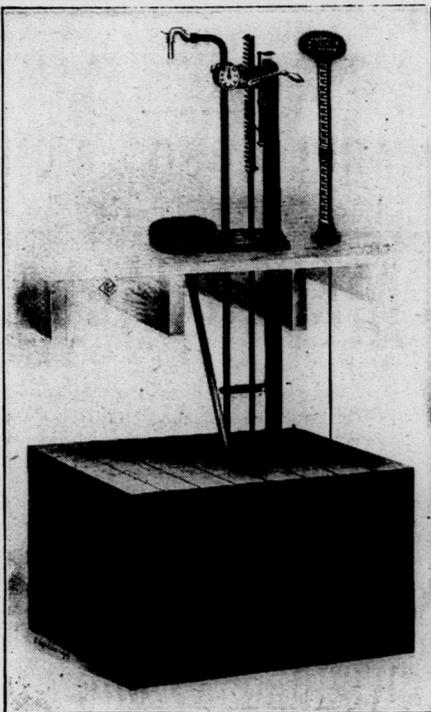
"IMPERIAL" and
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

PULL THE CORK



BASEMENT QUIET.

From a bottle of champagne and allow it to stand for an hour and the wine will be found flat, insipid and tasteless. Why? Because the matchless and delicate aroma and flavor which nature stored in the grape, together with the gas produced by fermentation, has escaped into the air. It is the very body and life of the wine and without it champagne at Five dollars a pint is not to be compared with cider at Ten cents a gallon. Store your Kerosene Oil in an open tank or keep it in a porous wooden barrel and the gas, which is the illuminating part of the oil and in fact its very life, passes off into the atmosphere and the oil becomes flat and lifeless. It clogs the wick, which chars and smokes and emits an odor that would make a dog leave his dinner. Your customers complain and you "kick" to the Oil man about the quality of the oil. It isn't his fault, it's your fault. You should have stored your oil in a tight tank; a Bowser tank for instance.

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Pump and measure GALLONS, HALF-GALLONS AND QUARTS and hold and save with the oil its

ILLUMINATING QUALITIES

Its very life and essence, until the last gallon is sold. THOUSANDS OF PROGRESSIVE

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Will testify to the truth of this statement. OUR CATALOGUE IS FREE.

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

Bowser tanks are
Tight Tanks.

There is profit in cheerfulness, just as there is in courtesy. It may cost an effort to put a bright face on things when they are gloomy and discouraging, but they will not be made any better by allowing them to overcome one's will, and the best exercise of will power in such cases is in the direction of conquering them.



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CELEBRATED

Cafe Noir Biscuit

(The Original and Genuine.)

We carry it in stock and we can Sample your Trade.

Send in a list of customers.

FRANK MAGOR & CO.

CANADIAN AGENTS

16 St. John St., MONTREAL.

A NEW GROCERY STORE.

W J. HASKING, the grocer, has moved his stock from the store he has occupied for several years in Clarke's block, to his new premises one block south. The new store is without exception the most handsomely appointed grocery in town, all the fixtures being of the latest design and material. The counters are a decided departure from and improvement on the counters with which all other stores here are fitted. The counters are of oak, six feet in length, with glass fronts, divided into compartments designed to exhibit samples in. The old style tables on which goods have ordinarily been shown are replaced with glass-covered upright stands.

The backs of the counters are fitted with closed in hoppers and drawers, dust and mouse proof, a feature that housekeepers will appreciate. The crockery department fittings are finished in white enamel, gold ornamented, and present a striking appearance. At the rear of the store is the packing and broken package room, which also is designed to receive stock for store and cellar. The building is heated with steam throughout. While Mr. Hasking moved his stock into the new store only last evening, he is ready for business to-day and will welcome all who call to see him or his store.—Port Arthur, Ont., Herald.

AMONG TORONTO RETAILERS.

The Retail Grocers' "At Home." Great preparations are being made for the annual "At Home" of the Toronto Retail Grocers' Association, which is to be held in the Temple Building on Wednesday evening, February 6. The great success of the "At Home" given in the Temple Building last year and the excellent service given by the caterer there led to a unanimous verdict in favor of this hall again. Sub-committees composed of experienced organizers have been appointed, and all have been given instructions that in every respect this year's "At Home" must excel that of last year, which was the best given up to that time.

Early Closing. The Grocers and Provision Dealers' Protective Association are living up to their promise that early closing would be made an issue at the present municipal elections in the city. At the nomination meetings on Monday evening the officers of the Association approached the candidates in several wards asking for a public statement of their views on this matter. With the exception of one candidate, W. R. Black, the secretary of their association, no public promise

was given. It is likely, however, that in some cases private pledges have been given by some candidates that they would vote to repeal the by-law. In the meantime, the Retail Grocers' Association, who secured the passage of the by-law, have, as yet, taken no action in the matter.

COMMERCIAL TRAVELLERS DINE.

THE twenty-eighth annual banquet of The Dominion Commercial Travellers' Association was held in the Place Viger Hotel, Montreal, on Saturday evening. There were about 200 guests present. The new president, T. L. Paton, occupied the chair.

The dinner proved a choice repast, but was equalled in point of quality by the excellence of the speeches which followed. After the toast of "The Queen," Mr. Paton referred to the growth of the association, which had increased from 251 members in 1875 to a membership of 3,485 in 1900. It now has an investment of \$174,000. During the 25 years of its existence it had paid out no less than \$274,819 in benefits.

The "Parliament of Canada" was responded to by Mayor Prefontaine, M.P., and F. D. Monk, M.P.; that of the "Legislature" by Hon. E. J. Flynn, leader of the Opposition in the Quebec Legislature. T. W. Burgess, president of the White Mountain Commercial Travellers' Association, and T. W. Barnard, jr., of Boston, brought fraternal greetings. Good speeches, good songs and good comradeship united to make a most enjoyable evening.

CANNED SALMON IN LIVERPOOL.

The position of salmon is best judged by the results of the past six or eight weeks, throughout which, although the stagnation has been exceptional, it has maintained its value. Certainly one or two parcels have changed hands at slightly under the highest point reached, but then one or two transactions do not make a market, and, it is probable, had the quantities been larger, the holders would not have been such free sellers.—Produce Markets' Review.

40,000 CARS OF EGGS.

Some interesting facts concerning the English egg trade were given a few days back by Mr. Edward Brown at a meeting of the local branch of the National Poultry Organization held at Lady Jeune's country house, near Newbury. He said that the eggs consumed in England last year would fill upwards of 40,000 railway trucks, which would reach from London to Bridgewater, a distance of 150 miles, but of these only one-third were English, one-half being foreign and the remainder Irish.—Grocers' Journal.

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers

THE COWAN CO., LIMITED, TORONTO

"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

**Ceylon and Indian
TEAS**

Shipments arriving weekly. Write for or see our travellers' samples—remarkable values.

WARREN BROS. & CO.

TORONTO.

**MALLAWALLA
TEA**"The"
50 cent

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

Wholesale price, 35 cents—30 days.

F. R. PAGET & CO.,

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

**Shredded Whole
Wheat Biscuit**For sale by all
Wholesale Grocers.**J. HEWITT, Agent**

61 Front St. E., TORONTO.



This list is of the cities of Mo solicited for pub ordered by retail report and price Goods in larg All quotation who call daily u

**BUTTER,
AND I**

Dairy, choice, la
" " pou
" " tub
" " tub
Creamery, tubs:
" prints:
Cheese, per lb...
Eggs, new laid,

CANNED

Apples, 3's.....
" gallons
Asparagus.....
Beets.....
Blackberries, 2'
Blueberries, 2'
Beans, 2's.....
Corn, 2's.....
Cherries, red, p
" white
Peas, 2's.....
" sifted.....
" extra sift
Pears, Bartlett
" "
Pineapple, 2's
" 3's
Peaches, 2's....
" 3's...
Plums, green g
" Lombs
" Damso
Pumpkins, 3's
" gal
Raspberries, 2
Strawberries,
Succotash, 2's.
Tomatoes, 3's
Lobster, tails
" 1-lb. 1
" ½-lb.
Mackerel.....
Salmon, sock
" "
" "
" Coho
Sardines, Alb
" "
" Spor
" key
" P. &
" "
" Dom
" Mus
" 50

Haddles.....
Klipped H
Herring in T

CANDI

Lemon, per l
Orange, "
Citron, "

GREE

Oranges, Jai
" Me
" Va
" "
" Ca
Lemons, M
" Ve
Spanish On
Bananas, pe
Apples, per
Pears, per
Malaga gra
Sweet potat
Cranberries

Granulated
Granulated
Paris lump

Extra Gro
Powdered,
Phoenix ...
Cream.....
Extra brig
Bright col
Bright yel
No. 3 yell
No. 2 yell
No 1 yell

CURRENT MARKET QUOTATIONS

January 3 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices see page 26.

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

	Montreal.		Toronto.		St. John, Halifax.	
	\$	¢	\$	¢	\$	¢
BUTTER, CHEESE AND EGGS						
Dairy, choice, large rolls, per lb.	18	0 18	19	0 20	22	23
" " pound blocks.....	18	0 18	17	18	22	23
" " tubs, best.....	18	19	14	15	21	22
" " tubs, second grade.....	22 1/2	23	22	22	24	25
Creamery, tubs and boxes.....	24	25	23	24	25	26
" " prints and squares.....	11	12	11	12	11	12
Cheese, per lb.....	26	30	25	30	18	21
Eggs, new laid, per doz.....						

	Montreal.		Toronto.		St. John, Halifax.	
	\$	¢	\$	¢	\$	¢
CANNED GOODS						
Apples, 3's.....	90	0 90	0 85	0 90	1 00	1 10
" " gallons.....	2 15	2 25	2 00	2 25	2 15	2 25
Asparagus.....	2 20	2 25	2 00	2 40		
Beets.....	1 00	1 00	95	1 10		
Blackberries, 2's.....	1 40	1 30	1 40	1 70	1 50	1 80
Blueberries, 2's.....	80	85	75	85	95	1 00
Beans, 2's.....	80	85	80	85	90	95
Corn, 2's.....	85	1 00	75	80	85	90
Cherries, red, pitted, 2's.....	2 15	2 20	2 00	2 25	2 30	2 40
" " white.....	2 00	2 15	2 00	2 25		
Peas, 2's.....	80	90	75	80	80	85
" " sifted.....	1 10	1 10	1 00	1 10	1 10	1 15
" " extra sifted.....	1 20	1 20	1 25	1 30	1 20	1 25
Pears, Bartlett, 2's.....	1 65	1 65	1 50	1 50	1 75	1 80
" " 3's.....	2 10	2 10	2 00	2 40	2 25	2 50
Pineapple, 2's.....	2 15	2 40	2 25	2 50	2 15	2 25
" " 3's.....	2 40	2 60	2 50	2 60	2 50	2 60
Peaches, 2's.....	1 50	1 90	1 75	1 90	1 75	1 85
" " 3's.....	2 25	2 90	2 50	2 60	2 70	2 85
Plums, green gages, 2's.....	1 25	1 35	1 10	1 25	1 30	1 60
" " Lombard.....		1 25	1 00	1 10	1 30	1 50
" " Damson, blue.....			80	85	1 00	1 30
Pumpkins, 3's.....		85	80	85	1 00	1 25
" " gallon.....	1 45	1 60	1 60	1 80	1 70	1 75
Raspberries, 2's.....	1 70	1 85	1 60	1 90	1 75	1 80
Strawberries, 2's.....	1 25	1 25	1 15	1 15	1 10	1 15
Succotash, 2's.....	90	1 00	80	85	95	1 05
Tomatoes, 3's.....	3 15	3 20	3 25	3 25	3 00	3 25
Lobster, tails.....	3 65	3 75	3 50	3 50	3 25	3 25
" " 1-lb. flats.....	1 75	1 85	1 75	1 75	1 25	1 25
" " 1/2-lb. flats.....	1 25	1 25	1 15	1 25	1 25	1 35
Mackerel.....	1 50	1 60	1 75	1 85	1 60	1 75
Salmon, sockeye, Fraser.....			1 60	1 65	1 50	1 60
" " Northern.....					1 60	1 60
" " Horseshoe.....					1 60	1 60
" " Cohoos.....	1 30	1 30	1 25	1 30	1 40	1 50
Sardines, Albert, 1/2's.....	12	12 1/2	12 1/2	13	14	15
" " 2's.....	20	21	20	21	20	21
" " Sportsman, 1/2's.....	11 1/2	12	12 1/2	12 1/2	20	21
" " key opener, 1/2's.....	19	20	21	21	20	21
" " P. & C., 1/2's.....	9	11	10 1/2	11	16	18
" " Domestic, 1/2's.....	18	18	18 1/2	23	10	11
" " Mustard, 1/2 size, cases.....	20	22 1/2	23	25	23	25
" " 50 tins, per 100.....	27 1/2	30	33	36	33	36
" " Haddles.....	7	8 1/4	4	4 1/2	3 1/2	4
" " Klipped Herrings.....	7 50	11 00	8 50	9 00	10 00	11 00
" " Herring in Tomato Sauce.....	1 00	1 00	1 00	1 15	90	1 00
" " Lemon, per lb.....	1 55	1 85	1 00	1 60	90	1 00
" " Orange.....	1 50	1 55	1 00	1 60		2 00
" " Citron.....						

	Montreal.		Toronto.		St. John, Halifax.	
	\$	¢	\$	¢	\$	¢
GANDIED PEELS						
Lemon, per lb.....	10 1/2	11	11	12	12	13
Orange.....	11	11 1/2	12	13	12	13
Citron.....	14 1/2	15	15	17	15	17
GREEN FRUITS						
Oranges, Jamaica, per bbl.....	5 50	6 00	5 75	6 00	6 00	7 00
" " Mexican, per box.....			2 25	2 50		
" " Valencia, ord. 420's.....			5 00	5 25		
" " " large, 420's.....			5 75	6 00		
" " " 714's.....			5 75	6 00		
" " Cal. Navels.....			3 25	3 75		
Lemons, Messina, per box.....			2 75	3 25	3 00	4 00
" " Verdill, 360's, per box.....	1 50	2 00				5 00
Spanish Onions, per case.....				1 00		3 50
Bananas, per bunch.....	1 75	2 01	1 75	2 00	2 00	2 25
Apples, per bbl.....	1 25	2 50	1 50	2 50	2 00	3 50
Pears, per bbl.....			2 00	2 50		
Malaga grapes, per keg.....	5 50	7 00	6 10	7 00	6 00	7 50
Sweet potatoes, per bbl.....	2 50	2 75	3 00	4 50	3 00	4 50
Cranberries, Cape Cod, per bbl.....	8 00	9 00	9 00	9 50	10 00	15 00
" " Canadian, per bbl.....			6 50	7 00		

	Montreal.		Toronto.		St. John, Halifax.	
	\$	¢	\$	¢	\$	¢
SUGAR						
Granulated St. Law'ce and Red.....	4 75		4 93		4 85	5 00
Granulated, Acadia.....	4 70		4 88		4 75	5 00
Paris Lump, bbls. and 100-lb. bx's.....	5 35		5 43		5 1/2	6
" " in 50-lb. boxes.....	5 45		5 53			
Extra Ground Icing, bbls.....	5 25		5 80			
Powdered, bbls.....	5 00		5 55			
Phenix.....	4 65		4 83		5 1/2	6
Cream.....	4 65		4 83			
Extra bright coffee.....	4 55		4 73		4 1/2	4 1/2
Bright coffee.....	4 45		4 63		4 1/2	4 1/2
Bright yellow.....	4 35		4 53			
No. 3 yellow.....	4 20		4 49		4	4 1/2
No. 2 yellow.....	4 15		4 33			
No. 1 yellow.....	4 05		4 23			

	Montreal.	Toronto.	St. John, Halifax.
HARDWARE, PAINTS AND OILS			
Wire nails, base.....	\$2 85	\$2 85	\$3 20
Cut nails, base.....	2 35	2 35	2 85
Barbed wire, per 100-lb.....	3 20	3 00	3 50
Smooth Steel Wire (oiled and annealed, etc.), base.....	2 80	2 80	
White lead, Pure.....	6 50	6 62 1/2	6 80
Linseed oil, 1 to 4 bbls., raw.....	80	80	85
" " boiled.....	83	83	88
Turpentine, single bbls.....	62	58	65

	Montreal.	Toronto.	St. John, Halifax.
SYRUPS AND MOLASSES			
Syrups—			
Dark.....	2		
Medium.....	2 1/2	30	32
Bright.....	2 3/4	35	37
Corn Syrup, barrel, per lb.....	2 1/2		3
" " 1/2 bbls. ".....	3		3 1/2
" " kegs ".....	3 1/2		3 3/4
" " 3 gal. pails, each.....	1 50		1 50
" " 2 gal. ".....	1 20		1 20
Honey.....			40
" " 25-lb. pails.....	90		1 00
" " 38-lb. pails.....	1 20		1 40
Molasses—			
New Orleans.....	25	35	23
Barbadoes, new.....	40	41	38
Porto Rico.....			38
Antigua.....	35	36	
St. Croix.....			

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

	Montreal.	Toronto.	St. John, Halifax.
FRUITS			
Foreign—			
Currants, Provincials, bbl.....	11	12	12
" " 1/2-bbls.....	11 1/2	12 1/2	12 1/2
" " Filiatras, bbls.....		11 1/2	
" " 1/2-bbls.....		11 1/2	
" " cases.....		12	10
" " 1/2-cases.....		12	10
" " Patras, bbls.....		13	13
" " 1/2-bbls.....		13 1/2	13
" " cases.....		14	15
" " 1/2-cases.....		14	15
Vostizas, cases.....		5	5
Dates, boxes.....		4 1/2	5 1/2
Figs, 10-lb. boxes.....	75	1 10	9 1/2
" " Mats, per lb.....			3 1/2
" " 7 cr. 28-lb. boxes.....			16
" " 1-lb. glove boxes.....			12
Prunes, California, 30's.....		12	10
" " 40's.....		8	10 1/2
" " 50's.....		8	9
" " 60's.....		7 1/2	7 1/2
" " 70's.....		7	6 1/2
" " 80's.....		6 1/2	6
" " 90's.....		6	5 1/2
" " 110's.....		6	5 1/2
" " Bosnia, A's.....			9
" " B's.....			7 1/2
" " U's.....			6 1/2
" " French, 50's.....			7
" " 110's.....			4
Raisins, Fine off stalk.....		8	7 1/2
" " Selected.....		8 1/2	8
" " Selected layers.....		9	9
" " Sultanas.....		11	11
" " California, 2-crown.....		7 1/2	8 1/2
" " " 3-crown.....		9	10
" " " 4-crown.....		10	10 1/2
" " " seeded, 3-cr.....		10 1/2	11
" " Malaga, Lon. layers.....		1 50	2 25

THE STATISTICAL POSITION OF TEA.

AN expert correspondent of The Financial Times, writing on the subject of the tea trade, calls attention to the figures given in the Board of Trade returns for November relating to tea. He says: "The Indian imports last month increased 10,000,000 lb., owing to the abnormal export from Calcutta in October. This came like a thunderclap on the market, and caused a semi-panic in the prices of common teas. The November shipments being smaller, the excess of 9,500,000 lb. will, in this month's returns, be reduced to 7,500,000 lb., and though there has not been any further revision in the crop estimate, it looks as if there would be some further falling off in the Calcutta exports. Messrs. Gow, Wilson and Stanton put the quantity of Indian teas for shipment to this country at about 152,000,000 lb. The shipments from the Hooghly to the end of November are 125,500,000 lb., leaving 26,500,000 lb. to be moved during this and the next few months. It may be noted that this estimate was 8,000,000 lb. higher than that for the previous year. The Board of Trade returns show that for the 11 months there has been an increase of 3,000,000 lb. in home consumption and 2,000,000 lb. in

exports, yet the tea brokers say that during the last four months there has been a heavy decrease in deliveries. The bonded stock of tea had increased by the end of November 7,500,000 lb., but was not that owing to the unprecedented arrivals during that month?

"As regards Ceylon, owing to favorable flushing weather during October and November, there will be a small further increase in this year's crop. The imports, it will be seen, are 9,500,000 lb. over the 11 months of last year. On the other hand, home consumption and exports account for 8,500,000 lb. of this, leaving the small surplus in production over consumption of 1,000,000 lb. As I have said before, England will this year receive its maximum share of the Ceylon crops, because it is probable our colonies and foreign countries will take direct from Colombo all the increase that may be expected from newly-planted lands. For instance, according to 'Ferguson's Directory,' there were in 1897 350,000 acres planted, the whole of which will be in full bearing next year; and as the average Ceylon yield per acre is 425 lb., the 1901 crop will be about 148,000,000 lb. Of this our colonies and other nations will take direct 38,000,000 lb., calculated on the present rate of progress, leaving for export

to England 110,000,000 lb. In 1898, the planted area was increased to 364,000 acres. The crop in 1902 will, therefore, probably be 154,000,000 lb., and the direct export to places other than England may be taken at 44,000,000 lb. Ten years ago, if any person had predicted that the exports from Colombo to other countries than England would add up to 32,000,000 lb. he would have been put down as a lunatic; yet shipments to this extent will be a fact by the end of this month. It is now generally admitted that when consumers acquire the taste of Indian and Ceylon they cease to appreciate the peculiar flavor of Chinese tea."—Indian and Ceylon Mail.

DATES IN NEW YORK.

The steamer Minneapolis now in brought for leading houses here about 27,940 boxes of new crop Persian dates, making a total for the season to date of 197,700 boxes. For the period between November 14 and December 29, last year, the total importations amounted to only 163,400 boxes. There arrived in this market after the opening of the year about 60,000 boxes, making a total importation of 223,400 boxes. "The market," says a leading house, "is well supplied, and the demand light, with present prices showing no profit to receivers."—New York Journal of Commerce.

Teas - Teas - Teas

The Best Black Ceylon Teas in packages are
undoubtedly the famous brand

OWL CHOP

Red Label, No. 5, retails at 30c,

Silver Label, No. 15, retails at 50c.

Green Label, No. 10, retails at 40c.

Buff Label, No. 20, retails at 60c.

Gold Label, No. 30, retails at 70c.

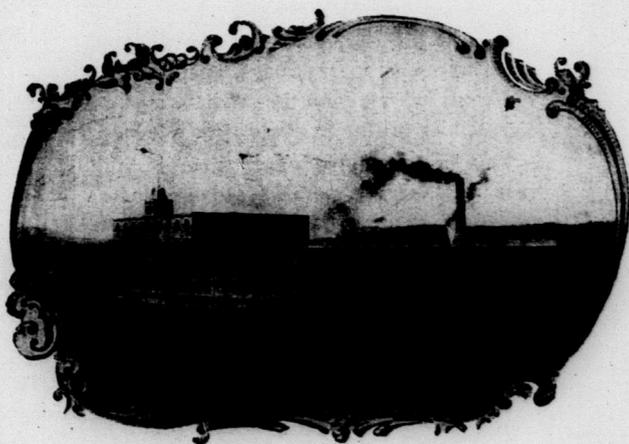
Try them. They are pure, strong, wholesome. None better.

AGENTS IN CANADA:

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

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

MANUFACTURERS OF ALL GRADES OF
* WALL PAPER *



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

PREPAID SAMPLES TO
PROSPECTIVE BUYERS.

ORDER WHILE THE
LINE IS COMPLETE.

COCOA PROSPECTS FOR 1901.

By Harold Hamel Smith.

As far as can be judged, cocoa prospects for 1901 point to the world's supply being larger than this year's, but not equal to the receipts of 1899; yet, in spite of this, prices are likely to go higher.

In proportion to the supplies received in 1899 it will, I think, be found to work out as 94 against 102, or about 10 per cent. less. Compared to this year (1900), counting the year as from January to December, the Guayaquil and African crop will be larger; "Other West Indian," Bahia and Carupano about 10 per cent. larger all round, whilst in Trinidad, Colombia and Para, I expect to see a decrease.

The crop of the whole of the Island of Hayti or San Domingo, which comprises Samana, Sanchez and Jeremie, is an unknown quantity, and though it has become an important one, it seems no trouble is taken to keep a record of the number of bags that are shipped each year; hence it is often used, like the boy who stands in the centre of a see-saw, to "bull" or "bear" the market, according to the wish of the speculator. By some it is estimated at 50,000 bags, whilst others say that it must be nearly 200,000 bags! Those in whom I have most confidence put it at 75,000 to 80,000 bags. Lately attempts have been made to use the Cuban crop in the same way; but from all accounts this crop will be unimportant for some years to come.

On the other hand, although next year's receipts are likely to exceed this year's, as I have already said, I believe the average price of cocoa

WILL BE HIGHER.

That is not to say that at times, owing to pressure to sell for financial or other reasons, spells of low prices may not occur; but that at the end of next year manufacturers will find that the average price of the cocoa they have purchased during the year (1901) will cost them, say, 4s. to 5s. higher all round, than what they paid in 1900—same as this year it has cost them, I am told, about 7s. dearer (71s. against 64s.), than it did in 1899. A most satisfactory outlook, the planter will say; but, if he goes into the matter properly, he will find that it is better for his interest to keep prices more on a parity, say at 72s. to 75s. for good red Trinidads, than to have it at 85s. one year, and at 65s. and even 45s. the next, and this can only be done by keeping the market sufficiently supplied with the raw material to prevent its being pinched; otherwise the high price will drive a large number of the smaller makers out of the trade, and instead of having as now, more buyers than sellers, there will be plenty of sellers, but only a few buyers.

The reason why cocoa is likely to go dearer next year is not so much that the present rate of increase in the consumption will be augmented to any unexpected degree; but to the fact that last year manufacturers made very large purchases which enabled them to store up, in their private warehouses of which no returns are published, large invisible stocks, which not only rendered them independent of the market and enabled them to buy only when it suited them to do so, but these stocks being an unknown quantity, prevented accurate estimates being made of what raw material there was on hand, and had a depressing effect on the market. By next year

THESE STOCKS

will have run out, or have assumed very small proportions, and to carry on their trade properly, the makers must make them up again, and it is on account of the replenishment of these invisible stocks that I anticipate a higher range of prices next year, for the circumstances under which the sales will be made will be different to what they were in 1899, when the visible supply was 55,000 bags; more than it is now (on August 31 the combined stock of London and Havre was 202,734 bags, against 257,734 bags, in 1899) and the sellers uncertain what stocks the makers held.

This has undoubtedly been a very trying year for makers in more ways than one; for, whilst selling prices have not been advanced with drinking cocoas, not only has raw cocoa been high, but the sugar, and with cheap cocoas, arrowroot as well; even the packages, for this has been a famine year in the paper trade, and the tinfoil have been much dearer. Confectioners and retailers of eating chocolates are already complaining of the rise in the wholesale price of the sweetmeat, and, being unable to put up the price retail, their profits are reduced to such an extent that, important as the chocolate trade has become, it hardly pays them to handle.

Now, this is just what must be avoided if the

CONSUMPTION OF COCOA AND CHOCOLATE is to go on increasing, for it is to the eating chocolate trade, more than to drinking cocoa, that we must look for any substantial and regular increase in the demand, and there is no doubt that the demand will go on increasing if it is not prevented by the high price of the raw article, which must be low enough to leave a reasonable profit to the retailer, and yet let them sell the goods at popular prices. Otherwise the goods will not be pushed; and as in this world nothing stands still, if you do not push your goods you cannot get on, and therefore you go back. As to the prospects of the present rate of consumption being maintained, if

not increased, the following paragraph taken from a book on cocoa, published by the largest manufacturer in America, speaks for itself: "If the increased consumption of the last 37 years is continued until 1934, and that is altogether probable, in view of the fact that cocoa is one of the very few articles which contain all the essentials of a perfect food, the amount of crude cocoa required by this country (America) alone will be nearly

600,000,000 POUNDS."

Hence, it is to the interest of every cocoa planter not only to extend his cultivation, but to increase the crop of what he has already got planted, by improved methods of cultivation, manuring, pruning, etc. To make cocoa planting profitable you must be up-to-date in the methods employed, otherwise you lose increase in the crop, that is, part of your profits, and if this increase does not come, and pretty quickly too, there will be a scarcity of the raw material, and, though at the time planters may feel elated at the high prices they would obtain, in the end they would suffer, for owing to their want of foresight they would be starving, instead of feeding up, the goose that is now laying them golden eggs.—Ceylon Observer.

ASK US FOR

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

Walter Woods & Co.

HAMILTON.

BUSINESS NEWS

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

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

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CANADIAN PRESS CLIPPING BUREAU,

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ABSOLUTELY **BEST** AND **PUREST**

QUALITY ALWAYS THE SAME.

BRUNNER, MOND & CO'S

BICARBONATE OF SODA
CON'TRATED SAL SODA

AND

SODA CRYSTALS

WINN & HOLLAND
MONTREAL
SOLE AGENTS FOR CANADA

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

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

Superior Quality
Always Good



THE CANNED GOODS QUESTION.

Editor of THE CANADIAN GROCER,—Referring to your editorial remarks on the question of canned goods and Mr. Hugh Malcomson's letter—also in this connection—in your edition of December 21. As a buyer of rather large quantities each year, a few words on the subject may not be inappropriate.

In my opinion it is hardly justifiable to term the demand for a low-priced line of canned goods, a "craze," as my experience has shown me that the wholesalers are absolutely compelled to carry stocks of these cheap goods to meet the demand coming from small storekeepers in the poorer sections of cities and for country trade. The result is that certain canners cater only to high-class trade, which is fast "catching on" to the fact that certain brands are always reliable and, naturally, they are specifying these brands when buying. As a matter of fact, when I purchase canned goods, not in one case in ten do I request opening of sample tins. A reputable wholesaler will say honestly if the goods are the latest pack, and of six brands I am quite satisfied to accept any one, and of this number two are really the finest goods I have opened up and compare most favorably with the best United States goods I have come across.

This statement regarding brands can be easily verified if we take, say, 10 leading

grocers and notice how certain brands are invariably found on their shelves, especially in the early part of the season; an inspection of the lower-class shops shows that the cheaper goods entirely displace the better class, and this proves conclusively that unless goods can be retailed at, say, \$1 per dozen (assorted) there will be very little demand for them. This brings us back to the fact that there is a legitimate demand for a quality of canned goods that cannot by any means be classed among the best, and yet which must be catered to by the packers.

That the goods packed this year are of lower standard than usual I do not say, nor do I think the better brands have deteriorated in quality; of course, the pack each year increases, and the cheaper pack will increase with the more expensive, to meet the demand which I have called, and still think, legitimate.

E.F.G.

Montreal, December 21, 1900.

PERSONAL MENTION.

Mr. J. C. Campbell, the Ottawa and Eastern Ontario representative of L. Chaput, Fils & Cie, has been in Montreal for some days, visiting the warehouse and engaging in the gigantic struggle of moving his home from Montreal to Ottawa, in which city he spends half his time.

A CORRECTION.

E. D. Marceau's advertisement in THE GROCER last week stated that he had on hand 1,998 packages of China green teas to be disposed of immediately. This was a

mistake, as it should have read China black instead of China green. Mr. Marceau says he is well prepared in all lines to meet the coming rush for teas. He states his prospects for business in Madame Huot's coffee and "Nectar" tea are very good.

SMALLER-SIZED FRENCH PLUMS.

The reports from France tend to confirm the impressions that some of the sizes of French plums are becoming exhausted; this is more particularly noticeable in the smaller sizes; in fact, some of the packers have advanced their prices, and others have endeavored to cancel contracts for spring delivery of these goods. The prices of this fruit are remarkably low, and the quality is certainly above the average of previous years, and a good spring trade will probably result.—Produce Markets' Review.

WILL SMOKE HERRINGS.

G. P. Newton has leased the eastern side of A. A. McDonald & Bros' wharf, Georgetown, P.E.I., and is erecting buildings for salting, stringing and smoking herrings. The establishment will have a capacity of from 85,000 to 100,000 boxes of the ordinary Digby herring size.

NEW CORN SYRUP FACTORY.

The new syrup factory of The Edwardsburg Starch Co., Limited, at Cardinal, Ont., is now in operation and is turning out double the quantity of syrup that the old factory did last year. The factory is fitted with the latest improved machinery, and the company is now in a position to guarantee prompt shipment and the quality of the syrup.

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



is the best
Canadian
gives a
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dealers a
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starches.

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Boston Laundry Starch...

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

SOLD BY

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

To the Retailer

The Holiday Season is over and you are most likely sold out of

REGISTERED
Bow Park
BRANDS

Pickles and Relishes

and you do not want to disappoint your customers if they ask for them.

Better order now. Write direct, or your wholesale grocer will supply you.

Shuttleworth & Harris,
BOW PARK FARM
BRANTFORD - - CANADA

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

WE desire to thank all of our Customers for the patronage extended to us during the past, and to wish them Health, Wealth and Prosperity during the New Century.

F. W. FEARMAN CO.
Limited
HAMILTON.

Curers of . . .

"Star Brand" Hams and Bacon.

THE CANADIAN PACKING CO.
LONDON, ONT.



GUARANTEED CHOICE AND PURE.
GOLD MEDAL, PARIS 1900.



GILLETT'S
PURE POWDERED
LYE
BEST,
PUREST,
STRONGEST.
LONDON, ENG. **E.W. GILLETT.** CHICAGO, ILL.
TORONTO, ONT.

In 1901
you will sell more

Pratts Food
than ever.

Display it.
Talk it.
Push it.
It will pay you.

Happy New Year

ROBERT GREIG & CO.
TORONTO.

Most
Excellent
Coffee



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

Trial Order Solicited.

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

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

The Imperial Oil Co. propose establishing an oil depot at Fredericton, N.B.

Neilson's

GENUINE
HOME-MADE

Mince Meat

This article has been on the Toronto Market for the last ten years, and has given perfect satisfaction to all who have used it. Only the best materials used in the manufacture. Cleanliness guaranteed.

- Put up in 12-lb. Pails
- " " 27-lb. Pails
- " " 65-lb. Tubs
- " " 2 and 5 lb. Tins when requested.

Will keep indefinitely when put up in tins. Ask your wholesale grocer for this article.

Wm. Neilson, 60 Lynd Avenue, Toronto, Ont.



Curious!! Why?

It certainly is curious that your customers should be willing to buy an unknown brand of Mustard, when at practically the same price they can buy

KEEN'S

KEEN'S MUSTARD, in the dining room, brings out the flavor of the meat.

KEEN'S MUSTARD, in the sick room, brings healing and comfort to the afflicted.

PEOPLE WHO WANT THE BEST CANNOT AFFORD TO USE ANYTHING BUT THE BEST.

Current Market Quotations for Proprietary Articles

January 3, 1901.
Quotations for proprietary articles, brands etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.

Cook's Friend—

Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, 1/2 " "	4 00

Diamond— W. H. GILLARD & CO

1 lb. tins, 2 doz. in case	per doz 2 00
1/2 lb. tins, 3 " "	1 25
1/4 lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	10c.	\$0 85
3 "	6-oz.	1 75
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 47
1/2 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

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

JERSEY CREAM BAKING POWDER

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

BLACKING.

CARR & SONS. per gross

No. 2—1/4 gross boxes	2 70
No. 4—1/4 gross boxes	5 75
No. 5—1/4 gross boxes	8 00

SHOE POLISH.

HENRI JONAS & Co. Per gross.

Jonas'	\$9 00
Froments	7 50
Military dressing	24 00

BLUE.

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

BLACK LEAD.

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

CORN BROOMS

BOECKH BROS. & COMPANY doz. net

Bamboo Handles, A, 4 strings	4 35
" " B, 4 strings	4 10
" " C, 3 strings	3 85
" " D, 3 strings	3 60
" " F, 3 strings	3 35
" " G, 3 strings	3 10
" " I, 3 strings	2 85

BISCUITS.

PEEK, FREN & Co.

Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins \$3.70 per doz

CARR & CO., LIMITED.

Frank Magor & Co., Agents.

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

CANNED GOODS.

MUSHROOMS.

HENRI JONAS & Co.

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

FRENCH PEAS—DELORY'S.

HENRI JONAS & Co.

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

FRENCH SARDINES.

HENRI JONAS & Co.

1/2 Trefavennes	\$9 00
1/2 Rolland	9 50
1/2 Delory	10 50
1/2 Club Alpins	11 50

CHOCOLATES & COCOAS.

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

CADBURY'S.

Frank Magor & Co., Agents. per doz

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

TODHUNTER, MITCHELL & CO.'S.

Chocolate— per lb.

French, 1/4's—5 and 12 lbs.	0 30
Caracas, 1/4's—5 and 12 lbs.	0 35
Premium, 1/4's—5 and 12 lbs.	0 30
Sante, 1/4's—5 and 12 lbs.	0 28
Diamond, 1/4's—5 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

Cocoa—

Homeopathic, 1/4's, 5 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—

Caracas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 43
" Gold Medal " Sweet, 1/4's, 6 lb. boxes	0 29
Pure, unsweetened, 1/4's, 6 lb. boxes	0 42
Fry's "Diamond," 1/4's, 14 lb. boxes	0 24
Fry's "Monogram," 1/4's, 14 lb. boxes	0 24

Cocoa— per doz.

Concentrated, 1/4's, 1 doz. in box	2 40
" " 1/2's, " "	4 50
" " 1 lb. " "	8 25
Homeopathic, 1/4's, 14 lb. boxes	
" " 1/2 lbs. 12 lb. boxes	

JOHN F. MOTT & CO.'S.

E. S. McIndoe Agent, Toronto.

Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 22
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 20
Mott's Breakfast Chocolate	0 22
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 25
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
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
Scoble 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. boxes	0 35

CHERRY.

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.	8 25
" Medium size	4 50
" Small size	2 40
" Individual size	1 00

BAILEY'S PATENT D.

Robert Greig & Co., Agents, Toronto.

1/2-lb. Jar.	5-lb. Jar.
1/2-lb. Jar.	5-lb. Jar.
After Dinner	\$2 40 \$4 25 \$18 60
Devilled	2 65 4 75

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The
JAM
Mecca
Damascus
Cairo
Sirdar
Old Dutch Rio
TODHUNT
Excelstor Blend
Jersey
Rajah
Old Government
Maracaibo
West India
Rio, choice
OLC
BOI
Clothes Pins (1 case, per case 4 doz. packages 6 doz. packages
HE
1 oz. London E
1 oz. "
1 oz. Spruce es
2 oz. Anchor e
4 oz. "
8 oz. "
1 lb. "
1 oz. Flat, Anc
2 oz. Square
4 oz. "
8 oz. "
RECI

EDWARDSBURG SYRUP.

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

EDWARDSBURG STARCH CO'Y, Limited,
Established 1858.

TORONTO.

CARDINAL.

MONTREAL.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

COFFEE.		LICORICE.		MATCHES.	
JAMES TURNER & CO. per lb.		YOUNG & SMYLLIE'S LIST.		Eddy's Telegraph, single cases..... \$3 70	
Mocca	0 33	5-lb. boxes, wood or paper, per lb....	\$0 40	five cases	3 50
Damascus	0 28	Fancy boxes (36 or 50 sticks) per box..	1 25	Telephone, single cases	3 60
Cairo	0 20	"Ringed" 5 lb. boxes, per lb.....	0 40	five cases	3 40
Sirdar	0 17	"Acme" Pellets, 5 lb. cans, per can..	2 00	Eagle Parlor, single cases	1 60
Old Dutch Rio.....	0 12 1/2	"Acme" Pellets, fancy boxes (40)		five cases.....	1 50
TODD HUNTER MITCHELL & CO.'S		FOOD.		ORANGE MARMALADE.	
Excelsior Blend.....	33	Robinson's Patent Barley 1/2 lb. tins..	1 25	T. UPTON & CO.	
Jersey	0 20	" " " 1 lb. tins ..	2 25	1-lb. glass 2 doz. case, per doz.. \$1 00	
Rajah	0 20	" " " 1 lb. tins ..	1 25	7-lb. pails pails in crate, per lb.... 0 07 1/2	
Old Government Java.....	0 28	Gillett's Powdered Lye.		PICKLES.	
Maracibo	0 18	4 doz. in case	\$3 60	STEPHENS'.	
West India	0 16	JAMS AND JELLIES		A. P. Tippet & Co., Agents.	
Rio, choice	0 12	SOUTHWELL'S GOODS. per doz.		Patent stoppers (pints), per doz. 2 30	
CLOTHES PINS.		Frank Magor & Co., Agents.		Corked	
BOZOKH BROS. & CO.		Orange Marmalade.....		1 50	
Clothes Pins (full count), 5 gross in		Clear Jelly Marmalade.....		2 00	
case, per case		Strawberry W. F. Jam.....		3 00	
4 doz. packages (12 to a case).....		Raspberry		3 00	
6 doz. packages (12 to a case).....		Apricot		1 75	
0 55		Black Currant		1 85	
0 70		Other Jams, W. F.		1 55	
0 90		Red Currant Jelly		2 75	
EXTRACTS.		T. UPTON & CO.		BAYLE'S.	
HENRI JONAS & Co. Per gross		Jams—		Robert Greig & Co., Toronto, Agents.	
1 oz. London Extracts	\$5 00	1-lb. glass jars, 2 doz. in case, per doz		1/2 Pints. Pints	
1 oz. " " (no corkscrews)	5 50	5-lb. tin pails, 3 pails in crate, per lb.		\$2 15 \$3 60	
2 oz. " "	8 00	7-lb. wood pails, 6 "		1 75 2 85	
1 oz. Spruce essence	9 00	14-lb. wood pails, per lb.		1 75 2 85	
2 oz. " "	9 00	30-lb. " "		1 75 2 85	
3 oz. Anchor extracts	19 00	Jellies—		Tobasco Sauce, 2-oz. bottle, per doz.....\$4 25	
4 oz. " "	21 00	1-lb. glass jars, per doz.....		Tobasco Pkts in vinegar, 1/2 pt. 3 25	
8 oz. " "	36 00	7-lb. wood pails, per lb.....		SODA.—COW BRAND	
1 lb. " "	70 00	14-lb. " "		Dwight's	
1 oz. Flat	9 00	30-lb. " "		SODA	
2 oz. Flat, Anchor extracts.....	19 00	KNIFE POLISH.		Case of 1 lbs. (con-	
2 oz. Square	21 00	Nixey's "Cervus" 6d. and 1s. tins.		taining 60 pkgs.),	
4 oz. " " (corked)	35 00	For price list and sliding scale apply W. G.		per box, \$3.00	
8 oz. " "	72 00	Nixey, 12 Soho Sq. London, Eng		Case of 1/2 lbs. (con-	

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

GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

GILLARD'S PICKLE—Cases of 2 Dozen.

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

GILLARD'S SAUCE

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

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

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

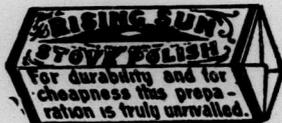
SOAP



A. P. TIPPETT & CO., AGENTS
Maypole Soap, colors per grs., \$10.20, black, Myrtle \$10.20, White Soap, per gross, \$10.20

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

STOVE POLISH.



Rising Sun, 6-oz. cakes, 1/2-gross bxs. \$ 8 50
Rising Sun, 3-oz. cakes, gross bxs 4 50
Sun Paste, 10c. size, 1/4 gross boxes 10 00
Sun Paste, 5c. size, 1/4 gross boxes 5 00



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

STARCH.

EDWARDSBURG STARCH CO., LTD.

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

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

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

KINGSFORD'S OSWEGO STARCH.



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

PURE—40-lb. boxes 1-lb. pack..... 0 07
48-lb. " 16 3-lb. boxes.. 0 07
For puddings, custards, etc.
OSWEGO } 40-lb. boxes, 1-lb. packages..... 0 07 1/2
CORN STARCH }

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

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



TEAS.

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, 3/4's and 5/8'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



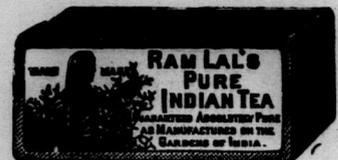
Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.
Black Label, 1-lb., retail at 25c..... 0 19
" 1/2-lb., " " " " 0 20
Blue Label, retail at 30c..... 0 22
Green Label " 40c..... 0 28
Red Label " 50c..... 0 35
Orange Label, retail at 60c..... 0 42
Gold Label, " 80c..... 0 55

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



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



Cases, each 60 1-lb. 0 35
" " 60 1/2-lb. 0 35
" " 30 1-lb. 0 35
" " 120 1/4-lb. 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
Brown Label, 1/2's..... 0 30 0 40
Green Label, 1's and 1/2's..... 0 35 0 50
Red Label, 1/2's..... 0 40 0 60

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 2 1/2's, 5s and 10s .. 0 :9
Royal Oak, 2 x 3, Solace, 8s 0 52
Something Good, 7s..... 0 48
Chewing—Eots, 4 1/2's and 9s 0 32
Currency, 13 1/2 oz. barr. spaced 9r. 0 :9
Currency, 6s and 10s 0 39
Old Fox, Narrow 10s 0 40
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44
Snowshoe, pound bars, spaced 6s.. 0 44
Snowshoe, 2 1/4, 6s 0 44
Pay roll, 6s 0 44

WOODEN WARE.

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

Matches, Kodak, per case (24 0's) 9 boxes to packages, 40 packages to case..... 3 30

YEAST.

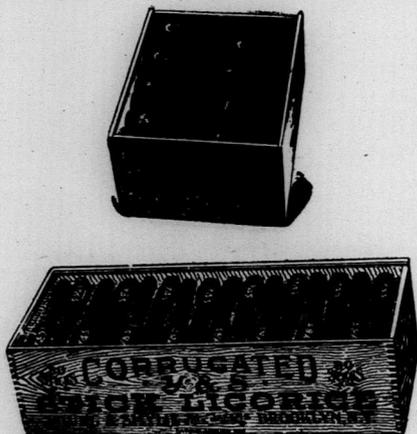
Royal yeast, 3 doz. 5c.-pkgs. in case... 1 00

LICORICE..

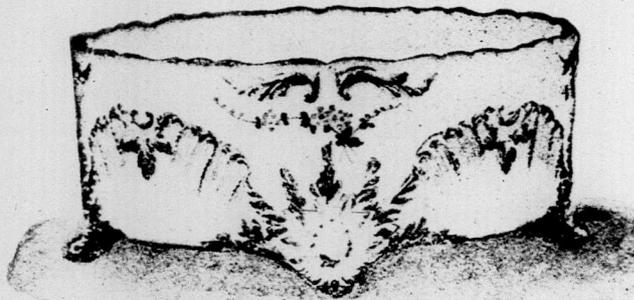
We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLEASANT 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.

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Styled, TRIPLETS.

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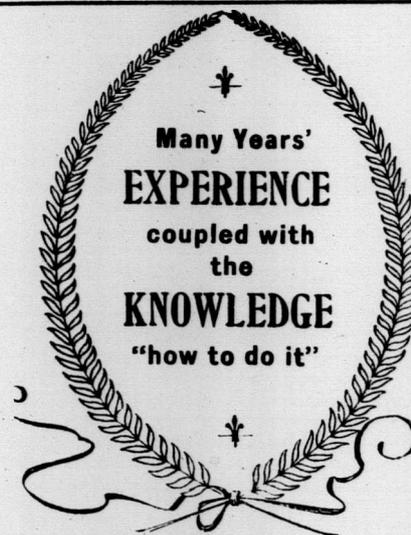
Nicely tinted in Blue, Pink, Green and Yellow, with pretty Sprays of Roses, Violets, Forget-me-nots, etc., and the raised or embossed parts gilded.

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

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away ahead of any previous year.)

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Sole Manufacturer
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