

PUBLISHED EVERY  
FRIDAY



THE



CIRCULATES IN  
EVERY PROVINCE

# CANADIAN GROCER



AND  
GENERAL  
STOREKEEPER

QUALITY..



When a salesman talks price to you

Ask him about **QUALITY**

When he talks quantity . . .

Ask him about **QUALITY**

When he talks merit to you . . .

Ask him about **QUALITY**

That's the \_\_\_\_\_

**STRONG POINT**

in

**Colman's Mustard**

## CARR & CO.'S BISCUITS



have received the approval of the highest authorities all over the world. Their **Cafe Noir** has never been equalled.

WE SAMPLE YOUR CUSTOMERS.

**FRANK MAGOR & CO.,**

Canadian Agents.

16 St. John Street, MONTREAL

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

# GREASY CANDLES

Smelly Oil Lamps,  
Poor Electricity or Flickering Gas?

Isn't it about time to make  
a change and

GET more Light  
For . . .  
Less Money?

Get 100 Candle  
Power  
for 50c. a month.

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

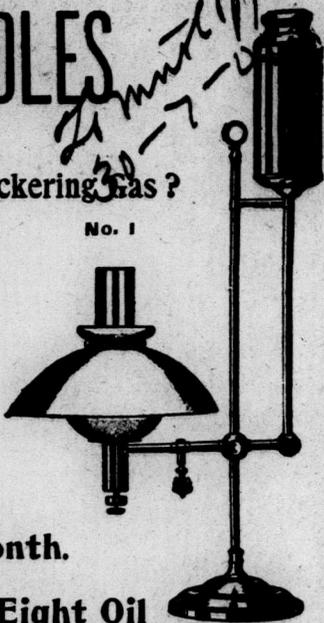
GET AN **AUER GASOLINE LAMP.**

*Your money back if you don't like it.*

Write for Catalogue . . .

**AUER LIGHT CO.**

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



**OBTAIN**

the confidence of buyers by selling them  
that delicious, nutty-flavored cheese

**Millar's Paragon Cheese.**

Manufactured by \_\_\_\_\_

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

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

**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**

# Wasting Your Energies ?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

## "Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

## "Thistle" Brand Canned Fish.

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPEE & CO., AGENTS,

8 Place Royale,  
Montreal.

23 Scott St.,  
Toronto.

# THINK THIS OVER AND DECIDE FOR YOURSELF.

How pure—not how cheap—is the point a woman always considers when buying flavoring extracts. She realizes that cheap extracts are certain to be of a poor quality, and she does not care to spoil the goodness of her cooking by using them. A trial of

## JONAS' FLAVORING EXTRACTS

satisfies her that purity, richness and strength are paramount features with them.

No doubt you are canvassed by salesmen who try to sell you extracts put up in elaborate looking bottles at a low price, representing them to be the best. "It is up to you" whether you are going to buy a line of goods that are likely to create a bad impression for your store or to have a line that will delight the purchaser—**Jonas' Flavoring Extracts**. With them you have an opportunity of encouraging new business for your place--their richness, their purity, their strength never varies, and appeals to the tastes of all cooks and housewives. The last drop in a bottle is as good as the first. Think the matter over and decide which you think is best to sell--cheaply-made extracts---or the "standards and always reliable" **Jonas'**.

*WE MANUFACTURE ALL FLAVORS.*

# Henri Jonas & Co., Montreal.

# Payne's "Pebble."

A Cigar you can sell for five cents and make a nice little profit on. A Cigar whose future is assured by its increased monthly sales of the past. A five cent Cigar of superior quality, for the price you pay.

Not as good as a ten-cent Cigar, but many smokers pay ten cents readily for a Cigar no better. I would like to have you try it—if you are a grocer and would like a sample Cigar drop me a line, you'll like the "Pebble" Cigar.

5c.  
Cigar.

J. BRUCE PAYNE, MFR.,

The "Pharaoh" for  
a 10c. line.

Granby, Que.

You can supply immediate summer needs of your customers if you are well stocked with

**"STERLING" BRAND  
LIME FRUIT JUICE  
LIME JUICE CORDIAL  
RASPBERRY VINEGAR**

We are making up an attractive line of these goods for the summer trade, and the large and constant call there is for them is the best evidence of the satisfaction they are giving the trade.

*Done up in Imperial quarts and  
reputed quarts, Imperial pints  
reputed pints, and reputed half-pints.*

**T. A. LYTTLE & CO.,**

124-128 Richmond St. W.,

Ask your  
Wholesaler  
for Quotations.

**TORONTO.**

At About  
 $\frac{1}{2}$   
The Cost

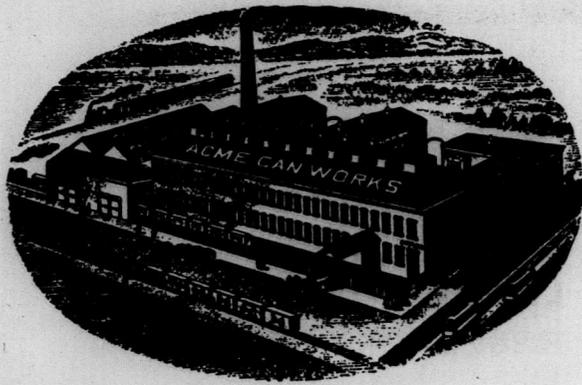
Have you many customers to whom the question "What does it cost?" is of no importance? Not likely! Do they know that it is possible to buy a breakfast food made from wheat fully equal in flavor, cooking qualities and wholesomeness to any of the expensive so-called health foods, at just about one half the cost of those whose highest cost is often the package? Would then your customers not appreciate having their attention drawn to

## **MOLINA Rolled Wheat ?**

It makes money for your customers and friends, too, and the grocer is not forgotten either. Sold in Barrels of 100 lbs.; Half-Barrels of 50 lbs.

*THE TILLSON CO., Limited,*

*Tilsonburg, Ont.*



## THE ACME CAN WORKS

Manufacturers of ALL KINDS OF CANS  
for

Meats, Fish, Fruit, Vegetables,  
Spices, Syrups, etc

WE MAKE A SPECIALTY OF

### Key Opening Cans

USING THE LATEST AND BEST SYSTEMS.

Write us for prices  
on anything you  
require in our line.

Office and Factory, Ontario St., MONTREAL

# COURTENAY'S

ORIGINAL AND  
GENUINE . . . .

Manufactory :

Worcester, Eng.

# WORCESTERSHIRE SAUCE.

THE PUREST SAUCE MADE.

Canadian Agents,

W. H. Dunn, 295 St. Paul St., Montreal.

H. Wright & Co., 51 Colborne St., Toronto

IN  
DETERMINING  
WHY

## JAPAN TEA

is the best tea a grocer can handle to make satisfied customers, here are some important points to consider :

It is prepared from the finest leaves and buds.

The process through which it passes is not in any way detrimental to its flavor or aroma.

Its invigorating and refreshing qualities appeal to the tastes of all.

Government inspection guarantees its purity.

You never run the risk of running up against a bad lot, etc., etc.

**MAGIC  
BAKING  
POWDER**

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

**THE  
HOT  
WEATHER  
IS  
COMING**

The housekeeper does not look forward with a great deal of pleasure to hot weather—it's no fun working in a hot kitchen when the thermometer is away up. You can help make her work much easier, more pleasant, and of shorter duration by recommending

**IVORY GLOSS  
STARCH.**

Its quality is of such superior excellence that it yields the greatest amount of satisfaction to the user, and lessens her work. If you keep it in stock your customers will never have a reason to go anywhere else for something better—nothing better is made. Get your order in early, dealers.

Manufactured by  
**The St. Lawrence Starch Co.**  
PORT CREDIT, ONT.

**IMPERIAL BRAND  
MAPLE SYRUP**



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

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

ROSE & LAFLAMME, Selling Agents, MONTREAL.

**Symington's**

**"Edinburgh"  
Coffee  
Essence**

**Is the Purest and therefore Best and Cheapest!**

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

ANYONE CAN DRINK IT.

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

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

# GREEN CEYLONS.....

We have a fine range from 16 to 22c. For actual value they knock the spots off Japans, and it is only a question of time before consumers will appreciate this fact. Will be pleased to submit samples, or, if interested, kindly take a look at samples in the hands of our travellers.

We can serve you to great advantage.

**W. H. GILLARD & CO.,**

Tea Importers,  
Wholesale Grocers,

**Hamilton**



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

The most popular in Canada.



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

# Dollars and Sense

You will  
make  
them by  
selling



You will  
show  
it by  
stocking

Paterson's  
Sauce.

Paterson's  
Sauce.



**Batty & Co.**

ESTABLISHED 1884

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.

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

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

# CANADIAN GROCER

AND GENERAL STOREKEEPER

VOL. XV.

MONTREAL AND TORONTO, JUNE 21, 1901

NO. 25

## CULTIVATION OF COCOA IN THE WEST INDIES.

TO the active young man possessed of a limited amount of capital, who is looking for an occupation as well as an investment, in the Lesser Antilles or in many parts of Venezuela, the cultivation of cocoa is at the present time the most inviting of the agricultural pursuits. The island of Trinidad, which is the one most familiar to the writer, produces cocoa of a quality second to none, and only equalled by that grown in the vicinity of Caracas, and always brings the highest price in the London market. Considerable patience is required to grow it from the seedlings, as it takes five or six years of cultivation before there is a harvest worth mentioning, and seven or eight years before a full crop can be realized, but when the trees are once full grown they will continue to bear fruit for an almost indefinite time.

Cocoa has been grown on this island as early as 1700, in considerable quantities, and there is so much of its area under cocoa cultivation that it is always possible to purchase bearing plantations at a price that would make a paying investment for the man who will give his own time to the management. Want of proper care seems to be the cause of more failures than the lack of the trees to produce paying quantities, or the market price of the product.

The cocoa tree seems to flourish best in the rich and well-watered soil along the banks of the many ravines that traverse the uplands of the island, where they are more or less protected from the violent storms. The small plants are reared in nursery grounds until they are ten or twelve inches high, when they are planted in rows like a northern fruit orchard. The cocoa tree must always be protected from the powerful rays of the tropical sun, that seems to blast

the fruit. When young, they are shaded by growing bananas or plantains adjacent to the young tree; these grow very rapidly and furnish the required protection, as well as a source of some profit, while the cocoa is too small to bear. But it is necessary to provide for a future shade—for the cocoa after three or four years outgrows the banana—and for this purpose a tree known as the "Bois Immortel" (sometimes called the "Mother of the Cocoa") is planted at the same time as the cocoa tree; this is a tall tree with high and spreading branches that form a sort of canopy over the entire cocoa plantation and give it the required shade, making it resemble an open forest. The coffee tree, which is much smaller than the cocoa, is often grown in small quantities among the cocoa.

The cultivation of cocoa consists largely of draining the land, keeping down the undergrowth of bush and weeds, and trimming the trees. The flowers occur in clusters on the main branches and on the trunks of the trees, usually only one of each cluster reaching maturity. The fruit is a hard pod six or seven inches long, resembling a cucumber, growing from the trunk or large branches, and looks very much as though it were artificially attached. Buds, blossoms and fruit, in all stages, occur side by side, and ripened fruit is harvested at all times of the year. The main crop, however, matures in the dry season and is usually harvested in February; only small quantities ripening during the remainder of the year.

The pods each contain five rows of seeds or beans, quite similar to a large, thick Lima bean, embedded in a pink, acid pulp. These seeds are the cocoa beans of commerce. The harvesting consists of cutting

off the mature pods by means of a knife on a long bamboo pole, gathering them into heaps on the ground, where they are allowed to lie for about twenty-four hours. They are then cut open with a cutlass, the seeds and pulp coming out in a mass; these are carried to the dry-house. The dry-house consists of a smooth, tight floor, or platform, set on posts at a height of four or five feet above the ground to allow a free circulation. A light iron trail is spiked on each side near the edge and extending one-half the length of the floor beyond each end; a corrugated iron roof, with its eaves level with the floor, covers the platform. This is carried on a frame, divided in the middle of the floor, mounted on small car wheels travelling on the rails. The drying of the beans is accomplished on this floor by spreading them over it and exposing them to the sun. The roofs are to protect them from the rain and dews, and are kept wheeled back on the extended tracks when the sun is shining. As soon as the beans reach the dry-house, they are placed in the "sweat-box" or pit, where they are closed up tight and allowed to ferment for some time. This process requires very careful attention to prevent the temperature from getting too high and to stop the fermentation at the proper time to insure the proper flavor, as well as the fitness for the preservation of the beans.

The next process is the drying, which is accomplished by spreading the beans in a layer over the platform and drying them in the sun. Laborers are kept constantly stirring them, while exposed to the sun, with a wooden rake, so that they will dry evenly. Each morning, during the early stages of the drying process, the beans are gathered into a heap in the middle of the floor and given a thorough mixing. This is sometimes accomplished by the laborers

**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH  
IN **CAKES** WELL KNOWN AND RELIABLE.  **IN TINS** GUARANTEED TO THE TRADE. 

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

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

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

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

mixing and kneading them by treading them with their bare feet. This is known as "dancing the cocoa" and renders the beans smooth and uniform in color. It usually requires ten days or two weeks to finish the drying, depending on the weather; a great many attempts have been made to dry the beans artificially with more or less satisfactory results, but no general satisfactory drier has yet been designed, and the open dry-houses are in general use throughout the island. It only remains, however, for some ingenious mind to make a careful study of the requirements. The most difficult problem seems to be to get an artificial drier that will give the proper color to the dried beans—the brick-red color, and the property of retaining it is a very important feature in the cocoa market. The dried beans, when ready for market, are put in canvas bags holding about 150 pounds, and the name of the plantation stenciled on the bags, these names or brands at times becoming very prominent in the market for the quality of cocoa the plantation is reputed to produce.

The manufacturing, which is invariably done in northern factories, consists of roasting the beans in a revolving cylinder; this develops the aroma and fits them for crushing. After the beans are crushed they are screened to separate the "nibs," or crushed nuts, from the shells. The nibs are then ground to a fine meal; this is put in sacks and put in a powerful press, where it is subjected to heat and pressure, and the fat, known as "cocoa butter," is squeezed out, and the hard substance left in the sack has only to be broken or powdered to become the pure chocolate, and this more or less adulterated is the chocolate of commerce.—Scientific American.

#### BUSINESS CHANGES.

##### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. H. Ledoux, grocer, Montreal, has assigned to Bilodeau & Chalifoux.

A. Faucher has been appointed curator of A. Lamontagne, confectioner, Quebec.

J. Daly, general merchant, Strathcona, N.W.T., has assigned.

A. Lauzon & Co., grocers, etc., Montreal, have assigned.

Wm. Rourke, grocer, Montreal, has filed a petition to dismiss demand of insolvency.

Chartrand & Turgeon have been appointed curators of P. Massicotte & Co., grocers, Montreal.

J. B. Douville & Co., general merchants, St. Stanislas, Que., have compromised at 35 cents on the dollar.

#### PARTNERSHIPS FORMED AND DISSOLVED.

Slim & McCague, bakers, Phoenix, B.C., have dissolved.

Guay & Ostigny, provision dealers, etc., Montreal, have dissolved.

Theoret & Frere have registered partnership as grocers, in Montreal.

Frazer Bros., grocers, Montreal, have dissolved; John D. Frazer continues.

Robillard & Dubois have registered partnership as grocers in Montreal.

Rosario Beaudoin and Joseph E. Brunet have registered partnership under the style of R. Beaudoin, grocer, Montreal.

Turner & Keown, wholesale and retail produce dealers, Kaslo, B.C., have dissolved.

Watchorn, Graeb & McIntyre, commission dealers in grocers' sundries, Nelson, B.C., have been succeeded by Watchorn & McIntyre.

#### SALES MADE AND PENDING.

Wm. Orr, general merchant, Breckin, Ont., is advertising his business for sale.

Alex. Kent, baker and confectioner, Streetsville, Ont., is advertising his business for sale.

The stock of Thompson & Lahey, general merchants, Penetanguishene, Ont., is advertised for sale by auction.

F. Perreault & Co., general merchants, Rimouski, Que., have sold their stock at 42 cents on the dollar.

The stock, etc., of the estate of J. J. Bosse, general merchant, Rosthern, N.W.T., is advertised for sale by tender on the 21st inst.

#### CHANGES.

The Ottawa Fish Co. are starting business in Ottawa.

F. W. Handel, grocer, etc., Winnipeg, has sold out to Henry Handel.

N. E. & T. Shea, grocers, London, Ont., have sold out to A. J. McGuiffin.

W. H. Watson, grocer, Barrington, N.S., has sold out to W. T. Lewis.

Howard P. Jones & Co., have registered as general merchants, at Sabrevois, Que.

S. B. Mitchell, general merchant, Grand View, Man., has sold out to W. J. Swain.

Moses Landry, general merchant, Mariapolis, Man., has sold out to C. Landry.

Jaynes & Co., general merchants, Alvinston, Ont., have sold out to A. S. Harkness & Son.

The stock of W. B. Skinner, grocer, Vancouver, B.C., has been sold to Welch & Nightingale.

Charles LeBreton, general merchant, Tracadie, N.B., has sold his general store to Holdengraber & Rosenberg.

C. & X. Kennedy, general merchants, Douglstown and Fox River, Que., have disposed of their Fox River branch.

#### FIRES.

Joseph Tebeau, grocer, Iberville, Que., has suffered loss by fire; insured.

C. H. Stiver, general merchant, Unionville, Ont., has suffered loss by fire.

E. Forrest & Co., general merchants, Ste. Anne de Beaupré, Que., have suffered loss by fire; partially insured.

#### DEATHS.

N. Lemieux, general merchant, Lake Megantic, Que., is dead.

#### GALT GROCERS AND BUTTER.

Some of Galt's grocers urge and insist that the farmers from whom they purchase butter put up the article in rolls with the name of the maker on the wrappers. This is done to stimulate the producer to always have the quality right, so that his reputation will not suffer. Somewhat on this line a New York dairyman makes the suggestion that farmers who are supplying city markets, should name their places, and so establish a sort of trade-mark for their products. "Lookout Farm," for instance, would stick in the memory of customers, and if the name were stamped on superior articles only, it would not be long before the "Lookout Farm" butter, cheese and eggs would command the best prices. The dairyman adds that those who are looking for country places will give more for those that have an established name and reputation. In short, it would pay the farmer to advertise judiciously, as it pays any other business man.—Reformer, Galt.

#### BRITISH TAX ON APRICOTS.

Although nothing is definitely settled respecting the new duty on apricots, it is feared by many that the imposition of 5s. per cwt. will be confirmed. If such should prove to be the case, it will greatly interfere with the sale of this article, and will undoubtedly curtail the consumption to a large extent. In anticipation of enhanced values a large trade has been doing, especially in the lower qualities, and it is difficult at the present moment to obtain any offers under 5s., which shows a rise from the lowest point of 1s. 6d. per dozen.—Produce Markets' Review.

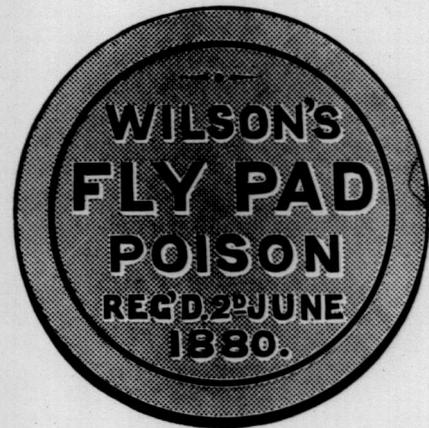
**New Season's Japans**  
THE FINEST IMPORTED.

**R. T. S. No. 1.                      L. S. No. 1.**

Packed in Half-Chests, or 40-lb. Boxes.

**WE WANT                      } Lucas, Steele & Bristol,                      { YOU NEED**  
**YOUR TRADE.                      }                      Wholesale Grocers,                      { OUR BARGAINS.**  
**HAMILTON                      . . .                      ONT.**

*I manufacture for the wholesale trade.*  
*My goods can be recommended as superior to all others.*  
*The sale is well established and grows yearly.*  
*My goods ALWAYS give satisfaction.*  
*I employ no travellers, but allow the jobber such a large profit that it pays HIS customers to push the sale of my goods.*



**Archdale Wilson, . . . Hamilton**

# Prompt Action is Necessary

Interest in the **Duke of York's** coming is increasing and he will soon be the talk of everybody in the country.

We have two very interesting lines coming shortly which will be the talk of every Grocer.

**Vostizza Currants, in Cases, Large, Bold, Blue Fruit.**

**Trinidad Raw Sugar, in Sacks, Nice, Bright and Dry**

Both Beautiful Goods.

(not Crystals).

**Important**

**WRITE FOR SAMPLES.  
SMALL LINES. LOW PRICES.**

**Don't Delay**

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

For  
Fall  
Import

Place your order now for

# Goat Brand Japan Tea

Quality Guaranteed.

Style and Flavor Unsurpassed.

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

## Thos. Kinnear & Co.,

Wholesale Grocers,  
49 Front St. E., TORONTO.

### EARLY-CLOSING IN WINNIPEG.

ON Tuesday last week a deputation of Winnipeg retail grocers waited upon the Civic, Market, License and Health Committee of the Winnipeg Council, asking for an amendment to the early-closing by-law so as to permit grocers to transact business in the evenings half an hour later than at present. Messrs. Hunter, Weldon, Frederickson, Christie and Hurttley and Aids. Campbell and Cockburn addressed the meeting on behalf of the grocers. They maintained that it would be for the public convenience and for the interest of their business to keep open until 6.30 ordinary nights and 10.30 Saturday nights. It was stated that fruit dealers and restaurant keepers were taking advantage of the grocery stores being closed to keep certain lines of groceries for sale, and that the by-law was not properly enforced.

Ald. Harvey stated that he understood when the by-law was passed that the tradesmen interested would see to its enforcement.

Ald. Russell strongly objected to such a responsibility being placed on the business people and said the city should enforce its own laws.

President H. S. Trumble, of The Retail Clerks' Union, strongly objected to any change in the hours, and maintained that

there was no necessity for the longer day if the present by-law was strictly enforced.

After some discussion a motion was passed requesting the city solicitors to submit a draft amendment of the by-law extending the time for grocers to be open from 6 o'clock to 6.30, but it was decided that no change would be suggested for Saturday night. The proposed amendment will be submitted to the next meeting of the council and there threshed out.

### CALIFORNIAN VS. SPANISH FRUITS.

THE following translation from a Valencia paper has been received at Washington, from Consul Bartleman, of that city, under date of April 10, 1901:

"Spanish products are rapidly losing ground, and, unless our methods be brought into line with those of progressive nations, our wines, our oils, our fruits, and vegetables will be condemned to home consumption. We have been astonished at the falling off in our exports of fruit and fresh vegetables to France, England and Germany. The decrease for France, notwithstanding the enormously enlarged consumption created by the Paris Exposition, was erroneously attributed to Italian competition. The rivalry really comes from the United States. California is now supplying the French, English, and German markets with

fresh fruit and vegetables. The fruits are not offered at lower prices than our own, but they are presented neatly packed and in splendid condition.

"It is ridiculous to think that fruits and vegetables raised on the slopes of the distant Pacific should compete at the very doors of Spain with those produced in this country, yet the fact is undeniable. How is the mystery explained? It is simply this: Spain sends her fruit and vegetables in the worst possible condition, so far as packing and transportation are concerned; piled on wretched railway cars, exposed to sun and rain, and reaching Paris from fourteen to seventeen days after their departure from Valencia; while the Californians offer their fruit in the same fine condition in which it is picked from the trees. Their oranges, apples, peaches, and pears reach Paris, after traversing 6,000 miles, in a more attractive and appetizing condition than ours after a journey of only 490 miles.

"We can compete with America only by employing her methods—improved cultivation, harvesting, and packing, cold storage and rapid, safe transportation. Otherwise, our exports will decline every day. Castile was once called the granary of Europe; yet we have lived to see foreign wheat, after paying heavy transportation taxes, protective duties, and an adverse premium of 35 per cent. in exchange, competing with our home-grown cereals. Shall we live to see American oranges competing with ours on the Valencia market itself?"



## For the Past Ten Years

various imitators have offered great inducements, but, as you are aware, they only last a short time.

They lack quality



# SALMON.

We are offering choice of several of the best packs in Sockeye and Fraser River fish for future delivery at lowest possible figures.

WE HAVE INVARIABLY DELIVERED EVERY CASE OF "FUTURES" SOLD. LAST SEASON WE DELIVERED EVERY CASE OF "HORSE SHOE" BOOKED BY US.

## THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

### BE A GENTLEMAN,

"**B**IRTH is much; breeding is more." Some persons brag of their ancestry, when their ancestry could not possibly brag of them. They can give you a long blue-blooded pedigree, but, in themselves, can show but a flimsy filigree. Their forefathers may have been gentlemen; themselves ungentlemen. There are "bosses" and salesmen of that type, grading all the way from slight discourtesy to bristling hoggishness. Some of them feel at home anywhere, when everyone else, unless it is another animal of the same uncouthness, does not feel at home with them, says a writer in an exchange.

A gentleman behind the counter is a standing attraction to the public. As a magnet gathers the filings, so will he gather the nickels and dollars. As a trade-keeper and extender, he is valuable; as a heart-warmer and a good-cheer disseminator, he is—as the ladies would say—adorable.

True politeness does not require an everlasting smirk and smile, artificial and sickening, to bestride his face, but true politeness does emit from the in to the out a facial reflection of its own largeness and nobleness.

Who is there, man or woman, who would not go out of his way to be waited on by a polite, considerate, anticipating-your-want, entertaining man?—in short, a gentleman.

Good looks attract for the moment; good manners for years. Good looks fray out under the rubbing of the years; good manners withstand the abrasion, more and more perfected in the process.

The word "gentleman" does not, however, mean drawing-room etiquette in the grocery, or little-finger particularity in the pose. It means "doing unto others as you would have them do unto you." To some women such a man would be deferential, soft-spoken, cavalierly attentive; to other women brusque, blunt, and rough-cut generally. The man would still be the gentleman, but tone down the niceties to meet the case. "Hello, old feller!" could even be shouted to some man of close acquaintance-ship, and right in line with gentlemanly expression. A certain man was all things to all men, that he might capture them, and yet he was Christian throughout. He records this fact as an example of Christianity wisely applied. So a business man can be all things to all men, that he may capture them and their purse, and yet be the perfect gentleman.

Next to the proprietor being a gentleman himself, is having in his employ clerks who are gentlemen. An urbane, considerate deportment in a clerk is worth money. He should be paid extra for it, for such a quality is a capitalization that yields his employer handsome dividends. Didn't we

hear a lady say, just a few days ago, "I like Mr. ——— (naming a clerk in a Brooklyn grocery); he is a perfect gentleman. I have him wait on me always." That young man is the keeper of that woman's patronage. His manners are winners.

Say, friend grocer, if you need polishing up, begin the job now, and increase the respect of others, your own self-respect, and your profits. If your clerk needs the same treatment, have him begin it, or fire him. Better fire him than have him fire your trade.

### NELSON, B.C., GROCERS ORGANIZE.

The retail grocers of Nelson, B.C., have formed an association. The objects of the association are to protect its members against bad debts by circulating a black list containing the names of those who should be allowed to purchase goods only for cash; to arrange discounts with the wholesale houses, and to decide on a uniform scale of prices for staple articles. The officers are:

President.—T. S. McPherson.

Vice-President.—George Bell.

Secretary.—Chris Morrison.

Treasurer.—Harry Wilson.

Board of Directors.—J. A. Irving, F. L. Lester, T. J. Scanlan.



### Some Unscrupulous Jobbers when you order Upton's Jams, Jellies and Marmalade

substitute inferior goods.

Give them their deserts; return them to them.

Send us your orders and we will see that you get Upton's.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited

## FESTIVAL OF THE MONTREAL GROCERY CLERKS.

**T**HE annual picnic, or perhaps more correctly, the annual festival, of the Montreal Retail Grocery Clerks' Association, held in Louisville, P.Q., last Sunday, was a grand success, and in every way a credit and a stimulus to the organization.

The train pulled out of Place Viger Station about 8 a.m., having on board, besides 400 members of the Association and their friends, the Garde de Ville Marie with their brass and bugle bands. At 10.20 Louisville was reached, and the visitors were greeted with loud cheers from the welcoming citizens of the burg, who were at the station in large numbers. A procession was formed, with the brilliant red-coated gardes in the van, and in a body the grocery clerks marched to church. Mgr. Richard sang a high mass, assisted by Abbes Lavergne and Gelinis, while Rev. Father Gaston, Franciscan, preached a powerful discourse, largely a panegyric on St. Anthony de Padoue, the patron saint of the Grocers' Association.

Mass over, the procession reformed, and after the military force had delighted the people of Louisville with some movements and much music, all marched to the Presbytery to salute the worthy cure of Louisville, Bishop Tessier. In response he made a happy speech, both to the Ville Marie Garde and to the Grocery Clerks' Association, emphasizing strongly the importance of such organizations to the Middle Ages as well as to the 20th century. He also bespoke a welcome on behalf of the citizens of Louisville. The procession again drew up and marched to the Mayor's residence, where another salute was given by the Garde.

By this time everybody was hungry and quite prepared to enjoy the appetizing menu served on the top flat of the lately abandoned factory situated on the picnic grounds. The toasts brought forth several able speeches. Among the speakers were: Messrs. R. Lambert, Mayor of Louisville; Z. Martineau, President of the Grocery Clerks' Association; ex-alderman Geo. Renault; Olier, Levesque, Havard and Bisson.

In the afternoon the crowd was kept thoroughly amused by a long series of interesting races and contests. Several novel features, such as the pipe contest and needle race, were introduced to enhance the merriment. All the contests were run off in quick order; several records were broken; nothing was allowed to drag, and the best of feeling prevailed throughout. Following are the results of the games:

1. 100 yards' race (open to the chairmen of the committees)—1, J. E. Robichaud; 2, G. N. Robert; 3, J. N. Bisson.

2. 100 yards' race (open to members of committees)—1, E. Turgeon; 2, J. O. Villeneuve; 3, T. Bisette.

3. 100 yards' race (open to members of the Grocers' Association)—1, Jos. Raby; 2, C. E. J. Spenard; 3, E. A. Cardinal.

4. 100 yards' race (open to grocery clerks, members of the association)—1, G. N. Roberts; 2, J. E. Robichaud; 3, J. N. E. Bisson.

5. 200 yards' race (open to grocery clerks, not members of the association)—1, M. Gadbois; 2, A. Ganoreau; 3, A. L. Bedard.

6. 100 yards' race (open to drivers connected with the grocery trade)—1, E. P. Lelande; 2, M. Jordan; 3, D. Cloutier.

7. 50 yards' race (open to sons of grocers or grocery clerks under 14 years of age)—1, H. Pichette; 2, J. Duhaime; 3, A. Laurent.

8. Race in bag—1, F. Dubard; 2, E. P. Lalande; 3, O. Bergeron.

9. Pipe Race—1, G. N. Robert; 2, F. Dubard; 3, M. de Repentigny.

10. Three-legged race—1, F. Dubard and E. P. Lalande; 2, P. Daoust and Jos. Raby; 3, C. J. Spenard and M. de Repentigny.

11. Needle contest—Won by M. de Repentigny.

12. Potato race—Won by A. Gauverau.

13. Soda Biscuit contest—Won by P. Daoust.

14. Swallowing the string—Won by F. Dubard.

15. Throwing the 22-lb. weight—1, M. Jordan; 2, J. E. Robichaud.

16. 50 yards' race, for fat men—1, G. N. Robert; 2, G. L. Desaulniers; 3, J. O. Levesque.

17. Consolation race—Won by M. Martineau.

18. Cheese contest—Won by M. Gadbois.

19. Tug-of-war, between citizens of Louisville and Montreal—Won by the former, each getting a bottle of St. Leon water. The winning team was: Ed. Martin, Jos. Bordeaux, Ed. Paquin, H. Lupien, Ed. Desrosiers, H. Martin, C. Gauthier, B. Herbert, Leon Doyon, D. Gaucher, Chas. Durand.

20. Tug-of-war, between members of the Grocery Clerks' Association and clerks who are not members—Won by members' team, which was composed of: J. E. Robichaud, Z. Martineau, J. O. Levesque, T. Bisette, J. N. E. Besson, E. Turgeon, D. Papette, O. Bergeron, L. A. Bergeron, D. Villeneuve.

The arrangements for the picnic has been most complete, and the committees whom we announced a couple of weeks ago to be in charge merit congratulation. The general committee of the association this year is: Z. Martineau, president; A. Desmarais, secretary; J. B. E. Poirier, treasurer; G. N. Robert, J. N. E. Bisson, O. Langlois, O. Bergeron, H. Vezina, directors.

### NOTES.

The weather was certainly propitious, as Sunday was one of the most delightful days we have had this summer.

The collectors in the church were Madam G. N. Robert, accompanied by A. Desmarais, Madam Z. Martineau, accompanied

by G. A. Robert, Miss Blanche Cardinal, accompanied by J. N. E. Bisson, and Madam Vezina, accompanied by H. Vezina.

The cheese contest proved very interesting. Each contestant was required to cut a piece of cheese and guess its value at 12c. per lb. It was then valued by a set of scales furnished for the occasion by J. B. E. Poirier, the Montreal agent for The Computing Scale Co. The winner twice guessed the exact value of the pieces he cut. The result of the first draw was a tie.

Mr. Poirier again proved himself to be one of the most energetic officials that ever occupied a treasurer's chair.

The police committee under the chairmanship of Chief Bergeron was not overworked, but it did well all it was called upon to do.

When the train drew out from Louisville the station was crowded with citizens. Cheers and counter cheers were given.

Mr. G. N. Robert is ably fitted to take charge of the refreshments. From the time the train left Place Viger Station till it drew up to the platform again, he had the people eating peanuts and bananas and drinking ginger ale. When not selling or giving away his wares, he was running races.

### AMONG TORONTO RETAILERS.

**A GOOD DISPLAY STAND.**

Charles Plumb, Yongestreet, has one of the most practical display stands I have

seen for some time. Mr. Plumb's store is of moderate size, under the average, if anything, yet, by the arrangement of his counter, shelving, etc., he has secured space for a lot of stock and comfortable room for his customers. Near the rear end of the single counter he has erected a stand, fully 4 ft. in width and nearly 5 ft. high at the back. The stand is home-made, and is so covered with clean, white paper, that it presents a neat, attractive appearance. The grades or steps are from 4 to 6 in. high. Each step is devoted to one line, all extending the full width of the stand, the whole arrangement showing a nice regard for contrast of colors. At the back or top of the stand goods are placed so as to give the appearance of a round top to the display. The stand, of itself, is an excellent one, but its position does much to increase its effectiveness. It is within a few feet of the back wall and close beside the counter upon which is placed a display which harmonizes with that on the stand.

**DECISION OF CHARACTER.**

It is a pleasure to meet a grocer, or, in fact, any business man, who has such a measure of decision of character that he can courteously hold his own against persistent

*Porter returned to Eby Blain 2-7-10*  
*to Eby Blain 2-7-10*  
*the net cost spay. 40*



'Twill Revolutionize your Coffee Trade.

# "KIN-HEE" COFFEE

Made in one minute in the

## "KIN-HEE" COFFEE POT



PAT. MAY 22, 1900

IT IS SUPERIOR TO ALL OTHERS. Our travellers will demonstrate this to you.

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

SOLE OWNERS FOR CANADA.

**TORONTO.**

salesmen who want him to stock up goods he does not want and against customers who try to avoid paying for the goods they get. There are altogether too many weak-kneed men in business—men who allow other people not only to influence but to dominate their opinions, and who hesitate to take the stand they feel they should for fear of giving offence.

The business man who has a superabundance of good nature, whose natural tendency is to be easy-going, should lay down certain rules and hold to them, courteously but firmly. First of all, he should recognize as a primary principle that sentiment should not be permitted to interfere with his business; and then he should see to it that his orders are not based on his desire to please any traveller or salesman, but on the necessities of his business. Justice to all his customers demands, furthermore, that no special discounts or long credits should be given to those customers who may understand his good-nature and take advantage of it.

I have in mind as I write a grocer in the west end who has several customers who insist on the closest prices, are exceedingly particular about the quality of goods sent them, but just as exceedingly slow in paying

their accounts. They are a constant source of trouble and annoyance, yet this good-natured grocer is afraid to offend them lest they withdraw their accounts. On being questioned whether their trade was really beneficial he said to me: "There cannot be much profit in their accounts, for they get everything close, then keep the money they owe me so long that I lose its use in my business; yet I suppose they must bring me some profit, and every little helps." How much better it would be to insist on prompt payment from these customers, and if they did withdraw their accounts, to devote the money and thought they absorbed to attract others. But if one were courteous one might induce them to pay up and to continue their accounts.

Nearly every grocer I have met who has succeeded above his fellows has drawn a line between desirable and undesirable customers, and has made a practice of enforcing certain rules, regarding the payment of accounts, special discounts, etc., which rules are only suspended in case of exceptional circumstances. They have also laid down the policy of buying only such goods as they want, regardless of what their friends, the travellers, desired. A traveller's advice is often good, but the opinion

of the local grocer regarding the selling value of an article in his district should be superior to that of the traveller introducing it. It is a good thing to have friends, but it is a bad thing to lose money on one's friends. Think for yourself and be firm.

THE RAMBLER.

### MR. BARRON HOME AGAIN.

Mr. Robert Barron, of Toronto, returned on Friday from a two-months trip to Great Britain, a great part of which was spent in his native kingdom, Scotland. Mr. Barron looks even more than usually well, and not a few say younger.

"You certainly look younger," remarked a friend.

"Well, why shouldn't I," rejoined Mr. Barron as he sprang like a boy from his buggy. "I have been to Scotland, and there is nothing like the air of Scotland to renew one's youth."

Mr. Barron spent a week at the Glasgow Exhibition, of which he speaks highly.

### IS NOW HOTEL PROPRIETOR.

Fred. Mauthie, retail grocer, 751 Queen street east, Toronto, has become proprietor of the Scarboro hotel, Parliament and Gerrard streets.

For your Stomach's Sake use no other "Sauce"

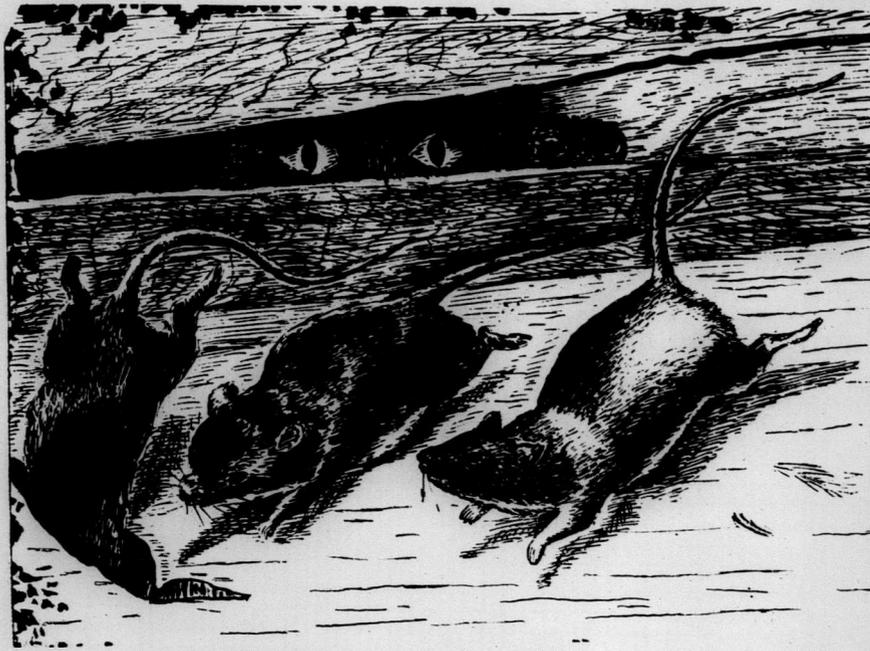
BUT

# LEA & PERRINS'

Imitations are dangerous to health.

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

MONTREAL, QUE.



## Down a Rat Hole.

Don't dump all your profits down a rat hole; it's careless business management if you don't get every cent belonging to you in the retail business. Get a system that will watch your sales like a cat watches for a rat. You could have had our system in your store and had it paid for long ago if you had only taken our advice. The saving itself would have paid for it many times over. We sell all of our scales on easy monthly payments. Drop us a postal and get results.

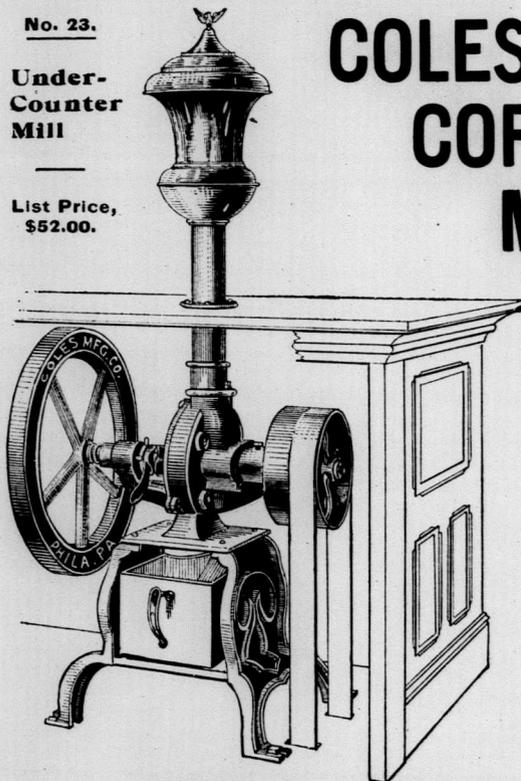
## THE COMPUTING SCALE COMPANY, DAYTON, OHIO.

Money-Weight Scale Co., No. 47 State St., Chicago, Ill.  
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 L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.

No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

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

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
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 FORBES BROS., Montreal.  
 GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

# Rowntree's

## Chocolates and Pastilles

The "Court Circular" says of the Chocolates:

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says:

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by the manufacturers of

Elect Cocoa and Elect Lemonade.

Agents for Canada:

For Quebec, Ontario and the Maritime Provinces:  
 MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.  
 For Manitoba, Northwest Territories and British Columbia:  
 THE HUDSON'S BAY CO., WINNIPEG.



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JOHN BAYNE MacLEAN,  
Montreal.

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

**CALIFORNIAN FRUIT METHODS.**

THE people at the Coast seem to be as sick of the Californian cured fruit associations as the Canadian merchants are, and while the associations are planning progressive compaigns for this year, the buyers are predicting their coming downfall.

The Prune Association held its meeting on June 5, and, to judge from the reports of the past season, it has not justified its existence. The receipts of prunes at the association warehouse were 124 924.102 lb., and the sales 59,417.491 lb., or less than half, leaving 65,506,611 lb., or more than half the crop, to be carried over into the new season.

The president is satisfied that the prices obtained have been one-half better than they would have been without any combination, but that reasoning can hardly console those growers whose fruit has not been sold. The fact is that there seems to be no room for a prune association. The only

way it has to make itself useful is to raise prices above a competitive level, and the experience of the past year shows that this way is blocked, for when prices are raised 50 per cent., consumption falls off by a still larger percentage.

It would seem that the association cannot but defeat its own ends. The idea is now being mooted that the association should slaughter prices next season to force into membership the 15 per cent. of the growers at the Coast who have obdurately refused to be brought within the cordon. An association is surely hardly needed for this purpose. What with a large carryover and a bountiful crop in California, Oregon, Washington, as well as Europe, prices are bound to be slaughtered next season anyway.

The Raisin Growers' Association is also reducing prices in order to clear stocks. Unbleached Sultanas, which they have held at 8c., are now marked down to 5½c. in 100-ton lots; prime and standard bleached, which have held respectively for 8 and 8¾c., are marked down to 6½c., and choice bleached, which have held at 9½c., to 7c. The stock is said to consist of 40 cars of unbleached and 20 of bleached. Large buyers say further reductions must come.

If these associations have done no good, they certainly have done harm, for there is not a dealer in Canada, and the same is said of the United States, who has experimented during the past year who will purchase more than his immediate needs next season. Who then is to push the trade? As a Californian exchange says: "Dried fruit has always been a gamble, but the associations have made it a perfect Monte Carlo."

Philanthropically-inclined people in England are establishing stores for the poor. It will now be in order to inaugurate a movement to provide customers for poor shopkeepers.

**THE ADVANCE IN MATCHES.**

The item which appeared in our issue of two weeks ago in regard to the advance in matches was somewhat ambiguous. It was stated that the advance was from 10 to 30c. per case. It should have read 10 to 15c. per case on parlor matches, and 30c. per case on sulphur matches.

**AN OVER SUPPLY OF TEA.**

THE condition of the tea market in Canada is still in an unsatisfactory condition as far as Indian and Ceylon descriptions are concerned. The cause of this is the large quantity of low-grade teas which have been shipped here on consignment from Calcutta and Colombo during the last couple of years.

In some of the cities there are low-grade teas which have been held for two years. At present the demand is light indeed for low-grade teas, and the sales that are being made are, as a rule, at a loss. A loss of 1c. per lb. is quite common, while we hear of a transaction a few days ago at a price which meant a loss of 4c. per lb. There is one lot of teas held in Toronto on which the holder would lose, if he could find a customer to day, at least 35 to 50 per cent.

This state of affairs is likely in time to remedy itself; in fact, already consignments are falling off. According to the figures published by the Colombo Chambers of Commerce, the exports of Ceylon tea to America from January 1 to May 13 had fallen of nearly one-half compared with the same period last year, the quantities being 1,093,072 lb. and 2,053,598 lb., respectively. The exports to all countries, however, are nearly the same as last year, being 52,083,925 and 52,140,317 lb., respectively. These figures do not include green teas, of which 19,290 lb. were exported, 12,010 lb. being for America and 7,280 lb. for India. The exports of Indian and Ceylon tea from Great Britain to Canada have, however, rather increased during the 10 months of the fiscal year ending April 30, as will be gathered from the following table:

|             | 1900 (10 months.)<br>Lb. | 1901 (10 months.)<br>Lb. |
|-------------|--------------------------|--------------------------|
| India.....  | 1,358,601                | 1,508,971                |
| Ceylon..... | 1,511,181                | 1,498,174                |
| Total.....  | 2,869,782                | 3,007,145                |

Although there is such an abundance of low-grade teas, flavory teas are, on the other hand, scarce and wanted, and have been for some time.

It is of very little use wanting to be successful in life unless something definite in life is aimed at and persistently striven after.

### THE MISMANAGED TRADE DEPARTMENT.

THE articles which have appeared in "The Canadian Grocer" in regard to the Trade and Commerce Department have come in for some criticism from The Free Press, of London, Ont. It agrees with us that the Department is doing little or nothing to advance the trade interests of the Dominion, but it at the same time does not agree with the position which we have taken. It does not blame the head of the Department, Sir Richard Cartwright. "It is the office rather than the man that is inert and superfluous," declares our contemporary. In a word, The Free Press would have the Department abolished. "The Department of Trade and Commerce," it holds, "will ever be a sinecure, or fifth wheel to the Government coach, for the good reason that any furtherance of trade by the Government must be by tariff arrangement, and this belongs to the Finance Department." And again: "The only object to be served by the article under notice is to create the semblance of an outcry against Sir Richard himself, and to favor the Government's suspected desire, and intention to dethrone him. . . . It is well-meaning, but it does not go far enough. It should give some indication of the direction in which a more energetic Minister of Trade and Commerce could make himself important and aggressive to the country's advantage."

The Free Press is to be congratulated upon the magnanimity it shows toward Sir Richard. It blames the office, not the man, yet the office was the creation of its own party while Sir Richard is an exponent of the principles of a party it opposes. It is something we do not see every day in papers devoted to the cause of party politics. But unanimity toward Sir Richard does not make untenable the position "The Canadian Grocer" has taken in regard to the Department over which he presides.

We cannot agree with our contemporary that it is the "office rather than the man that is inert and superfluous."

We believe that The Free Press will readily agree with us that the prosperity of this country depends upon its trade. We have no design on other countries than to get into their markets. This recognized, it is obvious that it is the duty of the Government to provide machinery whereby the expansion of trade may be facilitated. We know our contemporary will not dispute

that, for it suggests that the Finance Department take the matter in hand. Here are two points upon which we agree.

Now, then, seeing that trade is so important to the country, and that it is the office of the Government to aid in its development, it follows that the Government should delegate the duty of doing so to the Department which is best adapted therefor. It is on this point that we and our contemporary disagree. It asserts that the Finance Department is the proper portfolio. We, on the other hand, claim that the Trade and Commerce Department is the proper portfolio. And we do not think we shall have much difficulty in proving our case.

If there is one phase in the industrial world that stands out prominently to-day it is the decided tendency towards specialization. The individual who would make the best of his vocation must specialize. It is the same with the manufacturer. It is the same with the merchant.

Does it not, therefore, stand to reason that what is most to be desired and what is most aimed at in the industrial world should also be desired and aimed at by the Government in its co-operative duties of developing the trade of the country. This is, in fact, the principle upon which the Government of the country is carried on. Finance, Marine, Railways and Canals, Inland Revenue, Trade and Commerce, etc., have each their several specified Departments. And yet, The Free Press, because, forsooth, Sir Richard Cartwright has inefficiently administered his Department, would do with it what it would not dream of doing in regard to any other should inefficiency be brought home to it as it has against the Trade and Commerce Department.

"If thy right hand offend thee, cut it off," is what we are enjoined to do in Holy Writ. What The Free Press proposes is a reversal of this order. Instead of having the offending head of the Department cut off, it would have the Department destroyed. The illogical character of the proposition is too obvious to be seriously entertained. The business men of this country certainly do not favor such a proposition. At this very moment, for example, The Canadian Manufacturers' Association is trying to endue the Trade and Commerce Department with new life, and not, as The Free Press would have done, take away the little life that it has.

But, suppose, for example, that the duties now appertaining to the Trade and Commerce Department were delegated to the Finance Department, what can we expect to gain thereby? It is generally acknowledged that the Trade and Commerce

Department is doing very little toward fulfilling its office. And if it cannot do what it is specially designed to do, how can we expect another Department, designed for another specific purpose, to succeed where the other has failed? Clearly, we could not expect it. The shoemaker must stick to his last.

The premise of The Free Press that "any furtherance of trade by Government must be by tariff arrangement, and this belongs to the Finance Department," is again scarcely logical. The office of the Trade and Commerce Department is to ascertain the requirements of foreign markets, to facilitate transportation, and to hunt up new avenues of trade. In a word, it should be a sort of bureau of commercial intelligence for the business men of the country.

Now, in regard to the suggestion of The Free Press that "'The Canadian Grocer'" should give some indication of the direction in which a more energetic Minister of Trade and Commerce could make himself important and aggressive to the country's advantage."

We have already indicated in previous issues the direction in which this should be done; but it doubtless escaped the eye of our contemporary. We will first take Great Britain, with which we have not forgotten, as our contemporary appears to think we have, the bulk of our trade is done. But, while the bulk of our trade is done with the Mother Country, that bulk, measured by the total imports of Great Britain, is almost insignificant.

Great Britain imports over \$2,250,000,000 worth of merchandise annually. As our exports to that country last year were \$96,500,000, it is obvious there is a great deal of room for expansion notwithstanding the expansion that has been experienced during the last few years. But what is the Trade and Commerce Department doing in the matter? Very little. For two or three years the need of a commercial agent in London has been strongly felt, and although such organizations as boards of trade and The Canadian Manufacturers' Association have repeatedly urged the appointment of such an official Sir Richard has not yet moved in the matter.

A couple of weeks ago "The Canadian Grocer" announced that the British Government had decided to use Manitoba flour in the British navy. As far as we are aware we have nothing to thank the Trade and Commerce Department for in this particular. And yet it could do a great deal of good in little matters of that kind. Then there is South Africa. We have not had any evidence that the Trade and Commerce Department has lost any sleep over getting Canadian products into that part of the world.

Just now the eyes of the Governments of Great Britain, the United States, Germany and Russia are turned toward China and the East where, for the opening up of new

markets the possibilities are greater than any other part of the world. But what is the Canadian Trade and Commerce Department doing? Nothing. Our export trade to China and Japan combined last year was the smallest since 1893, and there has been a gradual decline since 1894. The conditions with regard to the West Indian trade are not much better.

As we have said in previous issues, Sir Richard Cartwright is one of the most able men in the House of Commons. In his knowledge of financial matters he stands without a peer in the House. But he has proved his utter unfitness for the portfolio of Trade and Commerce and it is he that should be removed and not the Department abolished.

### THE JAPAN TEA MARKET.

Japan teas are in a somewhat unique position at present, they being strong in price, while those of other countries are weak.

The chief factor in this is the buying on United States account. Prices are now nearly 2c. per lb. above the opening of the market. So far the market has been following much the same course as it did last year.

According to latest mail advices the shipments to America from the opening of the market to May 18 were 1,370,381 lb. against 873,658 lb. the same period last year. Of this amount the quantity credited to Canada is 182,192 lb. against 47,711 lb. for the same period last year.

The settlements at Yokohama up to May 23 were 59,500 piculs against 49,000 piculs a year ago. For all Japan the settlements were 14,000 piculs more than for the same date last year.

It does not appear likely that much lower prices will be experienced in Japan teas. The cost of producing tea there is increasing largely owing to the increasing cost of labor. It is alleged that, even at the higher prices which have been ruling during the last year, tea-growing is among the least profitable of the agricultural pursuits in Japan.

If the present high price of Japan tea is maintained, benefit will certainly accrue to Ceylon greens, although at present the growers of the latter description are anything but satisfied with the prices they have been receiving.

### THE COFFEE ESSAY CONTEST.

At the request of some gentlemen who are interested in the coffee essay contest we have decided to extend the closing date one month.

The time for submitting essays will now close on July 20, and there will positively be no extension beyond that date.

The cash prizes, it will be remembered, aggregate \$30, and the conditions of the contest will be found on another page.

## ATTACKS ON CANADIAN PRODUCE.

**W**E have at different times reported that complaints, loud and long, were made by British importers about the quality of Canadian dairy produce shipped last year. Public attention has been forcibly drawn to the matter during the past week by a fourteen-letter wail from Glasgow and the North of England that appeared in the last monthly report of the Department of Trade and Commerce.

Therein, grave charges are made. Not only is our cheese, which brings the highest price on the British market, said to be of an acid texture and weedy flavor, and our butter reported to be oily and wanting in keeping qualities, but even our cold storage system is condemned. Dewar, Fraser & Co., Leith, go so far as to say:

Our experience of Canadian butter in the past few years has been most unsatisfactory and shows yearly a declining business. The insane system of cold storing and chilling the butter, so specially advocated by your Government experts, quite against our opinion and experience on this side, has made all importers very chary of bringing forward supplies. The June creamery shipped to us this year, said to be sent direct from creamery, was not three days in our warehouse before it was stale, and quite unfit for grocery purposes and had to be put on the market at a loss. The opinion of the trade is that the hard freezing prevents the quality from being properly judged, and factorymen knowing this have not taken the same care in the manufacture, and unscrupulous shippers have passed off inferior butter in the frozen condition, causing, in consequence, a strong prejudice against Canadian butter.

These important letters are not to be taken too lightly, and we should be grateful to any British firms that give information that will tend to make our produce more valuable and more satisfactory. But while digesting their remarks, and particularly after the disastrous experience of those importing concerns during the past year, we must always remember that those people are in business not to please us, but to make money. True, our cold storage system may not be a perfect system. Our exporters here confess that, complaining that refrigerator cars are persistently opened at flag stations and small, insignificant depots to admit warm air with a small shipment of butter. They sometimes, too, lodge complaints against the railway companies, because stupid or careless employees ship butter in a coal car. Too often butter arrives in Montreal in a refrigerator car, yet in a soft condition. It is, perhaps, true, also, that some of our butter and cheese factories are not as careful as they should be about cleanliness and details. Some of them still buy milk by weight, paying as much for poor as for rich milk. But, in spite of all these concessions, we cannot admit that the quality of Canadian dairy produce is deteriorating and we sadly

fear that these complaints are made by disgruntled merchants, and induced in many instances by the unfortunate course of last year's market. Had these same Scottish or North of England merchants turned over Canadian produce at a profit rather than a loss we should probably have heard less about poor quality.

The fact is our dairy produce is not all of one grade, nor do our exporters here pretend it to be so. We have best grades and second grades. Scottish and North of England merchants usually take second grades, such as dairy butter, and they should not feign disgust when they do not get the fancy article.

London and Bristol take the bulk of our fancy creamery and we should much like to hear what these people have to say. Then again, British importers themselves are much to blame for this deterioration of butter, for they have been known to buy up quite a large quantity of June make here, hold it over till fall, and then expect to take it out of cold storage and keep it for some weeks. They have yet to learn some things about butter themselves.

But, perhaps the best answer to make is to point to the exports of Canadian butter made so far this season. If British buyers were dissatisfied with Canadian butter last season, they show a strange eagerness to get hold of it this year, as they have increased their purchases over 200 per cent., having taken already from the port of Montreal somewhat over 35,000 cases against 11,500 for the same period in 1900. The price of butter has also advanced lately from 1c. to 2c. per lb. owing to the keen bidding at country points by representatives of British importing houses. The difference in price between Canadian and Danish butter was never less than it is this year, being 2s. to 1s. against 8s. to 10s. last season and so far our shipments have been only fodder goods.

Yet, while these attacks must be regarded as unwarranted, it is certain that they must do good. The managers of cheese and butter factories must realize more thoroughly than ever the necessity of paying attention to details, in getting the proper milk from farmers, in cleaning and scalding the cans after whey has been put in them, before they are used again for milk, in strict attention to the technicalities of manufacture, and in boxing in orthodox fashion. The Department of Agriculture has issued a series of bulletins dealing with the cause of the complaints made against Canadian cheese. It is to be hoped the Ingersoll district in particular will take cognizance of these bulletins. Exporters should also be convinced of the inadvisability of holding butter on speculation for any length of time.

## MANITOBA MARKETS.

Winnipeg, June 17, 1901.

**R**AIN has fallen almost every day this week. The air is soft and warm and all reports from the country indicate a phenomenal growth of the crops. Country orders to wholesale houses have doubled, if not trebled since the rain fell and the general tone of trade is active and confident. Owing to the continued rain city trade has not been so active during the week. Yet, even here a good volume of business has been done. There are few changes in prices to record. Quotations for new pack of strawberries are expected in a few days, and it is expected prices will be somewhat lower than last year. The supply of wild strawberries in Manitoba, usually abundant, will be light this year, and all native fruits are reported a scarce crop.

**FLOUR**—The flour market has been active and prices firm all week. Lake of the Woods, Five Roses, \$2.05; Red Patent, \$1.90; Medora, \$1.15; XXXX, \$1.15; Ogilvie's Hungarian Patent, \$2.05; Glenora Patent, \$1.90; Alberta, \$1.70; Manitoba, \$1.55; Imperial XXXX, \$1.15.

**CEREALS**—This market is normal and no changes of prices are quoted for the week. Rolled oats firm at \$2.05 to \$2.10; granulated and rolled oats, \$2.30 to \$2.35; split peas, \$2.45; pot barley, \$2.30 to \$2.40; pearl barley, \$3.75 to \$4; cornmeal, \$1.35 to \$1.40.

**SUGAR**—Market is good and prices unchanged. Granulated, \$5.45; bright yellow, \$4.50. These are the grades sold most exclusively on this market, although there is a fair sale for extra ground at 6 1-2c.; powdered, 6 3-4c.; lumps, 6 1-2 to 6 3-4c.

**COFFEE**—The market continues slow and dull at 9 1-2 to 10 1-2c.

**MATCHES**—The advances of a week ago have been maintained: Telegraph, \$1.25; Telephone, \$1.15; Tiger, \$1.05; parlor matches, Eagle, \$1.85.

**CANNED GOODS**—Trade in this line is good, especially for vegetables, but wholesale houses claim they are now selling for actually less than the goods cost to lay down here. There is a considerable difference between the quotations of the various houses so that a correct market is very difficult to estimate.

**EVAPORATED FRUITS**—Californian fruits are slow in demand and without change, but apples, owing to the bad reports of the present season's crop, have advanced, and the market is firm and active. Evaporated apples, 7 to 7 1-8c.; dried apples are even in greater demand than evaporated and are selling quite freely at 6 to 6 1-4c. Currants and raisins are in normal demand and without change of price.

**SALT**—There is some complaint that stocks are not coming forward fast enough to fill the orders booked ahead. Stocks throughout the country were unusually low at the time navigation opened. Prices remain unchanged. Common, fine, \$2 per bbl.; common, coarse, \$2 per bbl.; dairy, 100-3, \$3.38 to \$3.50; dairy, 60-5, \$3.25 to \$3.40; common fine, in jute sacks, 43c.; dairy, in white duck sacks, 49c.

**GREEN FRUITS**—The market is well supplied with all varieties of fruits, and business is good. No less than four cars,

or 2,610 cases of strawberries, all Hood River berries, have been sold on this market. Although other varieties could be offered at a lower figure the demand for the Hood River fruit has been such that dealers have not thought it worth while to bring in other berries. Lemons and oranges are growing scarcer. Messina lemons and Valencia oranges are about the only varieties on the market. The first straight car of peaches, plums and apricots arrived on Saturday. The fruit is all in fine condition. Prices for these fruits are considerably lower than last week. Quotations are as follows: Peaches, \$2 per case; apricots, \$2 per case; plums, \$2.25 per case; cherries, \$2 per case; Hood River strawberries, \$1.15 per crate; pineapples, \$2.50 to \$2.75 per doz.; Californian oranges, \$1 to \$1.75 per case, according to size; Messina lemons, \$5; bananas, \$2.75 to \$3.25.

**VEGETABLES**—The rain and warm weather have forced along the vegetables at a wonderful rate and indications are that home-grown will be early and abundant. Cucumbers, cabbage and tomatoes continue to arrive from the South. Tomatoes are \$5 per 6-basket crate; cucumbers, \$1.25 per doz.; cabbage, 4c. per lb.; rhubarb (native), 3c. per lb.

**LARD**—Pure lard, \$2.35 per pail.

**BUTTER**—The market for creamery still continues in an unsatisfactory condition. Produce houses are reluctant to buy and the highest figure at creameries is firm at 15 1-2 16c. Dairy butter is arriving in fairly large quantities, and the quality also has improved. Prices vary from 14c. for the best fresh table butter to 10c. for inferior grades.

**CHEESE**—A number of factories have asked for quotations and a few sales have been effected; 8c. is the lowest figure touched by factory cheese this week, but the price will probably go to 7 1-2c. at the factories next week. A small quantity of home dairy has been sold at 7c.

**EGGS**—The supply is good and the price 10c. Winnipeg.

## NOTES.

The Caterers' Association met during the week to discuss plans for their summer outing and for the election of officers.

The Grocers' Association of Winnipeg has petitioned the city council to amend the early-closing by-law to read 6.30 instead of 6 p.m. The by-law will be brought up at the next meeting of the council, and the chances are the grocers will gain their point.

## WATERPROOFING OF BRICK WALLS.

A process employed for waterproofing brick walls, according to an exchange, consists of two solutions applied alternately, one being of soap and water and one of alum and water.

Dissolve 3-4 lb. soap in one gallon of water, and 1-2 lb. alum in four gallons of water.

The first, or soap, solution should be at boiling point, and the walls clean and dry. Apply with flat brush, taking care to form no bubbles on surface of brick; allow the coat to remain 24 hours. Apply alum solution, which should be about lukewarm, and allow this also to remain about 24 hours. Continue the operations alternately with the two solutions until the walls are found to be impervious to moisture.

The alum and soap form an insoluble compound which fills the pores of brick and prevents absorption of moisture. Two coats of each solution is considered sufficient for brick walls under ordinary conditions.

## Salmon

Special quotations for round lots, spot stock, or to arrive.

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

**WHITE & CO.**  
TORONTO, CANADA.  
Importers

**Oranges AND Lemons**

Cocoanuts, Dates, Nuts, etc.  
**STRAWBERRIES AND VEGETABLES**  
IN CAR LOTS A SPECIALTY.  
Wholesale Commission Merchants.

Auction Sales held daily—Fruit and Vegetables.  
Correspondence Invited. **WHITE & CO.**

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

**"Montrose"**

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

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

**"SUPERIOR GLUTEN FLOUR"**

a life-giving portion to all suffering from Dyspepsia, Diabetes, Obesity, Constipation, etc., because it contains only the elements in the wheat that assist nature.

Samples and prices on application to

**E. A. SHOEBOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

**COWAN'S**

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

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

# When You Sell Vinegar



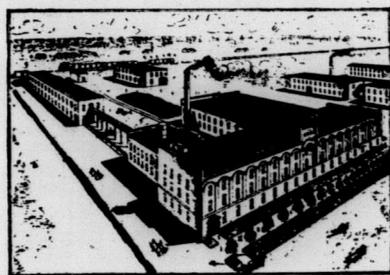
it must be a source of satisfaction to sell the best procurable, thereby satisfying your customers and ensuring their future trade in this article.

In just a little while your sale of vinegar will be large—if you handle the right grade—if not your competitor may get the business.

## Imperial White Wine

brings and retains the best trade. **Why?** Because it is clear and sparkling, even, smooth flavored, full standard strength, and always uniform.

Always the best—**Imperial.**



### THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known  
Hero and Jumbo  
Sulphur Matches

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

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

### It's to Your Interest

to sell the goods that will please your trade. A pleased customer means more business—more money. "Kent" Baked Beans have that "satisfying" quality that alone brings ultimate success.

In large flat cans to retail at 10c. Order a sample case from your wholesaler.

**THE KENT CANNING CO., Limited** - **Chatham, Ont.**

**"The Very Fact"** of its being on sale by 90 per cent. of the entire grocery trade of Canada and the United States, is prima-facie evidence of its worth.

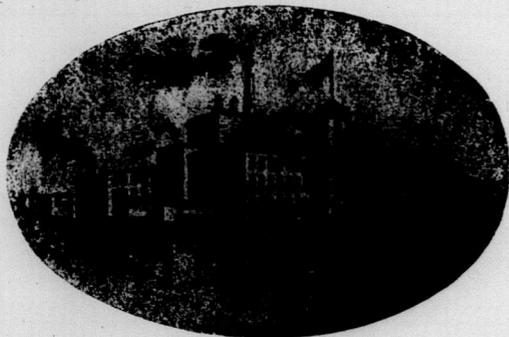
# "SALADA" CEYLON TEA

Is Every Grocer's Money.

Black, Green  
or Mixed.

"Salada" Green Tea will displace Japans just as "Salada" Black Teas have displaced Congou Blacks.

TORONTO. MONTREAL. BOSTON. BUFFALO. PITTSBURGH. DETROIT. CLEVELAND. TOLEDO. PHILADELPHIA.



## "CRYSTAL MAIZE" CORN STARCH.

A New Brand.

**Pure, Delicate, Delicious.**

Include a case in your next ten-box order.

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

## SUGAR STICKS . . . . .

The old-fashioned way is to pack them in pails, and when you receive them they are all stuck together; only about one-half of them are fit for sale. **Try our new package, a 25-lb. Box.**

Every stick wrapped in wax paper with the name of the flavor printed on it. No loss, no soiled goods.

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**THE CANADA BISCUIT COMPANY, Limited**  
King and Bathurst Streets, Toronto.

# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

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

## ONTARIO MARKETS.

Toronto, June 20, 1901.

### GROCERIES.

TRADE is perhaps a little better than it was a week ago, but it is still not as good as merchants would like to see it at this time of year. As was stated last week, the cause is still attributed to the backward character of the season. A little firmer feeling obtains in regard to canned vegetables, and some houses have advanced their prices  $2\frac{1}{2}$ c. a dozen, but the ruling prices are still much the same as a week ago. There have been some fair sales of canned vegetables during the past week. In canned salmon a good business is being done. Coffees are meeting with a fair request, and although the outside markets are easy, such grades as are suitable for this market are scarce. The demand for sugar has improved a little, but business in this line is still small. In rice the feature is the advance in the price of Japan and Patna descriptions. Very little business is being done in rice. Tapioca is still somewhat easy. Cloves are reported to be easier in the primary market. Very little business is being done in teas of any kind. The feature of the tea market is the strength of Japan descriptions. The currant market rules firm and a little more business is being done. Valencia raisins, on the other hand, are still weak, and business dull. Prunes continue fairly active.

### CANNED GOODS.

The firmness in the market noted last week in canned vegetables, particularly tomatoes, has been maintained. Although most of the dealers are still quoting 75 to 80c. for tomatoes, some of the wholesale houses are not quoting less than  $77\frac{1}{2}$ c. There is not a great deal being done just now, but there have been some good sales during the last few weeks. One of the features of the market is the fact that no more low-priced lots are being offered. An effort was made by one buyer this week to secure some low-priced tomatoes, but his efforts were unavailing. The ruling price

for peas and corn is still 70 to 75c. In canned fruits, the feature is a little more inquiry from the wholesale trade for gallon apples. There is a little demand from the retail trade for peaches and plums. Little or nothing is yet being done in canned strawberries for the coming season's pack, but the ruling quotations are \$1.50 in syrup and \$1.70 to \$1.80 preserved. A good business is being done in canned salmon, both from stock and for future delivery. The ruling prices for spot salmon are still \$1.60 to \$1.65 for Fraser River sockeye, \$1.50 to \$1.55 for Northern river fish, and \$1.25 to \$1.30 for cohoes. For the better brands of sockeye salmon for future delivery a fixed price now rules, and we quote for these \$1.45 per doz. for less than 10-case lots, and \$1.42½ for 10-case lots or over. For such brands of northern fish and Lowe Inlet the price is \$1.30 for less than 10 cases, and \$1.25 for 10 cases or over, Lobster continues quiet at \$1.75 to \$1.85 for ½-lb. flats, \$3.50 to \$3.75 for 1-lb flats, and \$3 to \$3.25 for 1-lb talls.

### COFFEE.

A fairly good movement is reported in green Rio coffees on retail account at the

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

following prices: No. 7,  $7\frac{3}{4}$ c.; No. 6,  $8\frac{1}{4}$ c.; No. 5,  $8\frac{3}{4}$ c.; No. 4,  $9\frac{1}{4}$ c. Private advices received from New York state that the lower prices there are largely for July and August shipment, and that selections for the Canadian market are almost unobtainable.

### SYRUPS AND MOLASSES.

Trade in both these lines is seasonably quiet, and prices rule as before. The little demand there is continues to be chiefly for corn syrups, which are quoted as follows: Barrels, 3c. per lb.; half-bbl.,  $3\frac{1}{2}$ c.; kegs,  $3\frac{3}{4}$ c.; pails, \$1.40 each for 3 gal., and \$1.05 for 2 gallons.

### RICE AND TAPIOCA.

Only a moderate business is being done in either rice or tapioca. According to mail advices just to hand, Japan and Patna rices are 3d. per lb. dearer in London. Tapioca, on the other hand, is easy. Locally, prices are unchanged, Japan and Java being

quoted at  $5\frac{1}{2}$  to 6c.; B rice at  $3\frac{1}{2}$ c., and tapioca at  $4\frac{1}{4}$  to  $4\frac{1}{2}$ c.

### SPICES.

One of the features in the spice market is the weakness in cloves. The new Zanzibar crop, which will begin to arrive on the market next fall, will be larger than the present one, and estimates range all the way from 40,000 to 120,000 bales. Ginger and caraway seeds are a little easier. Pepper is steady and unchanged, while cassia is 1s. per cwt. dearer.

### NUTS.

The feature of the nut market locally is the placing of a number of orders for Tarragona almonds, last season's growth, for importation. These nuts are being bought at much lower figures than ruled when the trade bought last fall. Advices state that Valencia almonds are still declining in the primary markets.

### SUGAR.

There is a slight improvement in the local demand, but business is still disappointing. With fresh fruits, however, arriving more freely, a more marked improvement may be expected in business. The condition of the sugar market, generally speaking, however, is not very satisfactory at the moment. Beet sugars have shown a further decline in London, and last week raw sugars declined 1-32c. per lb. in New York, where the refiners have large stocks of raw on hand, and the wholesalers are well supplied with refined sugars. There has been no reduction there, however, in the price of granulated sugars, but soft sugars are still being shaded. Receipts of raw sugar in the United States last week were 64,653 tons and the meltings 38,000 tons. As the weather in the United States continues to improve, a much better business is expected to develop shortly. The price of granulated sugar in Toronto is still \$4.78 for Montreal refined, and \$4.73 for Acadia. Yellows run from \$3.93 upwards.

### TEAS.

Interest is still centred around the Japan tea market, for, although very little is being done on Canadian account, buying is pretty free for shipment to the United States. At the present prices which are being asked for Japan tea, Canadian buyers are practically off the market. Reports regarding the Japan tea crop are to the effect that it is both plentiful and good. In Indian and Ceylon teas there is very little doing. There have been a few transactions in low-grade de-

scriptions, but, as a rule, at prices which mean a considerable loss to sellers. Flavoury teas, however, are still scarce and firm in price. The outside markets appear to be in much the same position as a week ago, being quiet, but fairly steady. Only a very small business is being done in Ceylon green teas. Mail instructions to hand this week, to a Toronto representative, in regard to Ceylon green teas, say: "Greens are going to be higher, and we intend to be firm. The longer we keep them the more their value will increase, as not many of these teas will be made as long as the present ruinous prices exist." There have been a few transactions on the local market this week in China Young Hyson teas, but at prices rather lower than were demanded a short time ago.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—There is a good demand, and the few who are holding stocks have not sufficient quantities with which to supply their neighbors, who will be compelled to import further supplies. The market in Greece is firm, and has recovered about 10s. per cwt. from the lowest point. Mail advices from Patras, under date of June 1, state that the growing crop is getting on well, and since present stocks will be consumed before August, a favorable season is looked forward to. It is expected that the quality of the fruit will be good and the prices moderate. The advices state that stocks are less than 1,000 tons, and these are largely held by obstinate growers, who are asking enormous prices. Stocks of currants on the Toronto market are particularly light in Filiatras, and, as the demand is good, prices are firm. The ruling prices for good fruit are 10c. for Filiatras, 11½c. for Patras, and 12½c. for Vostizzas.

**VALENCIA RAISINS**—This market is still dull and neglected, with prices weak. We quote nominally 6 to 7c. for fine off-stalk, and 6½ to 8c. for selected.

**PRUNES**—A fair trade is still being done in prunes. The demand is principally for Californian prunes at the following prices: 30-40's, 8 to 8½c.; 40-50's, 7½ to 8c.; 50-60's, 7 to 7½c.; 60-70's, 6½ to 7c.; 70-80's, 6 to 6½c.; 80-90's, 5½ to 6c.; 90-100's, 5 to 5½c. There are a few French prunes selling at 3½ to 4c. per lb.

**FIGS**—A small demand is being experienced for mat figs at 3½c. per lb.

**DATES**—The demand is moderate at 4 to 4½c. for Hallowees, 3½ to 4c. for Sairs, and 5½ to 6c. for 1 and ½-lb. packages.

**CALIFORNIAN EVAPORATED FRUITS**—Business keeps fair, and prices as before. We quote: Apricots, 11½ to 12½c. per lb., in 25-lb. boxes; peaches, 8½ to 10c. per lb., in bags, and 10 to 12c. in boxes.

#### GREEN FRUITS.

Native strawberries are now offering liberally, though not nearly as freely as will probably be the case in a week or two. Prices range from 10 to 12c. per quart. A big crop is expected. Californian fruits are also starting to arrive freely, and prices are slightly easier, the ruling quotations now being: Peaches, \$2.50; cherries, \$2.20 to \$2.50; apricots; \$2.50; Clyman plums, \$2.25 to \$2.50. Cuban pineapples, which have been offered freely during the past month, are now too ripe to bear shipment, and, as the demand is turning toward Florida pineapples, which arrive in crates containing 20, which are quoted at \$5, and containing 24 to 30, which are worth \$4.50 to \$4.75. Limes are in fair demand at 20 to 25c. per doz. The cheaper qualities of lemons and oranges are about cleared up, so the inquiry for good-keeping lemons is active. These are now firm as follows: Lemons, Messinas, \$3.25 to \$3.75; Sorrentos, \$4.25; oranges, Sorrentos, 200's to 300's, \$3 to \$3.25; Medn. sweets, \$4.25; Messinas, \$2.25 to \$3; late Californian Valencias, \$5 to \$5.50. There is a good demand for bananas at \$1.75 to \$2 for firsts.

#### COUNTRY PRODUCE.

**EGGS**—Offerings are not as large as they have been for some time, and, though the demand for pickling is much lighter than formerly, the movement is brisk enough to cause an advance of ½c. per doz., the price now being 11 to 11½c.

**BEANS**—There is little doing. We quote \$1.60 to \$1.65 for hand-picked and \$1.50 to \$1.60 for prime.

**HONEY**—A fair trade is doing, but the market is easy. We quote 10 to 11c. for extracted clover, and 5c. for extracted buckwheat, while clover comb is worth \$2 to \$2.40 per doz.

**DRIED APPLES**—There is practically nothing doing. We quote nominally 5c. for evaporated and 3 to 3½c. for dried apples.

#### BUTTER AND CHEESE.

**BUTTER**—A good feeling is manifested. Though receipts continue large, there is enough export demand to prevent accumulation. There is an excellent home demand for creamery. We quote: Dairy prints, 15 to 16c.; rolls, 15c.; best tubs, 15 to 16c.; seconds, 11 to 14c.; creamery prints, 19 to 20c.; boxes, 18 to 19c.

**CHEESE**—Prices on country boards have risen ½c. in the week, and the local market has followed suit, making the price 9½ to 10c. A few old cheese are to be had at 9½ to 10c.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—The wheat market has steadied since last week's decline. Red and white are quoted at 67c. at outside points, middle freights. Manitoba wheat is worth 89½c. for No. 1 hard, grinding in transit, or 88c. Toronto and west. The movement on the local street market is fair. We quote: Wheat, white and red, 71c.; goose, 69 to 69½c.; oats, 35c.; rye, 52 to 52½c.; barley, 47c.

**FLOUR**—There is a good trade doing. Prices are steady. We quote on track, Toronto (bags included): Manitoba patents, \$4.20; Manitoba strong bakers', \$3.95; Ontario patents, \$3.30 to \$3.60; straight roller, \$3.20.

**BREAKFAST FOODS**—A fair demand, both on local and export account, is noted. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.25 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

#### FISH.

There is a steady demand with prices unchanged. We quote: Fresh fish—Speckled trout, 25c.; red snappers, 12½c.; Spanish mackerel, 12½c.; codfish, 7 to 8c.; whitefish, 8c.; trout, 7c.; halibut, 9 to 10c.; sea salmon, 17c.; haddock, 6c.; herring, 4c.; British Columbian salmon, 16 to 17c. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

#### VEGETABLES.

There is a shortage of asparagus. Dealers cannot get enough to supply customers though the price is \$1.50 per basket. Cucumbers are slightly easier. We quote: Cabbage, \$1.75 to \$2 per crate; cucumbers, 40 to 50c. per doz.; beans, \$2.50; green peas, \$1.50 to \$1.75; Egyptian onions, \$2.50 per sack; asparagus, \$1.50 per basket; radishes, 10 to 20c.; lettuce, 20 to 30c.; rhubarb, 15 to 25c.; green onions, 8 to 15c.; spinach, 25 to 30c. per bush.; parsley, 15 to 25c.; mint, 15 to 20c.

#### HIDES, SKINS AND WOOL.

**HIDES**—There is a fair trade. Prices are unchanged. We quote: Cowhides, No. 1, 6½c.; No. 2, 5½c.; No. 3, 4½c. Steer hides are worth 1c. more. Cured hides are quoted at 7 to 7½c.

**SKINS**—There is a good demand with prices unchanged throughout. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 60 to 70c.; culls, 20 to 25c.; sheepskins, 90c. to \$1.

**WOOL**—The low prices have caused farmers to hold their wool, but as dealers have large stocks, and the market is not strong, there seems to be no disposition to offer higher prices. We quote: Combing fleece, washed, 13c., and unwashed, 8c.

#### MARKET NOTES.

Currants have recovered 10s. per cwt. from the lowest point.

Firmness is still the feature of the Japan tea market.

Cassia is 1s. per cwt. dearer in the primary market.

Eggs, cheese and lard are ½c. higher.

Good-keeping Messina lemons are worth \$3.25 to \$3.75, and Sorrentos \$4.25.

Long clear bacon, breakfast bacon and rolls are ½c. higher.

Toronto Commission Houses.

**New Messina Lemons**

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

**Pineapples**

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**PURE LARD**

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The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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ESTABLISHED 1869  
**Geo. Stanway & Co.**

Brokers and General Commission Merchants  
Teas, Sugars, Molasses, 46 Front St. East,  
Canned Goods. **TORONTO.**  
Correspondence Solicited.

**QUEBEC MARKETS.**  
**GROCERIES.**

Montreal, June 20, 1901.

**T**RADE has been rather more active this week and the rather dull tone reported last week seems to have been dispelled. The weather has materially improved to facilitate trade. Sugar remains steady and unchanged and molasses is also stationary. Canned goods are moving rather more freely although there are houses that report a dull trade. Prices are rather firmer in vegetables, corn being quoted at 75c. and tomatoes at 80c. Prices are out on new pack of strawberries. Currants are steady to firm and raisins dull to weak. Japan teas are strong and while dealers here are contenting themselves with low offers for new crop teas, they are being turned down with the report that there will not be any teas obtainable on the Japan market for some months to come under 16c. Tea leaf gunpowders are changing hands in fair quantities while there is still a country demand for Japans; otherwise the tea business is said to be dead. Tea brokers are absolutely in the blues and are at a loss for an explanation for the present situation. Lard is 5c. per pail higher and American pork has advanced 25c. per 100 lb. Lemons are 25 to 50c. per box higher.

**SUGARS.**

The sugar market is rather weaker this week, continental beet being cabled at 9s. 3d. Refiners' prices are unchanged at \$4.60 for granulated and \$3.75 to \$4.40 for yellows, according to quality. The demand for sugars has been rather slack this week on account of the unexpected weak turn of the market on the eve of the heavy consumption period.

**SYRUPS.**

Even maple syrup has fallen off in demand and all lines are now experiencing a summer quiet. Cane syrup is worth 11-2 to 2c. per lb. and corn syrup 3 to 3 1/4c. per lb., according to quality.

**MOLASSES.**

There has been nothing new developed in the molasses market during the week. Interest still hangs about the new crop remaining at the Islands and the price at which it will change hands. Stocks are now said to be reduced to 8,000 puncheons. Large jobbing lots here are offering at 27 to 27 1/2c. The distributing demand is slow at 28 and 29c.

**CANNED GOODS.**

There is a decided firmer feeling in vegetables since it was announced that the syndicate had taken over all the surplus pack. Tomatoes are quoted now at 80c.; corn at 75c. and peas at 75c. to \$1. Several packers of well-known brands of vegetables are out taking orders at open prices. Some of the large wholesalers have placed contracts on this basis, fearing that if they waited till prices were announced they might not be able to get what they want of the short pack. The packers have put out their prices on new pack strawberries and wholesalers are taking orders at \$1.50 to \$1.60 per dozen in syrup and \$1.65 to \$1.70 for preserved. This is somewhat higher than last year but it is said the standard is higher. Some good orders have been received for new salmon this week, the prevailing prices being \$5 for Fraser River sockeye, and \$4.50 for cohoes, and \$3.90 for pink.

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO**  
**OLD OHUM.**  
**SEAL OF NORTH CAROLINA**  
**OLD GOLD**  
**CIGARETTES**  
**RICHMOND STRAIGHT CUT.**  
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**ROCK SALT** FOR HORSES and CATTLE.



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P.O. Box 731.

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Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.

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Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**  
LIMITED.

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

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WINNIPEG, CANADA

## SPICES

In primary markets gingers are reported active and cassia firm. Locally there is no important change to report. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12 1-2 to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground-Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

## RICE

The market is unchanged under a fair demand. Seed tapioca is very scarce. We quote in combine district: B rice, in bags, \$3.10; in half bags, \$3.15; in 1-4 bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags, \$3.05 in half bags, \$3.10 in 1-4 bags and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 1-4c. per lb.

## TEAS

All advices from Japan report a very firm market. The settlements to date have been nearly twice as heavy as they were last year, but this is explained by the fact that the bidding has been early this spring. It is estimated that the yield will be an average one. Dealers here have not been buying heavily, in fact, few purchases of any description of new teas have been made. The idea has prevailed among buyers here that we were going to see lower values on Japan teas, and they have been making offers in accordance with those ideas. They have been uniformly turned down and we are now in receipt of the information that there are now no 15c. teas in Japan and that "there are not going to be any new teas under 16c. for some months." Any old Japans there are in this market are worth 13 to 15c. Trade in pea leaf gunpowders and Japans is reported good by the wholesale houses, otherwise the demand is poor.

## FOREIGN DRIED FRUITS.

**CURRENTS**—The currant market is firm at 9 1-2 to 10 1-2c. for fine Filiatras. Stocks of currants in the city are quite light and the market will be readily susceptible to any change in foreign quotations.

**RAISINS**—There is no change to report. Small amounts only are wanted. Fine off-stalk is quoted at 5c., selected, at 5 1-2 and layers at 6c.

**PRUNES**—There is a fair inquiry for prunes, but they are by no means active and no large transactions are reported. Californian prunes are worth 5 to 5 1-2c. for 90's to 100's; 6 1-2 to 7 1-2c. for 60's to 70's and 7 1-2 to 8c. for 40's to 50's. French prunes are selling for 3 to 5c.

**EVAPORATED FRUITS**—Evaporated fruits are quite firm and large holders who, three weeks ago, were asking 4 3-4c. for a carlot will now not take less than 5 1-2c. The growing crop of winter apples is said to be likely to yield only 1-3 of an average crop. Wholesalers are selling at 5 3-4 to 6c. Apricots are worth 10c. per lb., and peaches and pears, 8c.

## GREEN FRUITS.

Lemons are 25 to 50c. per box higher this week and firm at the rise. Canadian strawberries are now coming in, the quality being only fair as yet. Three cars of Californian peaches, pears and plums are to hand this week, making the prices rather lower. Cabbage is higher and cucumbers lower. We quote Messina oranges, 200's, \$2.50 to \$3 per box, and \$1.50 to \$2

per half box; Messina lemons, 300's, \$2.25 to \$3.25; 360's, \$2 to \$2.75 per box; bananas, \$1.50 to \$2 per bunch; extras, \$1.75 to \$2.25; apples, \$6.50 per bbl.; sweet potatoes, Vinelands, \$4 per bbl.; Malaga grapes, \$10 per keg; pineapples, 8 to 20c.; Californian greentop celery, \$8 per case; Florida tomatoes, \$3 to \$3.75 per crate; Tennessee tomatoes, \$1.75 per crate; radishes, 40 to 50c. per dozen bunches; Canadian lettuce, 25c. per doz.; new Bermuda potatoes, \$5.50 per bbl.; new Bermuda onions, \$3 per crate; Canadian asparagus, \$1.50 to \$1.60 per basket; strawberries, 8 to 9c. per box; coconuts, \$3.25 to \$3.50 per bag; cabbage, in crates, \$2.25 to \$2.50; cucumbers, in baskets, \$2.50; Californian cherries, \$2.50 per box of about 10-lb.; Californian plums, \$1.50 to \$1.75 per box; Californian peaches, \$1.25 per box; Californian apricots, \$2 per box; Egyptian onions, 2 1-4c. per lb.

## COUNTRY PRODUCE.

**EGGS**—Eggs are unchanged in price and the demand is fair. Small lots are selling at 11 to 11 1-2c. for No. 1 and 9 to 9 1-2c. for No. 2 per dozen.

**HONEY**—Business continues very quiet. We quote: White clover honey in comb, 12 1-2 to 13 1-2c.; white extracted, 8 1-2 to 10c.; buckwheat in comb, 9 to 10c., and extracted, 7 to 8c.

**POTATOES**—Sound stock will bring 43 to 45c. per bag, and ordinary 38 to 40c. in carlots.

**ASHES**—The feeling is steady and business quiet. We quote: Firsts, \$4.30 to \$4.35; seconds, \$3.90 to \$4; and pearls, \$5.85 per 100 lb.

## LIQUORS.

## SCOTCH WHISKIES.

|                                                   | Per case of quarts.        |
|---------------------------------------------------|----------------------------|
| Roderick Dhu .....                                | \$9 50 less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve                    | 9 75 " " "                 |
| Usher's G.O.H. ....                               | 12 25 " " "                |
| Gaelic, Old Smuggler.....                         | 9 75 " " "                 |
| Greer's O.V.H. ....                               | 9 50 " " "                 |
| Old Mull .....                                    | 9 75 " " "                 |
| Sheriff's One Star .....                          | 10 25 " " "                |
| " V.O. ....                                       | 10 50 " " "                |
| Kilmarnoch .....                                  | 9 75 " " "                 |
| Doctor's Special .....                            | 10 00 " " "                |
| House of Lords .....                              | 10 75 " " "                |
| Bulloch, Lade & Co.—                              |                            |
| Special blend .....                               | 9 25                       |
| Extra special .....                               | 11 00                      |
| John Dewar & Sons—                                |                            |
| Extra special .....                               | 9 50                       |
| Special liqueur .....                             | 12 25                      |
| Extra " .....                                     | 16 50                      |
| James Ainslie & Co.—                              |                            |
| Highland Dew .....                                | 6 75                       |
| Glen Lion, extra special                          | 12 50                      |
| J. Brwn & Co—                                     |                            |
| Duke of Cambridge ....                            | 12 00                      |
| Mitchell's—                                       |                            |
| Heather Dew .....                                 | 7 00                       |
| Special Reserve .....                             | 9 00                       |
| Mullmore .....                                    | 6 50                       |
| W. Teaches & Sons—                                |                            |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |

## CANADIAN WHISKIES.

|                                 | In barrels per gal. |
|---------------------------------|---------------------|
| Gooderham & Worts, 65 O.P. .... | \$4 50              |
| Hiram Walker & Sons .....       | 4 50                |
| J. P. Wiser & Son .....         | 4 49                |
| J. E. Seagram .....             | 4 49                |
| H. Corby .....                  | 4 49                |
| Gooderham & Worts, 50 O.P. .... | 4 10                |
| Hiram Walker & Sons .....       | 4 10                |
| J. P. Wiser & Son .....         | 4 09                |
| J. E. Seagram .....             | 4 09                |
| H. Corby .....                  | 4 09                |
| Rye, Gooderham & Worts....      | 2 20                |
| " Hiram Walker & Sons .....     | 2 20                |

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**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 3c Diplomas for purity and excellence. Write for prices to Factory, Victoria, B.C.

## Victoria B. C. Commission Merchants

## PATTON &amp; SONS

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

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"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.

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

**LEMONS ?**

Write us about them.



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If so, we can quote you the lowest figures in the market, for absolutely the very finest quality of

**Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, Etc.**

Being direct importers and large buyers, we can consequently offer you some splendid values. Prompt shipment and satisfaction guaranteed. Be convinced of what we claim by sending for samples and prices.

**S. H. Ewing & Sons, Montreal**

to \$21 per ton; Manitoba bran, \$14, and shorts, \$15.

**BALED HAY** — The export of hay continues to be of large dimensions. Prices are steady. We quote: No. 1, \$11.50 to \$12; No. 2, \$10.50 to \$11, and clover, \$9.50 to \$10 per ton in carlots on track.

### CHEESE AND BUTTER.

**CHEESE** — The tone of the cheese market during the past week has been buoyant. Quebec cheese has sold at the wharf at 9 1/4 to 9 3/8c., being an advance of 1-2c. to 5-8c. on the prices paid a week ago. The English market is responding and heavy trading is reported going on there. Some dealers are anxious for the future, fearing a repetition of last year's crisis.

**BUTTER** — Firmness is also the prevailing tone in this line. Sellers of finest creamery ask 20 to 20 1/4c. and 19 to 19 1/4c. for second grade. Dairy is worth 17c. The English butter market is decidedly bullish. The native make of butter there has been comparatively short. An English firm referring to Canadian creamery, remarks in a letter: "Canadian creameries are finding an increasing demand here, especially those that show their grass origin. Some specially fine quality are now arriving in London, and are equal to anything that come from Australasia, both for body and richness of flavor. There appears to be no reason why freshly-made and speedily shipped Canadian creamery butter should not run Danish very hard for popular favor. Landed prices are quoted at 98s. to 102s. for choicest quality, and 94s. to 96s. for finest. C. i. f. quotations, for immediate shipment, are from 2s. to 3s. per cwt., under above prices."

The Manitoba Agricultural Department estimate the wheat acreage of Manitoba at 2,001,000 acres this year compared with 1,457,000 acres in 1900, and 1,629,000 in 1899.

### NATIONAL WEIGHTS AND MEASURES.

**T**HE United States Treasury Department has just issued an immensely valuable list of the weights and measures of all the nations of the globe, with their American equivalents. The names on the list, so odd to American ears, the strange and arbitrary weights and measures for which the foreign denominations stand, will interest many besides the Americans engaged in foreign trade.

The list of weights and measures, the names of the countries in which they are used and their American equivalents follow:

Almude (Portugal), 4.422 gallons.  
Ardeb (Egypt), 7.6907 bushels.  
Arobe (Paraguay), 25 pounds.  
Arroba, liquid, (Cuba, Spain, Venezuela), 4.263 gallons.  
Arshine (Russia), 28 inches.  
Artel (Morocco), 1 1/2 pounds.  
Bartil (Argentine Republic and Mexico), 20.0787 gallons.  
Barrel (Spain, raisins), 100 pounds.  
Berkovets (Russia), 361.12 pounds.  
Bongkal (India) 832 grains.  
Bouw (Sumatra), 7,096.5 square metres.  
Bu (Japan), 0.1 inch.  
Cafiso (Ma'ta), 5.4 gallons.  
Candy (India, Bombay), 529 pounds.  
Cantar (Morocco), 113 pounds.  
Catty (China), 1.333 1/3 (1 1/3) pounds.  
Centaro (Central America), 4 2631 gallons.  
Chih (China), 14 inches.  
Joch (Austria-Hungary), 1.422 acres.  
Ken (Japan), 6 feet.  
Klafter (Russia), 216 cubic feet.  
Koku (Japan), 4 9629 bushels.  
Korree (Russia), 3.5 bushels.  
Kwan (Japan), 8.28 pounds.

Last (Belgium and Holland), 85.134 pounds.  
Last (Germany), 2 metric tons (4,480 pounds).  
Last (Prussia), 112.29 bushels.  
Last (Russian Poland), 11 3/4 bushels.  
Last (Spain, salt), 4,760 pounds.  
Li (China), 2,115 feet.  
Load (England, timber), square, 50 cubic feet; unhewn, 40 cubic feet; inch planks, 600 superficial feet.  
Manzana (Costa Rica), 1 1/2 acres.  
Marc (Bolivia), 0.507 pound.  
Maund (India), 827 pounds.  
Mil (Denmark), 4.68 miles.  
Milla (Nicaragua and Honduras), 1.1493 miles.  
Morgen (Prussia), 0.63 acre.  
Oke (Egypt), 2 7225 pounds.  
Oke (Hungary and Wallachia), 2.5 pints.  
Pic (Egypt), 4 1/4 inches.  
Picul (Borneo and Celebes), 135.64 pounds.  
Pie (Argentine Republic), 0.9478 foot.  
Pie (Spain), 0.91407 foot.  
Pik (Turkey), 27 9 inches.  
Pood (Russia), 36.112 pounds.  
Quarter (Great Britain), 8.252 bushels.  
Quarter (London, coal), 36 bushels.  
Quintal (Argentine Republic), 101.42 pounds.  
Sun (Japan), 1.193 inches.  
Tael (Cochin China), 590.75 grains. Troy.  
Tan (Japan), 0.25 acre.  
To (Japan), 2 pecks.  
Tonde, cereals (Denmark), 2 84783 bushels.  
Tondeland (Denmark), 1.36 acres.  
Tsubo (Japan), 6 feet square.  
Tsun (China), 1.41 inches.  
Tunna (Sweden), 4.5 bushels.  
Tunnland (Sweden), 0.22 acres.  
Vara (Argentine Republic), 34.1208 inches.  
Vedro (Russia), 2.707 gallons.  
Vergees (Isle of Jersey), 71.1 square rods.  
Vlocka (Russian Poland), 41.98 acres.

At a public meeting last week the rate-payers of Blyth, Ont., passed a resolution favoring the loan of \$5,000 for 15 years to W. H. Finmore, on condition that he build a 100-barrel flour mill at Blyth.

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

**NEW BRUNSWICK MARKETS.**

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., June 17, 1901.

**B**USINESS is quiet. The discovery of oil in the eastern part of our Province has made some stir. It is thought the fields extend over a large territory. The discovery within a year or so of such large quantities in different sections of the United States helps, no doubt, to color the stories that are told. Oil, however, of a very good quality has been taken from the well that has been sunk and it is not yet down where it is expected the better flow will be. Already there is some speculative interest. In the markets, prices show very little change, the general demand being light. Salmon are active interest just at present. In hops some cut prices have been quoted. Cream of tartar is firmly held.

**OIL**—In burning oil there is little of interest. There is reported a wider range between the different qualities of American oil offered than between American and Canadian; in fact, the best Canadian is giving every satisfaction. Prices are easy and the demand is light. Lubricating oils have a steady sale and values tend lower, but it is not a line in which the price so much affects sales. Wax and candles are both quoted rather lower and the sale is limited. Paint oils hold their higher prices, and move freely. Seal oil is firmer.

**SALT** — There is quite a quantity of Liverpool coarse salt afloat for here. Some is now due, while prices are rather higher. Buyers should have orders filled while these goods are landing, as prices are lower than ex-store. Though Canadian is being so largely used for dairy purposes, there is still a large quantity of English factory-filled imported. Owing to some large contracts made before the advance in Canadian box salt, some holders have not advanced the full change as yet. 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 vegetables packers seem anxious to sell the old goods, and there is a lowering of prices. They show quite a range. Buyers, though they have bought some corn and tomatoes at the low prices, are backward, not knowing what arrangement will be made in regard to the new goods. In fruits the new prices are out and are lower than last season. Salmon futures are firmly held. Some cohoes were bought this week, it is said at quite a cut under the prices generally asked. Oysters have been advanced by some of the Baltimore packers. Meats have a good sale at firm figures. Ox tongues are lower than usual this season. Bacon and dried beef in glass are new lines. In haddies, new goods are coming to hand. Prices are quite low.

**GREEN FRUITS** — Californian small fruits are now offered. The sale for these increases each season. Though pears are the big sellers the other lines, which, of course, are all yet offered, are quickly picked up. Oranges are rather higher. The season is getting rather late. Lemons are also dearer, and they have a good sale. In rhubarb, the sale is still large, but price is low. Strawberries are now freely received.

**EPPS'S**

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

**COCOA**

GET YOUR **BULK MIXED PICKLES**

AND  
**CHOW CHOW**

FROM—  
**TAYLOR & PRINGLE**  
OWEN SOUND, ONT.

The Granby, Que., Board of Trade have elected the following officers: W. N. Robinson, President; H. Giddings, Vice-President; John Lincoln, Secretary.

For Catchy Money-Making Lines in  
**BISCUITS**

WRITE  
**THE HOME CAKE CO.**  
GUELPH, ONT.

Samples and prices on receipt of Post Card.

**SUCCESS**  
IS OUR BUSINESS  
—and that is—

**VICTORINE**

For Washing Clothes.

Ask your neighbor about it  
—or—  
Write us for sample.

**VICTORINE (Incorporated)**  
MONTREAL.

TO PACKERS OF  
**CANNED GOODS**

Sole selling agency desired for Great Britain by the undersigned who has a very good connection amongst the largest wholesale and export firms in England, and is in a position to place large quantities of Canned Goods of all kinds, especially Lunch Tongues (Pig Tongues, 1-lb. tins), Salmon and Canned Meat.

HIGHEST REFERENCES.

**Alexr. S. Duffus, Jr.**  
27 Leadenhall Street.  
LONDON, E.C., ENGLAND.

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

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

Shipping  
Packages.

Write  
for  
Prices to

Boeckh Bros.  
& Company,  
TORONTO.

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



**BASKETS**

We make them in all shapes and sizes. We have

**Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,**

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .  
**Oakville Basket Co.**  
Oakville, Ont.

Native berries will soon be offered. Pananas are large sellers. They continue to be the most popular fruit. Pines show a wide range in price and they sell freely.

**DRIED FRUITS**—Just at this time there is nothing doing. While peels are quoted, the season is early, and this, with the higher price, particularly in citron, the large seller, buyers are backward. Raisins are dull. There are quite a few seeded held. The outlook for fall is poor, and low prices will have to be quoted if any business in new goods of importance is to result. Currants are rather higher. Cleaned is the only line selling. Dates are dull. Figs have no sale. Evaporated apples are quiet, and there is a range in prices and quality. Prunes are long and the inquiry is limited. Onions are fair sellers at low prices.

**DAIRY PRODUCE**—Eggs are dull and easy in price. While receipts are small there is limited inquiry. Butter is quiet and stocks are becoming quite large. Prices are low, and even then buyers are particular about quality. It is the good butter that sells. In cheese, the local factories are as yet offering but lightly. The demand is for small cheese. Prices are firmly held.

**SUGAR**—There is no change in price. Granulated is the seller. Foreign continues to arrive quite freely. English yellows have not been offered since the change in the English duty, and it is doubtful, unless there is a change, if this business is resumed.

**MOLASSES**—There is no change in the situation. Porto Rico is quite a large stock, though goods so far received have been quite largely sold to arrive or ex-wharf. And the full amount yet landed is well below the season's requirements. In Barbadoes, business is light, though a fair stock is held and more is to arrive.

**FISH**—Fresh fish are still the matter of chief interest. Salmon is the busy line at present. While prices are rather lower they are quite firmly held. The catch is not a large one, and there is a good demand. A few shad and mackerel have been received. There is still a fair catch of gaspereaux, and in halibut receipts are fair. It might be said no lobsters are seen. They are either shipped to Boston or canned. Dry cod are rather easier. For pollock, there is little sale. Smoked herring is unchanged. Some pickled herring has been received this week. Prices are unchanged. We quote: Large and medium dry cod, \$3.60 to \$3.75; small, \$2.25 to \$2.50; haddies, 5 to 6c.; smoked herring, 11 to 12c.; fresh haddock and cod, 2 1/2c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$2.10 to \$2.15 per half bbl.; Canso herring, \$5 per bbl.; \$2.75 per half bbl.; Shelburne, \$4.50 per bbl.; \$2.25 per half bbl.; gaspereaux, 70 to 75c. per 100; shad, 12 to 15c.; salmon, 12 to 14c.; halibut, 7 to 8c.; mackerel, 7 to 8c.

**FLOUR, FEED AND MEAL**—In flour, prices are unchanged, but values are quite low. Millers say there are no profits. Oats are firm, as is oatmeal, but there is light sale and some shippers not offering. Feed, as usual at this season, is lower, and in limited demand. Beans are dull. There is some inquiry for yellow eyes. It may be said no Lima beans are sold here. Cornmeal is a fair seller at the quite low figure. Peas are scarce. We quote: Manitoba flour, \$1.70 to \$1.75; best Ontario, \$3.80 to \$3.90; medium, \$3.65 to \$3.80; oatmeal, \$3.85 to \$4; cornmeal, \$2.35 to \$2.40; middlings, \$22 to \$23; oats, 40 to 42c.; hand-picked beans, \$1.65 to \$1.75; prime, \$1.55 to \$1.60; yellow-eye beans, \$2.40 to \$2.60; split peas, \$1.10 to \$1.15; blue peas, \$1.25

to \$1.40; pot barley, \$3.85 to \$4; hay, \$12 to \$13.

#### TRADE NOTES.

"O. K." Molasses Buttons are being offered by Bowman & Angevine.

G. W. Ganong, of St. Stephen, called on "The Grocer" this week. He is about to visit the West, taking in the Exhibition at Buffalo.

T. H. Estabrooks is visiting Newfoundland in the interests of his tea business. "Red Rose" will soon be as well known elsewhere as in St. John.

#### THE COFFEE ESSAY CONTEST.

##### THE CONDITIONS.

1. No essay shall exceed 2,500 nor be less than 1,500 words.
2. Each essay must be signed by a nom de plume. Both the proper name and nom de plume of the writer must be written on a sheet of paper and placed in a sealed envelope across which must be written the nom de plume. This envelope, which will not be opened until the judges have made their award, can be placed within the envelope containing the essay or in another envelope and addressed to THE CANADIAN GROCER, 10 Front street east, Toronto.
3. The judges will be disinterested merchants.
4. Competition shall close on July 20, by which date all manuscripts must be in this office.
5. There must be two or more essays sent in by different competitors or no prize will be given; three or more essays or no second prize; four or more or no third prize.
6. The envelope in which each essay is mailed should have written across the corner the words, "Essay Competition."
7. All prize essays shall be the property of THE CANADIAN GROCER.

The subject, it will be remembered, is "The Buying, Handling and Selling of Coffees." The 1st prize will be \$15; 2nd, \$10 and 3rd \$5. Besides this, to each of the five essayists whose productions rank next to those winning the cash prizes will be awarded a copy of THE CANADIAN GROCER for one year.

#### PREPARE FOR HOLIDAYS.

Next Monday being St. Jean Baptiste day, the French-Canadians' national holiday, which is to be celebrated this year with special "cachet," Hudon, Hebert & Cie., Montreal, will be closed to business all day. Likewise a week from Monday, Confederation Day, their establishment will be closed. They trust the suspension of business on these two holidays coming so close together will not seriously inconvenience their customers.

#### PERSONAL MENTION.

Mr. John Sloan has returned from a two weeks' visit to Halifax, and is now spending a few days at the springs, Preston, Ont.

Mr. Andrew Gunn, of D. Gunn, Bros. & Co., Toronto, and of the Gunn-Langlois Co., Limited, Montreal, returned to his home in Toronto this week from a visit to the firm's branch at Montreal. He expressed himself to THE CANADIAN GROCER as fully satisfied with the results to date of the new venture in Montreal.

#### We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB. Co., Limited  
Montreal. Toronto.

## PUMPKIN FLOUR

WHOLESOME + APPETIZING  
ABSOLUTELY PURE

A new and convenient form of the delicious pumpkin—with all the delicate flavor of the fresh fruit—but without the many inconveniences and labour of preparing.

#### TO THE GROCERS

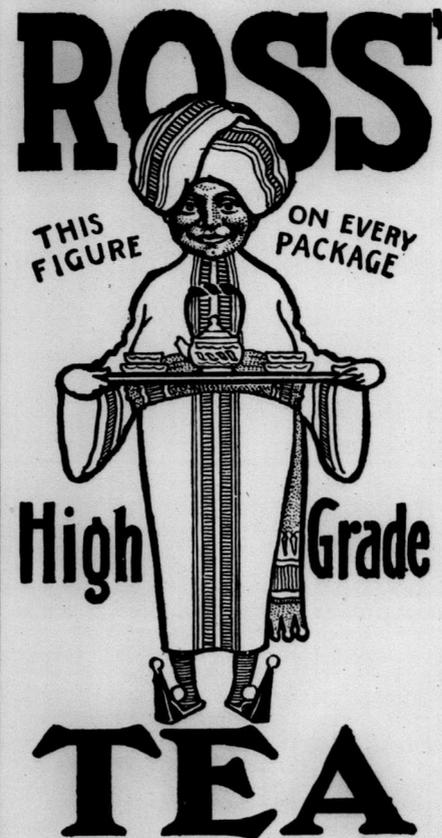
In attractive packages, of salable size, per case of 3 doz. packages. . . . . \$2.70

FOR SALE BY ALL JOBBERS.

#### THE MORSE PUMPKIN FLOUR MILLS

LEAMINGTON, ONT.

*It's singular, this Cingalese,  
Should single out with signal ease,  
The purest of the drinks he sees,  
And make his mark on ROSS' TEAS.*



What's the difference morally between the confidence man who sells the farmer a brass brick for a gold one and the dealer in tea who sells the consumer an adulterated article for pure Ceylon?

Ross' High-Grade Tea is without exception the only pure Ceylon Tea on the market, all others are mixed with China and Indias.

ROSS TEA CO., Front St. East, TORONTO.

# CURRENT MARKET QUOTATIONS

June 20, 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 18.

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. |          |
|-----------------------------------|-----------|------------|----------|--------|--------------------|----------|
|                                   | \$0 14    | \$0 14 1/2 | \$ 15    | \$0 16 | \$.....            | \$.....  |
| <b>BUTTER, CHEESE AND EGGS</b>    |           |            |          |        |                    |          |
| Dairy, choice, large rolls, lb.   | 16        | 0 17       | 15       | 16     | 18                 | 20       |
| " " pound blocks                  | 16        | 17         | 15       | 16     | 16                 | 17       |
| " " tubs, best                    | 15        | 16         | 11       | 14     | 15                 | 16       |
| " " tubs, sec. grade              | 19 1/2    | 20         | 18       | 19     | 20                 | 22       |
| Creamery, boxes, per lb.          | 21        | 21         | 18       | 20     | 22                 | 24       |
| " prints                          | 9 1/2     | 10         | 9 1/2    | 10     | 10 1/2             | 11 1/2   |
| Cheese, new, per lb.              | 11        | 11 1/2     | 11 1/2   | 12     | 10                 | 12       |
| Eggs, new laid, per doz.          |           |            |          |        |                    |          |
| <b>CANNED GOODS</b>               |           |            |          |        |                    |          |
| Apples, 3's                       | 90        | 0 90       | 0 75     | 0 90   | 1 00               | 1 10     |
| " gallons                         | 1 65      | 1 75       | 2 00     | 2 40   | 2 15               | 2 25     |
| Asparagus                         | 1 00      | 1 00       | 95       | 1 10   |                    |          |
| Beets                             | 1 00      | 1 30       | 1 40     | 1 70   | 1 50               | 1 80     |
| Blackberries, 2's                 | 80        | 85         | 75       | 85     | 95                 | 1 00     |
| Blueberries, 2's                  | 80        | 90         | 75       | 80     | 90                 | 95       |
| Beans, 2's                        | 70        | 87         | 70       | 75     | 80                 | 85       |
| Corn, 2's                         | 2 15      | 2 20       | 2 10     | 2 25   | 2 30               | 2 40     |
| Cherries, red, pitted, 2's        | 2 00      | 2 15       | 2 00     | 2 25   |                    |          |
| " white                           | 70        | 80         | 70       | 75     | 80                 | 85       |
| Peas, 2's                         | 90        | 1 00       | 1 00     | 1 10   | 1 10               | 1 15     |
| " sitted                          | 1 00      | 1 10       | 1 25     | 1 30   | 1 20               | 1 25     |
| " extra sitted                    | 1 40      | 1 60       | 1 50     | 1 75   | 1 75               | 1 80     |
| Pears, Bartlett, 2's              | 1 90      | 2 00       | 2 00     | 2 40   | 2 25               | 2 50     |
| " 3's                             | 1 75      | 2 40       | 2 25     | 2 50   | 2 15               | 2 25     |
| Pineapple, 2's                    | 2 40      | 2 60       | 2 50     | 2 60   | 2 50               | 2 60     |
| Peaches, 2's                      | 1 50      | 1 90       | 1 75     | 1 90   |                    | 1 85     |
| " 3's                             | 2 25      | 2 90       | 2 50     | 2 75   | 2 70               | 2 85     |
| Plums, green gages, 2's           | 1 25      | 1 35       | 1 10     | 1 25   | 1 30               | 1 60     |
| " Lombard                         | 1 00      | 1 25       | 1 00     | 1 10   | 1 30               | 1 50     |
| " Damson, blue                    | 1 00      | 1 25       | 1 00     | 1 10   | 1 10               | 1 30     |
| Pumpkins, 3's                     |           | 85         | 80       | 85     | 1 00               | 1 25     |
| " gallon                          |           |            | 2 10     | 2 25   | 2 10               | 2 25     |
| Raspberries, 2's                  | 1 45      | 1 60       | 1 60     | 1 80   | 1 70               | 1 75     |
| Strawberries, 2's                 | 1 70      | 1 85       | 1 80     | 1 90   | 1 75               | 1 80     |
| Succotash, 2's                    | 1 00      | 1 25       |          | 1 15   | 1 10               | 1 15     |
| Tomatoes, 3's                     | 75        | 80         |          | 80     | 80                 | 80       |
| Tomatoes, 2's                     | 2 75      | 3 20       |          | 3 25   | 3 00               | 3 25     |
| Lobster, tails                    | 3 00      | 3 75       | 3 50     | 3 70   |                    | 1 25     |
| " 1-lb. flats                     | 1 75      | 1 85       | 1 75     | 1 83   |                    | 1 75     |
| " 1/2-lb. flats                   | 1 00      | 1 10       | 1 15     | 1 25   | 1 35               | 1 45     |
| Mackerel                          | 1 50      | 1 85       | 1 75     | 1 85   | 1 50               | 1 75     |
| Salmon, sockeye, Fraser           |           |            | 1 60     | 1 65   | 1 50               | 1 60     |
| " Northern                        |           |            |          |        |                    |          |
| " Horseshoe                       |           |            |          |        |                    |          |
| " Cohoes                          | 1 10      | 1 25       | 1 25     | 1 30   | 1 25               | 1 50     |
| Sardines, Albert, 1/2's           | 12        | 12 1/2     | 12 1/2   | 13     | 14                 | 15       |
| " 3's                             | 20        | 21         | 20       | 21     | 20                 | 21       |
| " Sportsman, 1/2's                | 11 1/2    | 12         |          | 12 1/2 |                    | 12       |
| " 3's                             | 19        | 20         |          | 21     |                    | 20       |
| " key opener, 1/2's               | 9         | 11         | 10 1/2   | 11     | 16                 | 18       |
| " 3's                             | 18        | 18 1/2     | 18 1/2   | 23     | 10                 | 11       |
| " P. & C., 1/2's                  | 20        | 22 1/2     | 23       | 25     | 23                 | 25       |
| " 3's                             | 27 1/2    | 30         | 33       | 36     | 33                 | 36       |
| " Domestic, 1/2's                 | 4         | 4 1/2      | 4        | 4 1/2  | 4                  | 4 1/2    |
| " 3's                             | 7         | 8          | 9        | 11     |                    |          |
| " Mustard, 1/2 size, cases        |           |            |          |        |                    |          |
| 50 tins, per 100                  | 7 50      | 11 00      | 8 50     | 9 00   | 8 00               | 9 00     |
| Haddies                           | 1 00      | 1 00       | 1 10     | 1 15   | 1 00               | 1 10     |
| Kipper Herrings                   | 1 00      | 1 85       | 1 00     | 1 75   | 1 00               | 1 10     |
| Herring in Tomato Sauce           | 1 00      | 1 55       | 1 00     | 1 70   |                    | 2 00     |
| <b>CANDIED PEELS</b>              |           |            |          |        |                    |          |
| Lemon, per lb.                    |           | 10         | 11       | 12     | 12                 | 13       |
| Orange, "                         |           | 11         | 12       | 13     | 12                 | 13       |
| Citron, "                         |           | 15         | 15       | 17     | 15                 | 17       |
| <b>GREEN FRUITS</b>               |           |            |          |        |                    |          |
| Oranges, Sorrentos 200 and 3 0's  |           |            | 3 00     | 3 25   |                    |          |
| " 150 to 180's                    |           |            | 2 25     | 2 50   |                    |          |
| " Med. Sweets, per box            |           |            |          | 4 25   |                    |          |
| " Cal. Seedlings                  |           |            |          |        |                    |          |
| Lemons, Messina, per box          | 2 00      | 3 00       | 2 25     | 3 00   | 2 50               | 3 00     |
| " Sorrento, per box               | 1 50      | 2 75       | 3 25     | 3 75   | 3 00               | 3 50     |
| Bananas, Firsts, per bunch        | 1 25      | 2 25       | 1 75     | 2 00   | 1 50               | 2 00     |
| Apples, per bbl                   | 4 00      | 5 00       | 4 00     | 7 00   | 2 00               | 3 00     |
| Sweet potatoes, per bbl           |           | 4 00       |          |        |                    |          |
| Cocoanuts, per 100                |           |            | 3 50     | 3 75   |                    |          |
| Pineapples, each                  | 0 09      | 0 15       |          | 7      | 10                 | 20       |
| Strawberries, per quart           | 0 08      | 0 15       |          | 10     | 12                 | 15       |
| <b>SUGAR</b>                      |           |            |          |        |                    |          |
| Granulated St. Lawrence and Red   |           | 4 60       |          | 4 78   | 4 65               | 4 70     |
| Granulated, Acadia                |           | 4 85       |          | 4 73   |                    | 4 50     |
| Paris Lump, bbls. and 100-lb. bxs |           | 5 10       |          | 5 28   | 5 55               | 5 80     |
| " in 50-lb. boxes                 |           | 5 20       |          | 5 38   |                    |          |
| Extra Ground Icing, bbls.         |           | 5 10       |          | 5 65   |                    |          |
| Powdered, bbls                    |           | 4 85       |          | 5 40   | 5 55               | 5 80     |
| Phoenix                           |           | 4 47       |          | 4 58   |                    |          |
| Cream                             |           | 4 40       |          | 4 58   |                    |          |
| Extra bright coffee               |           | 4 30       |          | 4 48   |                    | 4 1/2    |
| Bright coffee                     |           | 4 20       |          | 4 33   | 3 75               | 4 00     |
| No. 3 yellow                      |           | 4 10       |          | 4 28   |                    | 3 50     |
| No. 2 yellow                      |           | 3 95       |          | 4 13   | 3 80               | 3 92 1/2 |
| No. 1 yellow                      |           | 3 90       |          | 4 08   |                    |          |
|                                   |           | 3 75       |          | 3 93   |                    |          |

## HARDWARE PAINTS AND OILS

|                                | Montreal. | Toronto. | St. John, Halifax. |
|--------------------------------|-----------|----------|--------------------|
| Wire nails, base               | \$2 85    | \$2 85   | \$3 20             |
| Cut nails, base                | 2 35      | 2 35     | 2 55               |
| Barbed wire, per 100-lb.       | 3 05      | 3 05     | 3 75               |
| Oiled and Annealed Wire, No. 9 |           |          |                    |
| White lead, Pure               | 2 80      | 2 80     | 6 80               |
| Linseed oil, 1 to 4 bbls., raw | 6 25      | 6 37 1/2 | 8 80               |
| " " " boiled                   | 80        | 81       | 85                 |
| Turpentine, single bbls.       | 83        | 84       | 85                 |
|                                | 53        | 53       | 57                 |

## SYRUPS AND MOLASSES

|                             | Montreal. | Toronto. | St. John, Halifax. |
|-----------------------------|-----------|----------|--------------------|
| Syrups                      |           |          |                    |
| Dark                        | 1 1/2     |          |                    |
| Medium                      | 2 1/2     | 30       | 32                 |
| Bright                      | 2 3/4     | 35       | 37                 |
| Corn Syrup, barrel, per lb. | 3         |          | 34                 |
| " " 1/2 bbls. "             | 3 1/2     |          | 36                 |
| " " kegs "                  | 3 1/4     |          | 38                 |
| " " 3 gal. pails, each      | 1 40      |          |                    |
| " " 2 gal. "                | 1 05      |          |                    |
| Honey                       |           |          |                    |
| 25-lb. pails                | 90        |          | 1 00               |
| 35-lb. pails                | 1 20      |          | 1 40               |
| Molasses                    |           |          |                    |
| New Orleans                 | 22        | 30       | 23                 |
| Barbadoes                   | 29        |          | 24                 |
| Porto Rico                  |           | 38       | 42                 |
| Antigua                     |           |          | 30                 |
| St. Croix                   |           |          | 34                 |

## CANNED MEATS

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

## FRUITS

|                            | Montreal. | Toronto. | St. John, Halifax. |
|----------------------------|-----------|----------|--------------------|
| Foreign                    |           |          |                    |
| Currants, Provincials, bbl | 9         |          | 12                 |
| " " 1/2-bbls.              | 9         |          | 12 1/2             |
| " " 1/4-bbls.              | 9 1/4     |          |                    |
| " " cases                  | 9 1/4     |          |                    |
| " " 1/2-cases              | 9 1/4     | 9 1/2    | 10                 |
| " " Patras, bbls.          | 9 1/4     | 9 1/2    | 10                 |
| " " 1/2-bbls.              |           |          | 12 1/2             |
| " " cases                  | 10 1/2    | 10 1/2   | 11                 |
| " " 1/2-cases              | 14        | 15       | 13                 |
| Vostizzas, cases           | 4         | 4 1/2    | 4 1/2              |
| Dates, Hallowees           |           | 3 1/2    | 3 1/2              |
| " Sairs                    | 70        | 90       | 12                 |
| Figs, 10-lb. boxes         | 3 1/2     | 3 1/2    | 3 1/2              |
| " Mats, per lb.            |           |          | 16                 |
| " 7 cr., 23-lb. boxes      |           |          | 12                 |
| " 1-lb. glove boxes        |           |          | 12                 |
| Prunes, California, 30's   | 8         | 8        | 8 1/2              |
| " " 40's                   | 7 1/2     | 7 1/2    | 8 1/2              |
| " " 50's                   | 7 1/2     | 7 1/2    | 8 1/2              |
| " " 60's                   | 7         | 6        | 7 1/2              |
| " " 70's                   | 6 1/2     | 6        | 6 1/2              |
| " " 80's                   | 5 1/2     | 5 1/2    | 6 1/2              |
| " " 90's                   | 5 1/2     | 5 1/2    | 6 1/2              |
| " " 100's                  | 5         | 4 1/2    | 5 1/2              |
| " " Bosnia, A's            |           |          | 9                  |
| " " B's                    |           |          | 8                  |
| " " U's                    |           |          | 6 1/2              |
| " " French, 50's           |           |          |                    |
| " " 110's                  | 3 1/4     | 3 1/4    | 4                  |
| Raisins, Fine off stalk    | 5         | 5 1/2    | 6                  |
| " Selected                 | 5 1/2     | 6        | 7 1/2              |
| " Selected layers          | 6         | 6 1/2    | 7 1/2              |
| " Sultanas                 | 8         | 10       | 12                 |
| " California, 3-crown      | 6         | 6 1/2    | 7 1/2              |
| " " 4-crown                | 6         | 6 1/2    | 7 1/2              |
| " " seeded, 3-cr.          | 9 1/2     | 10       | 11                 |
| " Malaga, Lon. layers      | 1 50      |          | 2 25               |
| " Black baskets            |           |          | 2 50               |
| " Blue baskets             |           |          | 2 80               |
| " Dehesa clusters          |           | 3 00     | 3 25               |
| " Choice clusters          | 2 75      | 3 00     | 3 50               |

## PROVISIONS

|                              | Montreal. | Toronto. | St. John, Halifax. |
|------------------------------|-----------|----------|--------------------|
| Dry Salted Meats—            |           |          |                    |
| Long clear bacon             |           | 10 1/2   | 11                 |
| Smoked meats                 |           |          |                    |
| Breakfast bacon              | 14        | 14       | 14 1/2             |
| Rolls                        | 11        |          | 11 1/2             |
| Medium Hams                  | 13        | 14       | 13 1/2             |
| Large Hams                   |           | 12       | 12 1/2             |
| Shoulder hams                | 11        |          | 10 1/2             |
| Backs                        |           |          | 14                 |
| Meats out of pickle 1c. less |           |          |                    |
| Barrel Pork—                 |           |          |                    |
| Canadian heavy mess          | 19 50     | 21 00    | 18 50              |
| " short cut                  | 20 00     | 21 00    | 19 00              |
| Plate beef                   | 12 50     | 13 50    | 13 00              |
| Lard, tierces, per lb.       | 11        | 10 1/2   | 10 1/2             |
| Tubs                         | 11 1/2    | 11       | 10 1/2             |
| Pails                        | 11 1/2    | 11 1/2   | 11                 |



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

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

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

**EXTRA FANCY** { California Navel  
Valencia  
Marmalade  
Messina Lemons }

**ORANGES**

Full lines, Nuts, Dates, Figs; Oysters, Finnan Haddies, etc.  
If you want "The Best" at right prices, order from us.

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



**Your Competitor** cannot outdo you if you  
handle a line of

**THE WILLIAMS BROS. CO.'S**

Ask for  
Price  
List.

**Pickles, Catsups and Sauces**

THEY ARE FIRST QUALITY GOODS AT MODERATE PRICES.

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

**A LITTLE ADVERTISEMENT ....**

Sometimes does as good work as a larger one. We can give  
you any size you want in this paper, from 1 inch to a full page.  
Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto

**MOLASSES**

..... P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,  
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the  
car Molasses, which came to hand in good order  
and condition, and, as a proof I am satisfied with  
the quality, now offer same figures for two cars  
same grade.

This is an extract from a letter received a few  
days ago referring to a carload of Barbadoes ship-  
ped to one of the largest cities in the Province of  
Quebec.

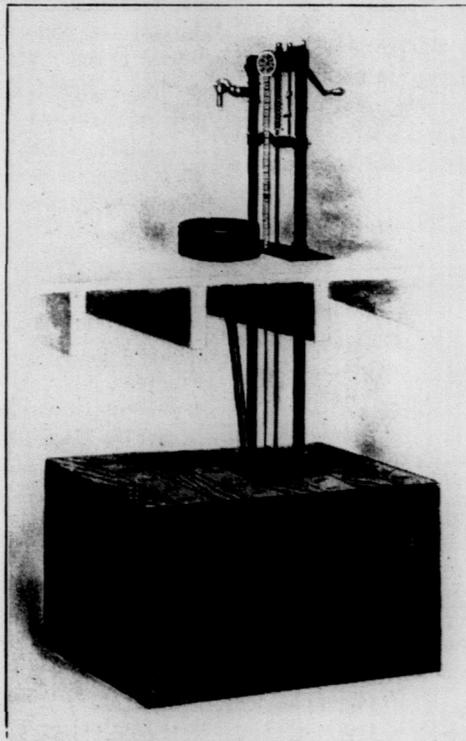
We have some more of this grade  
to offer, and the price is low.

**The Dominion Molasses Co.,**  
Limited

**MOLASSES AND SYRUPS. HALIFAX, N.S.**

WE PRESENT

**THE "NEW CENTURY"**



**3 MEASURE  
SELF-  
MEASURING  
OIL TANK**

As our first con-  
tribution to the  
world's pro-  
gress during  
the opening  
year of the  
New Centu y.

It is the Best  
and Finest Oil  
Handling Ap-  
paratus ever  
offered to the  
trade.

It consists of  
an

**ALL METAL  
PUMP.**

Pumping Gal-  
lons, Half-Gal-  
lons and Quarts  
at a stroke.

Equipped . .  
with the Dial  
Discharge Reg-  
istor, Double  
Float Indicator  
and Full Brass  
Cone Valves.

Tank of Best  
Galvanized . .  
Steel, Cased in  
a Handsomely  
Grained Cab-  
inet.

IT HAS NO EQUAL

THE NEW CENTURY CELLAR OUTFIT.

OUR 1901 CATALOGUE is replete with infor-  
mation relative to the  
FIFTY DIFFERENT STYLES OF

**BOWSER OIL TANKS**

It is free. Send your address to-day.  
S. F. BOWSER & CO.,

65 Front St. East, Toronto; Factory, Fort Wayne, Ind.

## THE TARIFF'S EFFECT ON LONDON MERCHANTS.

**M**R. J. L. WATT, of Scott & Watt, Toronto, is back again in his sample-room, looking as brown as a berry and fit for an active business campaign, after his six weeks' trip to Great Britain and France.

"I do not know that I have anything to say," he remarked in reply to a query of THE CANADIAN GROCER.

"But how did you find business in London?"

"Well, I'll tell you, I learned that a number of houses in London who lost their heads last year on currants and raisins are now trying to settle with their creditors, but have very little to offer them. Those houses, you will remember, continued to buy when prices were at a point that interfered with the consumption. The currant market finally dropped from 60s. per cwt. to 27s., so that on every case of currants which they bought on the first basis and sold on the second they dropped about equal to \$10. This meant a loss of about \$100,000 to men who were holding 10,000 cases."

"What about the grocery trade in general in London?"

"The grocery trade in London is dull, and largely on account of the large purchases of tea and sugar throughout the provinces before the budget was brought down. The result is they are not now in a position to buy with their usual freedom. This also partly accounted for the way in which, at one or two of the tea sales, prices fell off phenomenally. Even some of the largest dealers find difficulty in financing their business, as the Customs authorities insisted that duty-paid tea must be immediately removed from the bonded warehouse. This in turn meant that the duty teas had to be settled for in prompt cash, as the conditions of public sale are cash against delivery warrants. You may gather some idea of the stringency in money which this caused from the fact that one London firm had to put up for its customers' accommodation £200,000 for duty alone."

### TORONTO GROCERS TALK PICNIC.

The excursion committee of the Toronto Retail Grocers' Association met on Wednesday evening to make arrangements for their picnic at Prospect Park, Oshawa. The sub-committees were revised, the names of several experienced workers being added. President Panter, Chairman Sykes, F. W. Johnson, and Secretary McKinnon were appointed a committee to visit Oshawa to examine the picnic grounds and make provision for the music, etc., as well as to

secure ample accommodation for the excursionists at meal time.

It was decided to advertise the picnic extensively this year. One unique advertising scheme which was unanimously agreed to was that the grocers should meet in Queen's Park at 8.15 p.m. on July 22, the Monday evening previous to the picnic, to parade the town. It was agreed that each grocer should attach to his rig two of the large posters giving particulars of the trip. Sleigh bells will also be a feature of the parade. Further particulars regarding the parade will be given later.

### A TALK ABOUT TEAS.

[Montreal Star, June 18]

**T**HEAS, their increased consumption and their remarkable displacement as regards markets, formed the subject of an interesting interview to-day at the Windsor given by Mr. P. C. Larkin, of the "Salada" Tea Co., a former Montrealer.

"People are drinking more tea than they used to," said Mr. Larkin. "For instance, the consumption of tea has increased in Great Britain from four pounds per head a few years ago to six pounds per head to-day. It would seem to be a highly healthful beverage, for the Anglo Saxon is the largest tea consumer, and, as a race, he seems to retain his health and vigor fairly well. Australia, Great Britain and Canada are the great tea-consuming countries and the inhabitants have always been noted for their excellent general health."

"The prominent feature of the trade? Well, one of them is certainly the way China has dropped into the background. For instance, about 12 years ago China shipped into England on an average 160,000,000 lb. of tea annually. Last year the shipments dropped to 17,000,000 lb. Now, Japan ships tea to nowhere in the world except the United States and Canada, and, therefore, it is a matter of life and death for her to hang on to her trade in those countries. What is Japan's position to-day? Why, the imports of Japans last year into Canada amounted to only 9,000,000 lb., while the smallest previous imports for a year amounted to between 11,000,000 and 12,000,000 lb. This shows gradual displacement."

"The object of the Tea Trust being formed is undoubtedly to endeavor to head off the rapid progress that has been made by Ceylon green tea in pushing out the consumption of Japans. Practically all the Japan tea trade is in the hands of Americans, the Canadians not having firing plants in Japan. Ceylon green teas were intro-

duced into America by the 'Salada' Tea Company two years ago, and have made the most wonderful progress on all hands, and promise, indeed, to displace Japans just as Ceylon black tea has displaced China black.

"All green tea in the dry leaf should be a dark olive or brown color. There is another thing in their favor, however, that counts for something with the Canadian public, and that is that Ceylons are produced by our fellow-colonists, and not by the Oriental. Every pound that comes out of the country has the sanction of the Ceylon Government as to its purity."

"We are able to accurately judge of the effect of Ceylon greens on the American public inasmuch as we have branches in Boston, Detroit, Pittsburg and Buffalo, as well as do business in the other large American cities through wholesale grocers. Our operations in Canada radiate to every village and hamlet from Sydney, C.B., to Vancouver, B.C."

### A TRAVELLER'S DEATH.

The Rat Portage News has the following respecting the recent death of a city traveller: Mr. Wm. Hargraves, the representative of G. F. Stephens & Co., Winnipeg, one of the most popular travellers in Western Canada, died last night in the Hilliard House. The attending physician certified that the immediate cause of death was heart failure. The deceased was last year president of the Western Traveller's Association, was highly respected, and his death cast a gloom over a large circle.

### RUST AND "BUST."

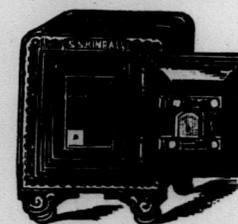
Here is one of the latest salutes to callers which business men are hanging on their walls:

If I Rest  
I Rust  
If I Trust  
I Bust.  
Therefore—  
No Rest  
No Rust  
No Trust  
No Bust.

It comes in red and blue printing.

## CHAMPION FIRE and BURGLAR-PROOF SAFES

ESTABLISHED HERE SIXTEEN YEARS.



We sell direct to the user, and save all commissions.

SIXTEEN SIZES IN STOCK.

Our small Safe is the best low-priced safe in the market. GET PRICES, ETC. BEFORE BUYING.

**S. S. KIMBALL,**  
577 Craig Street, - Montreal.

### SALESMEN AND THE CREDIT SYSTEM.

**I**N order to discuss the salesman's relation to the credit system, writes Thomas B. Fitzpatrick, in *The Retail Grocers' Advocate*, will require a comparison of the old-time methods of selling goods with those of the new, and a measurement of the relative responsibility of the salesman of 1850, who sat in his store and waited for the customer to come to him, with that of the more aggressive salesman of to-day, who, with simple equipment, goes near and far in pursuit of the customer.

Forty or fifty years ago, when the evolution of business methods developed the travelling salesman, thereby introducing the system of selling goods by sample on the road, a new era in the function of salesmanship was marked.

Prior to that time the retail merchant, large or small, bought all his goods in the market, and on account of the long credit system and the stability in prices and style of goods was enabled to purchase a half year's stock at a time.

Our modern innovation of special discounts for payments in ten or thirty days was then unknown.

On the contrary, it was no uncommon thing for the retail merchant to give an accommodation note in settlement of his bill when the four or six months matured, rather than make a cash payment. In the main a closer and more enduring relationship existed between jobber and retailer then than in the case of these days of sharper competition.

When the veteran merchant from an eastern, middle, or western State retired from active service and gave the reins into the hands of his son, it was but to perpetuate the long-established custom of buying from substantially the same firms year after year, and continuing, unbroken, accounts opened perhaps a generation before.

He usually spent a week or two in market when he came, took things quite easy and occupied double the time that would be taken now to buy a corresponding amount of goods.

When he came to market it was quite a common thing for him to become the guest of his wholesale friend for an evening or over night; and thus the already ripe acquaintance was made still more intimate through the exercise of the social function.

All these conditions tended to give the credit man of the past a more intimate knowledge of the personality and financial standing of the customer than his less fortunate successor is favored with to-day.

Aside from this, business was done on narrow lines, merchants were few in number and insignificant in the extent of their business, when compared with our latter-day methods and the present almost incomprehensible volume of trade.

The smaller lines of goods kept in the jobbing stocks of those days, and the correspondingly limited needs of the trade, enabled the salesman to personally wait on the customer through the entire stock; and thus the department salesman, now so active, was an unknown quantity.

Then the retailer sought the jobber; now the tables are turned and the jobber seeks the retailer by means of travelling salesmen.

Formerly the salesman saw the customer only when he came to market; and that was seldom, perhaps two or three times a year. Now the salesman not only sees his customer when he comes to the city to buy

goods, but visits him at his place of business, twelve, twenty-four, or, in some cases, fifty times a year.

This constant and intimate contact gives him the best possible opportunity of judging how the merchant does business, how he keeps and moves his stock, what is the personnel of his department managers, and how he stands as to character and habits in his local community.

Here are factors which must necessarily enter into his credit rating as potently, and, I believe, much more so, than does the consideration of capital.

And yet the salesman, in the greater number of instances, is the only person whose position enables him to become conversant with those facts.

If he ignores them and treats negatively his responsibility in this respect, it only proves that both he and his employers are neglecting to utilize the most valuable source of information bearing upon a customer's claim to credit.

True salesmanship should mean the disposing of goods to those who are honest and capable of paying for them.

### THE NEW PARTNER.

Bullies are not confined to any particular walk in life, and all have that underlying weakness that is developed when a bluff fails them.

There is an old gentleman in Detroit who might be called Peace, so gentle is his nature and so deficient is he in combativeness. He has been greatly imposed upon by some mean enough to take advantage of his disposition. Recently he took a partner in, his son, a strapping young fellow, who pulled in the "varsity" crew and was the all round athlete of his class.

"Is this Peace?" he was asked the other day when he answered the telephone. It was. "Well sir, I got your impudent letter. That stuff I sold you was just what I said it was and just what you agreed to pay for it. What do you mean by telling me I sent you an inferior grade of goods?"

"I think you did." And the lusty youth purposely weakened his voice.

"What, you old shrimp! You dare accuse me of rascality! I'll be down there inside of half an hour, and if you don't apologize and then settle, I'll use you for a club to wreck the office. I'll show you!" And the roar would have terrified the timid old gentleman.

Young Peace got his father to go and see about some stationery for the new firm, set a table and a few chairs against the walls and then waited. The bully came—big, red, noisy and abusive. For about a minute he had vague thoughts of a wind-mill, a freight train and an earthquake in conjunction. When the old gentleman returned, everything looked natural except the grinning office boy and the trembling creditor.

"Mr. Peace," said the terror tamely. "I'm sorry I did not send the goods you ordered. I'll take them off your hands, or you can pay me what you think is right." —Detroit Free Press.

### HAVE FORMED A GUILD.

The movement that has been on foot in St. John, N.B., for the organization of the wholesale grocers in that city has resulted in the formation of a branch of The Dominion Wholesale Grocers' Guild. Mr. C. H. Peters is President, and Mr. George E. Barber, Secretary. Sugar and tobacco will

be put on the limited price basis, and Mr. S. Corbett is engaged in equalizing freight rates.

### TORONTO TRAVELERS' MOONLIGHT.

The big topic of interest at the meeting of The Toronto City Travelers' Association on Monday evening was the annual moonlight excursion of the Association, which is to be held on Wednesday evening, July 3.

The Excursion Committee, Messrs. W. Anderson, Chairman; W. F. Daniels, Secretary; J. M. Wright, C. H. Wilson, James Scott and Jerry Burns, reported that they had secured the steamer Chippewa, the 48th Highlanders' Band and Glionna's orchestra, and that in every way the excursion this year should be fully up to the standard of those of past years. A big crowd is expected. The double tickets will be 75c.; the single tickets, 50c.

### OLIVE CROP IN SOUTHERN EUROPE.

United States Consul Van Buren reports from Nice, May 7, 1901: "A local newspaper calls the attention of proprietors of olive groves in this district to the diminishing production in Italy, due to the mild winters, the dry spring seasons, and the consequent ravages of the olive fly. It urges the owners of olive plantations in this district to adopt means for their improvement, claiming that better markets will be found on account of the decreased competition from Italy. It omits to state, however, that very much the same condition of things exists here, entire districts being ruined by the black blight or noir, as it is called here, while the ravages of the olive fly are an annual occurrence."

### UNFAVORABLE TEA WEATHER.

A Reuter's telegram from Calcutta of this week's date, states that in all the Indian tea-growing districts the weather last month was generally unfavorable. In Assam the outturn was very poor, except in the Dibrugarh, Cachar, and Sylhet districts. The outturn at the end of May was 40 per cent. under that in the corresponding period in 1900. In the Duars and the Terai the outturn was also very poor; while in Darjeeling, at the end of May, it was 20 per cent. under that of last year.—Grocers' Journal, June 8.

### FRASER RIVER SALMON.

A despatch from Vancouver under date of June 17 says: "The salmon canners and the fishermen of the Fraser River are now at a deadlock, and another fishermen's strike, on practically the same grounds as last summer, seems inevitable. After repeated conferences committees representing the two parties to the controversy held a final session this afternoon. After a lengthy discussion the canners withdrew all offers of concessions of any sort which had been made. The fishermen's union represents 6,000 men. Forty-nine canneries representing an aggregate output of 600,000 cases will be affected by a strike."

The Ottawa Fish Co. (Geo. S. Johnston, manager), has opened at 140 Bank street, a market for the retailing of fish of all kinds, oysters, game, poultry, vegetables, fruit, etc.

## THE PROVISION TRADE.

The Markets—The Profits on Bacon—Miscellaneous Notes.

### PROFITS ON BACON.

WITH all their drawbacks the profits on proprietary articles have been clearly ascertainable and certain though small, and we fear that many retailers, in spite of that small profit, have been tempted to rely to a considerable extent upon them and act in a careless manner as regards the sale of such important goods as bacon. Some time ago we had a competition on "How to cut up bacon" and, although there were numerous essays with illustrations sent in, none of them were considered good enough to secure the prize. The contributions were submitted to a well-known expert in the provision trade and he found vital errors in every one of them. Either the method of cutting was unprofitable, or the pricing of the various parts and the calculation of the profits to be derived were beset with serious errors. This alone was sufficient to show us the loose way in which the retail trade deals with bacon. In the last issue of *Grocery*, figures were given showing the profits obtained by the cutting up of the actual sides in practice, and although the different parts were priced at quite good selling rates, in many instances when the whole of the side had been sold the profit shown was either infinitesimal or nil. There is no doubt that many members of the trade, possibly the majority, are selling bacon at a loss.

At the prices ruling some years ago bacon would bear handling in this way, but with the present high prices it is necessary not only to cut bacon scientifically so as to secure the greatest number of prime parts, but to take care that the prices charged are remunerative on the side taken as a whole. It is generally admitted that last year was a disastrous one for the grocery and provision trade. The whole of that time traders continued to hope for better times, to believe that the markets would fall away, and to put off raising their prices on many such important staple articles as bacon. All the time they relied upon making enough to cover expenses at least out of proprietary goods, tea, sugar, and a large number of articles into the composition of which sugar enters. The profit on proprietary goods shows no signs of increasing, and in those containing sugar it may even diminish, whilst the profit on cheap confectionery and many things of that nature will be diminished and may even vanish under the

application of the sugar tax. If we rule out bacon as a losing article, sugar and confectionery as unprofitable, put down biscuits with diminished profits and allow no increase anywhere, the continual subtraction reduces the total profit of the business to zero, and may even make it a minus quantity. We think every grocer would do well to really make sure how he actually stands in the matter, and above all avoid the policy of drift which has brought so many good men into the Bankruptcy Court.—*Grocery*, London, Eng.

### THE PROVISION MARKETS.

#### TORONTO.

There is a good movement of dressed meats. Prices keep firm at the following basis: Dressed hogs, \$8.75 to \$9.30 per cwt.; sheep, \$7 to \$8 per cwt.; yearling lambs, \$9 to \$10 per cwt.; spring lambs, 13 to 13½c. per lb. to \$4.50 to \$5.50 each; beef carcasses \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8 to 9¼c. for best; fore quarters, \$6 for best; calves, \$8.25 for best and \$6.50 to \$7.50 for mediums.

Owing to the continued high price of live hogs and the good demand for pork products in Great Britain, the market here continues stiff. Lard is especially high, an advance of ¼ to ½c. per lb. being noted. Nearly all meats are ¼c. dearer than last week. We quote as follows: Long clear bacon, 10½ to 11c. Smoked meats—Breakfast bacon, 14½ to 15c.; rolls, 11 to 11½c.; small hams, 13½c.; medium hams, 13c.; large hams, 12 to 12½c.; shoulder hams, 10½c.; backs, 14c. Barrel pork—Canadian heavy mess, \$20; Canadian short cut, \$21.

#### MONTREAL.

Lard and pork are both higher this week, each being advanced ¼c. per lb. Lard in pails is worth \$2.30 per pail. We quote as follows: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.88 for 1 to 24 pails; \$1.86 for 25 to 49 pails; \$1.82 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail;

Cottolene, 9¼c. per lb. in tierces, and 10¼c. in 20-lb. pails and 10c. in 50 lb. boxes, for Quebec.

#### ST. JOHN, N.B.

In pork, there is a fair demand and full prices are asked. As the local packers get cleaned up here and on P.E.I. higher figures are asked. Boston, which so often sells low, has also higher ideas. Beef dull. Some Canadian received has not been satisfactory. Lard is still moving up, but is in good demand. And the inquiry is for pure.

#### WINNIPEG.

The market is firm with good demand and without change in prices. We quote: Sugar-cured smoked hams, 13c.; sugar-cured bellies, 13½c.; sugar-cured backs, 13c.; spiced rolls, 10¼c.; picnic hams, 9c.; dry salt, long clear bacon, 11c.; ditto, smoked, 12c.; dry salt shoulders, sq. cut, 8½c.; boneless shoulders, 10c.; boneless backs, 12c..

#### MEAT MAN SOLD LIGHTING.

A progressive butcher in Chicago stirred up the electric lighting company which supplied people about him. He put in a dynamo in his place and sold lighting to his neighbors. He also vended electric power, to the annoyance and distress of the chartered trust. The city let him connect his market and slaughter house with a conduit, so he claims the right to aid his "adjinin' neighbors."—*National Provisioner*.

#### LIVERPOOL.

Bacon—Advices from America are stronger, and help holders here to show a firm front, late quotations being fully maintained for Irish and fancy meats. Though country houses still exercise some caution in purchasing, the better inclination continues, and on the whole a moderate trade is transacted. Shoulders meet a quiet consumptive sale, and a steady tone rules for New Yorks and squares at low rates.

Hams very firm all round, with a moderate sale for long cuts at partially 1s. advance, and short cuts at about 6d. more money. Skinless scarce and wanted, 6d. per cwt. improvement being quoted.

Lard, in sympathy with better cables, rules firmer at previous rate for prime Western and refined, with a quiet demand experienced.—*Grocers' Journal*, June 8.

#### ARMOUR'S BIG PURCHASE.

Kansas City Drivers' Telegram: Some idea of the amount of live stock necessary to keep a big packing concern like the Armour's supplied can be gathered from the number of hogs purchased by this one

**All Bacon  
and Hams**

cured by this company are done after the Irish process, which has made Irish Bacon famous the world over. We guarantee a cure and quality equal in every respect.



Registered Trade Mark Brand  
Found on all our Bacon and Hams.

**Our Lard** is absolutely pure, and we are confident of repeat orders wherever it receives a trial.

These are some of our varieties: Breakfast Bacon, Short Roll Bacon, Long Roll Bacon, Wiltshire Bacon, Cumberland Bacon, Long Rib Bacon, Long Clear Bacon, Back or Windsor Bacon, Long and Short Cut Hams, etc., etc.

**Farmers' Co-operative  
Packing Co.**

C. F. HODGES, General Manager. OF BRANTFORD, LIMITED.

**BREAKFAST BACON.**



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

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

**Sugar-Cured  
MEATS**

are high and will be high in price during the summer. We can give you a good selling line of

**SHOULDERS**

at reasonable prices. These are Sugar-Cured, Mild, and cut up well, in place of the higher-priced Hams.

**F. W. FEARMAN CO.**

Limited  
Pork Packers, Lard Refiners,  
Butter and Cheese Dealers.  
Hamilton, Ont.

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



GUARANTEED CHOICE AND PURE.  
GOLD MEDAL, PARIS 1900.  
Please order goods through your wholesale house.

concern in four markets, Chicago, Omaha, Kansas City and Sioux City last week. Here are the figures :

|                  |        |
|------------------|--------|
| Chicago.....     | 45,800 |
| Omaha.....       | 24,080 |
| Kansas City..... | 30,970 |
| Sioux City.....  | 2,000  |

Total..... 102,850

Assuming that these hogs averaged 215 lb., the total weight of the hog purchases by the Armour's last week was 22,113,180 lb. The average price paid was in the neighborhood of \$5.80, which made the total amount paid in one week for hogs alone \$1,282,574.44. Add to this the outlay for cattle and sheep, and for salaries, wages and other operating expenses, and consider the amount of money tied up in stock in storage, and some idea may be gained of the amount of money needed to run an institution of this kind.

#### UNITED STATES.

Packers seem to be doing their utmost to prevent the premature development of a provision advance. Stocks are small. Any advance at this time would consequently make money only for the speculators. The tradition is that, for a first-rate bull deal in hog product, the cash distributors must be well loaded with property. An advance then gives the important people in the business a profit. It makes the middleman fee

enthusiastic by giving him a profit, and creates confidence along the whole line of packer, jobber, retailer and consumer. An advance started prematurely, before the big run of hogs is over and before the packers and distributors are stocked up, sours them all, and is apt to result in the distribution of the product by cash people on a declining rather than on an advancing market. That is always an uncomfortable and unprofitable experience. In spite of the efforts to keep provisions within bounds, there has been within a week an important advance. Lard is up \$1 per tierce in a week. Pork and ribs have not rallied so much. With the big men working for lower prices temporarily, the outsiders will find some trouble in maintaining a rally if the hogs come this month as freely as expected. —National Provisioner, June 15.

#### JONAS & CO.'S WAREHOUSE.

Henri Jopas & Co., Montreal, have taken over the warehouse adjoining the west side of their headquarters on St. Paul street and are fitting them up into an additional suite of offices. The old suite will be transformed into one general office, and thereby business will be greatly facilitated. Mr. Jopas is having handsome private offices fitted up in the addition, both upstairs and downstairs. Scope is also afforded for an extension of the manufactory, and, needless to say, it will be grasped. Altogether the change indicates a healthy growth.

#### SUGAR AND SHOEBLACKING.

How some tradespeople depend on each other is curiously shown by The London, England, Boot and Shoes Trades' Journal. It says :

"Some of the blacking makers, especially those making paste blacking, appear to be rather heavily hit by the new tax on sugar, glucose entering largely into the composition of this old form of shoe polish. With regard to imported blacking, tons of it have been arrested by the Customs officials, who, in their easy way of doing things by rule of thumb, are imposing the duty on the entire bulk, and not on the proportion of sugar contained in the blacking. This is, of course, an error, and although the makers are for the moment scared, they will find that the tax will only be levied upon the percentage of sugar or glucose contained in the blacking, and not on the bulk of the blacking itself. It was hardly supposed that the tax would be collected without little difficulties of this nature, but that old remark that all comes right in the end will be found to apply to this particular instance."

#### SUGAR BEETS NOT DAMAGED.

The heavy rains of May it was feared would destroy the sugar-beet crop in Ontario. The Department of Agriculture has been making inquiries during the past ten days in the various districts where the beets are grow. Officials of the Department were surprised to find the beets in such excellent condition during the heavy rains. The crop promises to be a good one this season, and beet growing will prove a success.

# CANADIAN BACON

## THE BEST QUALITY OUR BRANDS

meet the requirements of the most exacting trade.

PEA FED WILTSHIRE CUT  
LONG RIB CUT  
CUMBERLAND CUT  
LONG CUT HAMS

MILD CURED  
FULL FLAVORED  
CAREFULLY SELECTED  
ALWAYS RELIABLE

## The Park, Blackwell Co.,

LIMITED

PACKERS AND EXPORTERS  
TORONTO, CANADA.

London Agents : Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents : Messrs. W. P. Sinclair & Co.  
12 North John St.



## Picnic Parties

will require

# PICKLES.

Sell them

REGISTERED  
*Bow Park*  
BRAND

## Sweet Pickles

and they will not only  
be satisfied, but ask for  
more.

ASK YOUR WHOLESALER OR WRITE DIRECT  
FOR QUOTATIONS

## Shuttleworth & Harris, BRANTFORD, CAN.



Orders can be filled by any of the leading jobbers in Canada or direct.

No hog lard is as pure and wholesome as Fairbank's "Boar's Head" Standard Refined Lard Compound. This brand is the oldest on the market, commanding the preference of consumers everywhere.

Fairbank's "Boar's Head" Standard Refined Lard Compound commands a better price than hog lard at times when hog lard is cheap; at present our "Boar's Head" Brand is sold at 1½c. to 2c. per lb. less than hog lard.

Fairbank's "Boar's Head" Standard Refined Lard Compound is composed chiefly of vegetable oil, and on account of its purity and wholesome quality is preferred to hog lard by those who have tried it. It will go further in cooking than any hog lard.

Write for quotations on Fairbank's "Boar's Head" Standard Refined Lard Compound. It will give satisfaction to your trade and increase your profits. We guarantee the quality.

Fairbank's "Boar's Head" Standard Refined Lard Compound is packed in the following sizes:

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

# THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.



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.



# PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

—AGENTS:—

- |                                                            |                                                        |
|------------------------------------------------------------|--------------------------------------------------------|
| Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq. | Toronto—J. Westren & Co., 72 Colborne St.              |
| Halifax, N.S.—J. Peters & Co., 47 Upper Water St.          | Hamilton—Imperial Vinegar Co.                          |
| St. John, N.B.—Robert Jardine.                             | Winnipeg—A. Strang & Co., Portage Avenue.              |
| Montreal—J. M. Kirk, 18 Hospital St.                       | Vancouver, B.C.—C. E. Jarvis & Co., 328 Holland Block. |

**SPANISH ALMOND AND RAISIN CROP.**

**T**HE United States consul at Malaga, Spain, under date of May 15, writes:

"In answer to inquiries from persons in the United States, I submit the following report on the prospects of the almond and raisin crops in this district for 1901:

**ALMONDS.**

"Until after the early spring wind-storms, it was impossible to give definite information; but now that these storms are over, it may be said that the almond crop promises to be at least up to, if not slightly above, the average. But for heavy frosts during early April, in the Provinces of Malaga and Granada, there would have been an unusually large yield.

"The famous Jordan almonds of commerce are grown exclusively in the Province of Malaga, and from 125,000 to 130,000 boxes is a fair average crop. Valencia almonds are also a Malaga product, and an average yield would be about 175,000 boxes, which, in addition to the Jordan almonds, would indicate a total crop this year of about 300,000 boxes.

"Of last year's Jordans, only a very small portion remains unsold, but the warehouses of Malaga still contain a considerable left-over stock of Valencias. There is just now some demand for Jordans at market prices of from \$7 to \$7.25 per box of 28 pounds, cost and freight included. Valencias are not much in demand, but the market price is from \$5.50 to \$5.75 per box of 25 pounds, cost and freight included.

"During the year ended December 31, 1900, there were exported from Malaga to the United States 56,125 boxes of Jordans and Valencias, at prices generally higher than ever known before. Some of Malaga's leading merchants bought when the market was highest, and have since been compelled to sell at largely reduced prices; others are largely stocked with Valencias, which cost about 25 per cent. more than the market price of to-day. The result has been that at least one leading firm has abandoned the almond business altogether, and others are ready to follow.

**RAISINS.**

"Malaga raisins are famous all over the world. At present, the production, which had grown smaller some years ago because of the ravages of the phylloxera, is on the increase. A good average crop would mean about 1,200,000 boxes. Last year, owing to floods and storms, the crop was short many thousand boxes, and in all the commercial history of Malaga there never was known such fluctuation in prices. Merchants, as a rule, had a bad year and lost large sums of money. This year, there is every promise of an abundant crop of a fine quality.

"Of last year's crop, from 40,000 to 50,000 boxes remain unsold. These are mostly

loose raisins, quoted at present at 75 cents a box. If these are not sold, they will be utilized in making wine.

"I would invite attention to the fact that the above prices include cost and freight to any port of Europe or to the United States."

**ORDERS FOR SPECIAL GOODS.**

**N**O wholesaler, however large and assorted his stock may be, keeps everything in his warehouse that appertains to his particular line of business. There are specialties which he must get as they are wanted, sometimes being compelled to get them manufactured. To procure these special goods sometimes requires a good deal of time, and occasionally the customer has refused, upon some ground or other, to accept them. This frequently means that the goods are left on the wholesaler's hands

regular stock. This agreement, which may possibly interest the grocery as well as the hardware trade, is given herewith:

The original form is printed on paper letterhead size.

**BRITISH COLUMBIA STRAWBERRIES.**

Fruit Inspector Tom Wilson returned last night from a visit to Hammond and the Maple Ridge farming district generally. He states that next week should witness the placing of large consignments of British Columbia grown strawberries upon the Vancouver market. The crops are this summer both good in quantity and fine of quality, and should arrive in prime condition provided that a rainy period does not set in. It is now considered that shipments of Washington berries will cease altogether as reports indicate that the crop across the line has been exceptionally light this year, and on the whole of rather poor quality. With the Washington berries out of the market it is probable that the price of the British Columbia delicacy will remain rather high for some time to come as com-

**WOOD, VALLANCE & CO.,**  
Wholesale Hardware Merchants.

**HAMILTON, ONT.,**  
Canada.

M.....190...

.....190...

We will be pleased to procure for you, as quickly as possible, the special goods which you require. These goods are not regular stock lines with us, and we cannot accept the order unless you will guarantee to accept the goods upon arrival, nor can we be held responsible for delay through causes beyond our control, but we will do all that we can to give you every satisfaction. If you desire us to order the following lines kindly sign and return the attached special order to us.

Yours truly,  
**WOOD, VALLANCE & CO.**

---

**WOOD, VALLANCE & CO.,**  
Hamilton, Ont. ....190..

Dear Sir:

Kindly procure for us, as quickly as possible, the following goods, which we agree to accept upon arrival:

.....

Shipping instructions.....

Yours truly,  
.....

---

| QUANTITY. |  |  |  |
|-----------|--|--|--|
|           |  |  |  |

or that they have to be sold at a loss before a customer can be found. Wood, Vallance & Co., the wholesale hardware merchants, Hamilton and Toronto, have been casting about for a remedy, with the result that they have devised a form of agreement which they ask customers to sign when ordering special goods which are not carried in

petition will be unfelt. As the shipments of local berries increase the market is bound to fall, but it is not expected that this will happen for several weeks yet. Californian strawberries have not found favor on the local market this year as they have arrived in poor condition besides being green and undersized.—The Province, Vancouver.

TEAS  
TEAS  
TEAS  
TEAS  
TEAS

## Green Ceylon and Indian Teas

are more popular every day. **WHY?** because the quality and style of these teas please your customers. And, another thing,

They all want something new.

You will increase your tea trade—

It means more business, more profits.

You must consider all this.

We have this kind of tea amongst our large and well-assorted stock. We will give you, **FREE**, with first purchase,

### A Handsome Tea Canister,

to contain about 60 lbs. These teas we have to retail at 25 and 40c. Try a sample package and be convinced by yourself of the really good value we are offering you. We also carry a full assortment of other teas.

*Samples and Prices sent on application.*

# L. Chaput, Fils & Cie.,

Wholesale Importers:  
Teas, Coffees, Molasses, Spices, Dried Fruits.

**MONTREAL.**

## THE DATE PALM.

**B**YE-products have been freely brought to the notice of tea and coffee planters in Southern India, but if any one of the many that have been named has been cultivated successfully, the reaper of the benefit has kept his success decidedly dark. On the whole, there has probably been more hard cash spent in the acquirement of experience than profit earned as the result of enterprise. Yet, this is by no means a good reason why such enterprise should cease. One of the chief difficulties is that gentlemen who advocate the claims of particular products do not state sufficiently clearly the habitat and the requirements of such plants, the conditions under which they chiefly flourish, and many other details essential to the making of a correct estimate of prospects. As a rule, some scientific or

## QUASI-SCIENTIFIC INDIVIDUAL

draws up a recommendation intended for people in the district in which he is working or writing. They, knowing the local conditions, etc., are able to form a sound judgment as to his suggestions. Some newspaper scribe afar off gets hold of these, and without knowing these conditions calmly reiterates the suggestions with respect to a district or a country wherein climate, temperature, labor conditions, etc., are widely different. The result—temporary kudos to the scribe,

## EXPENSIVE EXPERIENCE

to the experimenter who acts upon his suggestions. And then, the man who thinks he has a grievance howls. If there be one who has really benefited by the advice given him, he, nine times out of ten, lies low, for fear lest any manifestation of content on his part might stimulate his brother planters to follow his example, thus increasing competition with the natural result of increasing the risk of prices declining.

For instance, The Conservator of Forests, South Australia, has warmly advocated the claims of the date-palm to the favorable notice of agriculturists in the interior of that colony. It does not follow that the date-palm would thrive in India, nor are sufficient details regarding atmospheric conditions given to enable us to assert that there is a strong probability that this palm would do well in particular parts of India. Still, there are sufficient indications in this country that the cultivation of the date-palm deserves consideration, and while several of the planting districts in Southern India offer no inducement, there are a few where the date-palm would probably repay the planter's care. It is described as "an example of extraordinary fruitfulness." We are informed that "next to the coconut it is unquestionably the

## MOST INTERESTING AND USEFUL

of the palm tribe." It can draw nourishment from the scorching sand, and scarcely less burning airs of heaven, and the brackish waters beneath the soil, which are fatal to all other kinds of vegetation; it retains its verdure fresh in the glare of a pitiless sun; it provides the grower with beams and coverings for his huts; cordage for the harness of his horses and mules; fruit to satisfy his hunger. The Italian relies on his vine, the Polynesian on his coconut, the Arab on his date-palm. The habitat of the date is North Africa, Arabia, Persia, Egypt, Nubia, Syria, and it does not go farther east than the mouth of the Indus.

It is indigenous in the Canary Isles; wanting in the south of Senegal, and it no longer appears in oases of Tartar, between the 13th degree and 15th degree of latitude.

The zone in which it grows well in general is that between 35 degrees and 19 degrees north. According to Link, it flowers freely in the south of Europe, as in Sicily, the Morea, and the south of Spain; and also bears fruit there, though this is not sweet. In Sicily it still grows at 1,700 feet—namely, at Aderno and Trecastagne on Etna, but it probably does not bear fruit on this island.

## IT NEEDS 5,100 DEGREES FAHR.

of heat accumulated during eight months for the date to ripen its fruit perfectly. If the sum of the heat be less the fruits set, but they do not grow to their full dimensions; they also remain bitter to the taste, and lack much of the sugar and albumen, to which they owe their nutritive properties. The mean temperature of the year in the Sahara averages from 68 degrees to 70 degrees, according to the locality.

The heat commences in April, and does not cease till October. Keith Johnston's "Physical Atlas" gives the temperature in summer and winter as: July, 81 degrees to 86 degrees; January, 52 degrees to 61 degrees; mean temperature (annual), 68 degrees to 76 degrees. Biskra, the celebrated date-growing district in North Africa, is in latitude 34 degrees 51 minutes, altitude, 410 feet; it faces towards the hot tropical south, and is protected by mountains on the north side. It has an annual mean temperature of 68.5 degrees. (January 50.2 degrees, July 89.8 degrees). The thermometer seldom sinks in the cold season more than 2 degrees below freezing point, and the date

## CAN ENDURE SIX DEGREES OF FROST.

The neighborhood of the sea is unfavorable to the production of good dates. The general altitude of the central districts of North Africa, where it thrives, is 600 feet to 2,000 feet; the date-palm also grows in some Egyptian oases from sea-level to 600 feet. The lower portions of the rivers Euphrates and Tigris in Turkey are from

sea-level to 600 feet. The amount of annual rainfall requisite for the best dates is from five inches to 10 inches; for those of inferior qualities, from 10 inches to 25 inches.

It may be thought that all this does not lend much encouragement to the idea that the date-palm can be successfully grown in India, but the fact remains that it is grown in some parts. Although the date requires a hot, dry climate, yet its roots must have access to moisture. And though it is essentially a tree belonging to desert regions, yet it is confined to the oases in these deserts where water is found. It flourishes in rainless countries, but only where there is moisture in the soil, either naturally or produced by irrigation. Meyen, in his "Geography of Plants," states that a sandy soil suits the date best; and Somini, saw it growing in the sands in Egypt as well as in the more fertile parts.

## IT WILL LUXURIATE

even in saltish soil, and the water for its irrigation may be slightly brackish. Brigade-Surgeon Bonavia says that, on the whole, it thrives best in sandy granitic, schistic, and calcareous soils. The northern half of Arabia, which is an important centre for date culture, is granitic. As to the virtue of dates: They contain more than half their weight in sugar, but there is a fair amount of flesh-forming material present as well; dates without the stone, contain in 100 parts:—

|                      |      |
|----------------------|------|
| Water.....           | 20.8 |
| Albumen.....         | 6.6  |
| Sugar.....           | 54   |
| Pectose and gum..... | 12.3 |
| Fat.....             | 0.2  |
| Cellulose.....       | 5.5  |
| Mineral matter.....  | 1.6  |

The pungent rigidity of the foliage protects the date from encroachment of pasture animals, hence it can be left without fencing or hedging. Professor Tryon, Government, Entomologist, Queensland, from whose writings we gather the chief facts stated above, considers that conditions in local Queensland are favorable for date-palm cultivation. Would it not be worth the while of some planters in India, say, in Mysore, to make an experiment?—Planting Opinion.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

EMPIRE

SMOKING TOBACCO

In 5 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.

EMPIRE is well advertised.

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

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED  
MONTREAL, QUE.

# 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 gravies, soups, etc.

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

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



## LICORICE..

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

**YOUNG & SMYLIE**

Established 1845.

BROOKLYN, N.Y.

EASILY DIGESTED

### The Graham Wafers

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

Try a Tin and be Convinced.

THE GARDINER BISCUIT CO., Kingston.

### W. A. McCLEAN & CO.

OWEN SOUND.

Pork Packers and Grain Dealers.

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

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KINGSTON, JAMAICA, B.W.I.

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

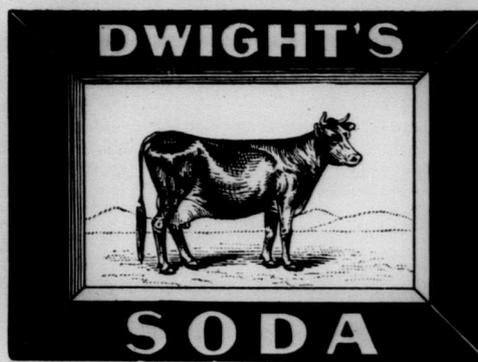
Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

**THE GLENER CO.,**

Limited

"Gleaner" Office, . . . KINGSTON, JA.



### It's Not Only The Men

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

John Dwight & Co., Toronto and Montreal

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

Do not be persuaded to buy any other kind, as the market is now flooded with vile rubbish, most of which contain no Herbs at all, and will not produce the same result. We guarantee ours to be COMPOSED OF HERBS.

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

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

All Wholesalers keep it.

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

Your gain, \$2.40 besides the freight on the extract.

**PRICE TO DEALERS.**

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

SEND YOUR ORDER TO....

**W. P. DOWNEY, Sole Canadian Agent,**  
20 and 22 St. Peter Street, - MONTREAL.  
Handbills, Showcards, etc., on receipt of Business Card.





# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

| EXTRACTS.                               |                     | Jams—                                              |  | T. UPTON & CO.                                                              |  | Durham, 4 lb. jars, per jar          |  | PICKLES.                                                                                 |  |
|-----------------------------------------|---------------------|----------------------------------------------------|--|-----------------------------------------------------------------------------|--|--------------------------------------|--|------------------------------------------------------------------------------------------|--|
| <b>HENRI JONAS &amp; CO. Per gross.</b> |                     | 1-lb. glass jars 2 doz, in case, per doz           |  | \$1 00                                                                      |  | 1 lb. " " " " " " " " " " " "        |  | STEPHENS' A. P. Tippet & Co., Agents.                                                    |  |
| 1 oz. London Extracts                   | \$8 00              | 5-lb. tin pails, 8 pails in crate, per lb          |  | 0 06 1/2                                                                    |  | F. D. 1/4 lb. tins, per doz.         |  | Patent stoppers (pints), per doz. ... 2 30                                               |  |
| 1 oz. " (no corkscrews)                 | 5 50                | 7-lb. wood pails, 6 "                              |  | 0 06 3/4                                                                    |  | " 1/2 lb. tins                       |  | Corked pints, " " " " " " " " " " " "                                                    |  |
| 2 oz. " "                               | 9 00                | 14-lb. wood pails, per lb                          |  | 0 06 1/2                                                                    |  | BAYLE'S PREPARED MUSTARDS.           |  | BAYLE'S.                                                                                 |  |
| 1 oz. Spruce essence                    | 6 00                | 30-lb "                                            |  | 0 06 1/2                                                                    |  | Robert Greig & Co., Toronto, Agents. |  | Robert Greig & Co., Toronto, Agents.                                                     |  |
| 2 oz. " "                               | 9 00                | Jellies—                                           |  |                                                                             |  | 1/2-lb. jars 1-lb. jars.             |  | 1/2 Pint. Pints.                                                                         |  |
| 2 oz. Anchor extracts                   | 12 00               | 1-lb. glass jars, per doz.                         |  | \$1 00                                                                      |  | Horseradish                          |  | Pandora, per doz.                                                                        |  |
| 4 oz. " "                               | 21 00               | 7-lb. wood pails, per lb.                          |  | 0 06 1/2                                                                    |  | English Sandwich                     |  | Sliced Sweet                                                                             |  |
| 8 oz. " "                               | 36 00               | 14-lb. " " " "                                     |  | 0 06 1/2                                                                    |  | " " " " " " " " " " " "              |  | Hot Stuff                                                                                |  |
| 1 lb. " "                               | 70 00               | 30-lb. " " " "                                     |  | 0 06 1/2                                                                    |  | JONAS' FRENCH MUSTARDS               |  | Tobasco Sauce, 2-oz. bottle, per doz.                                                    |  |
| 1 oz. Flat                              | 9 00                |                                                    |  |                                                                             |  | HENRI JONAS & CO. Per gross.         |  | Tobasco Pods in vinegar, 1/2 pt. " " " " " " " " " " " "                                 |  |
| 2 oz. Flat, Anchor extracts             | 18 00               |                                                    |  |                                                                             |  | Pony size                            |  | SODA.—COW BRAND                                                                          |  |
| 2 oz. Square                            | 21 00               |                                                    |  |                                                                             |  | Imperial, medium                     |  | Case of 1 lb. (containing 60 pkgs., per box \$3.00)                                      |  |
| 4 oz. " (corked)                        | 36 00               |                                                    |  |                                                                             |  | Tumblers                             |  | Case of 1/2 lb. (containing 120 pkgs., per box \$3.00)                                   |  |
| 8 oz. " "                               | 72 00               |                                                    |  |                                                                             |  | Mugs                                 |  | Case of lbs. and 1/2 lbs. (containing 30 1 lb. and 60 1/2 lb. packages) per box, \$3.00. |  |
| 4 oz. " glass stop extracts             | 3 50                |                                                    |  |                                                                             |  | Pint jars                            |  | Case of 5c. pkgs (containing 96 pkgs) per box \$3.00.                                    |  |
| 8 oz. " "                               | 7 00                |                                                    |  |                                                                             |  | Quart jars                           |  |                                                                                          |  |
| 2 1/2 oz. Round quintessence extracts   | 2 00                |                                                    |  |                                                                             |  |                                      |  |                                                                                          |  |
| 4 oz. Jockey decanters                  | 3 50                |                                                    |  |                                                                             |  |                                      |  |                                                                                          |  |
| <b>FOOD.</b>                            |                     | <b>KNIFE POLISH.</b>                               |  | <b>LICORICE.</b>                                                            |  | <b>MATCHES.</b>                      |  | <b>SOAP</b>                                                                              |  |
| Robinson's Patent Barley 1/2 lb. tins   | 1 25                | Nixey's "Cervus" 6d. and 1s. tins                  |  | For price list and sliding scale apply W. G. Nixey 12 Soho Sq. London, Eng. |  | Eddy's Telegraph, single cases       |  | A. P. TIPPET & CO., AGENTS                                                               |  |
| " " " " 1 lb. tins                      | 2 25                | Young & Smylie's List.                             |  | 5-lb. boxes, wood or paper, per lb                                          |  | five cases                           |  | MAYPOLE SOAP colors                                                                      |  |
| " " " " Groats, 1/2 lb. tins            | 1 25                | 5-lb. boxes (35 or 50 sticks) per box              |  | 1 25                                                                        |  | Telephone, single cases              |  | per gr. \$10.20                                                                          |  |
| " " " " 1 lb. tins                      | 2 25                | " Blinged" 5 lb. boxes, per lb                     |  | 0 40                                                                        |  | Eagle Parlor, single cases           |  | per gr. \$15.30                                                                          |  |
| <b>GILLETTS' POWDERED LYE.</b>          | doz. in case \$3 60 | " Acme" Pellets, 5 lb. cans, per can               |  | 2 00                                                                        |  | five cases                           |  | per gr. \$10.20                                                                          |  |
| <b>JAMS AND JELLIES</b>                 |                     | per box                                            |  | 1 50                                                                        |  | " "                                  |  | per gr. \$15.30                                                                          |  |
| SOUTHWELL'S GOODS. per doz.             |                     | Tar, Licorice and Tolu Wafers, 5 lb. cans, per can |  | 2 00                                                                        |  | " "                                  |  | per gr. \$10.20                                                                          |  |
| Frank Magor & Co., Agents.              |                     | Licorice Lozenges, 5 lb. glass jars                |  | 1 75                                                                        |  | " "                                  |  | per gr. \$15.30                                                                          |  |
| Orange Marmalade                        | 1 50                | " Purity" Licorice 10 sticks                       |  | 1 45                                                                        |  | " "                                  |  | per gr. \$10.20                                                                          |  |
| Clear Jelly Marmalade                   | 1 80                | Dulce, large cent sticks, 100 in box.              |  | 0 75                                                                        |  | " "                                  |  | per gr. \$15.30                                                                          |  |
| Strawberry W. F. Jam                    | 2 00                | <b>MUSTARD.</b>                                    |  |                                                                             |  | " "                                  |  | per gr. \$10.20                                                                          |  |
| Raspberry " "                           | 2 00                | COLMAN'S OR KEEN'S.                                |  |                                                                             |  | " "                                  |  | per gr. \$15.30                                                                          |  |
| Apricot " "                             | 1 75                | D. S. F., 1/4 lb. tins, per doz.                   |  | \$1 40                                                                      |  | " "                                  |  | per gr. \$10.20                                                                          |  |
| Black Currant " "                       | 1 85                | " 1/2 lb. tins, " "                                |  | 2 50                                                                        |  | " "                                  |  | per gr. \$15.30                                                                          |  |
| Other Jams, W. F.                       | 1 55                | " 1 lb. tins, " "                                  |  | 5 00                                                                        |  | " "                                  |  | per gr. \$10.20                                                                          |  |
| Red Currant Jelly                       | 2 75                |                                                    |  |                                                                             |  | " "                                  |  | per gr. \$15.30                                                                          |  |

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