

**PAGES  
MISSING**


# THE CANADIAN GROCER



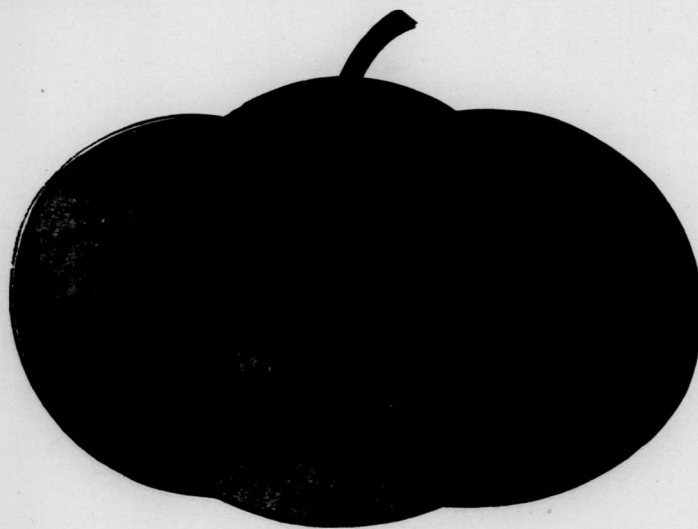
**SPECIAL  
AUTUMN NUMBER  
OCT. 26 1900**

**THE MACLEAN PUBLISHING CO. LIMITED**  
MONTREAL. TORONTO WINNIPEG. ST. JOHN. LONDON. ENG. NEW YORK.

For Uniformity in Color,  
For Solidity in Packing,  
For Delicious Flavor,

BUY . . . . . 

# “KENT” TOMATOES



None but perfect fruit passes our inspectors. Every can solidly filled with red, ripe Tomatoes. You can recommend these goods to your customers with perfect confidence. For prices, terms, etc., write direct to

The **KENT CANNING CO.,** Limited

CHATHAM,

ONTARIO, CANADA.

OR TO OUR  
**AGENTS:**

THE MacLAREN IMPERIAL CHEESE CO., - Toronto.  
ROSE & LAFLAMME - - - - - Montreal.

The **Canada**  
**Sugar Refining Co.**

Limited

MANUFACTURERS OF  
REFINED SUGARS OF THE  
WELL-KNOWN BRAND

— **Montreal**

*Redpath*

OF THE HIGHEST QUALITY AND PURITY, MADE BY THE LATEST PROCESSES AND  
THE NEWEST AND BEST MACHINERY NOT SURPASSED ANYWHERE.

**Lump Sugar**, in 50 and 100-lb. boxes.

**"Crown" Granulated**, Special Brand, the finest which can be made.

**Extra Granulated**, very Superior Quality.

**"Cream" Sugars**, (not dried).

**Yellow Sugars**, of all Grades and Standards.

**Syrups** of all Grades, in barrels and half-barrels.

**Sole Makers** of high-class Syrups, in tins, 2-lbs. and 8-lbs. each.

# Millar's Paragon Cheese

— IS —  
**FORGING AHEAD**  
— ON —  
**ITS OWN MERITS.**

+++++

LIKED BY  
THE GROCER

BECAUSE  
IT  
IS  
A

**Steady  
Seller**

AND  
YIELDS  
HIM  
A

**Good  
Profit**

+++++



YOU CANNOT AFFORD TO  
BE WITHOUT IT.

+++++

USED BY  
THE PUBLIC

BECAUSE  
IT  
IS

**Pure  
Healthful  
Tasty**

AND  
**Delicious**

+++++

**THE T. D. MILLAR PARAGON CHEESE CO., INGERSOLL,  
ONT.**

AGENTS—Frank Magor & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Winnipeg.



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

QUALITY ALWAYS THE SAME.

**BRUNNER, MOND & CO'S**

**BICARBONATE OF SODA**  
**CON'TRATED SAL SODA**  
AND  
**SODA CRYSTALS**

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

**Gordon, Grant & Co.**

Trinidad, B.W.I.

Shipping and  
Commission Merchants  
and **FINANCIAL AGENTS.**

**AGENCIES**

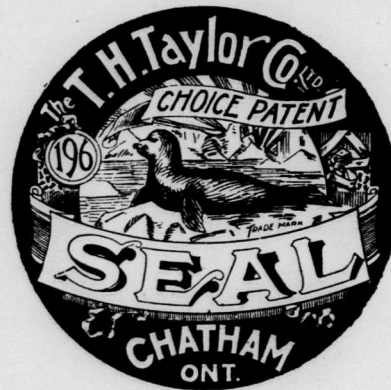
Smith, Payne & Smiths, London.  
Coutts & Co., London.  
London Assurance Corporation.  
Halifax Banking Co., Halifax.  
The Labrea Epuree Asphalt Co., Limited.  
London and Lancashire Fire Insurance Co., and

**THE P. & B. LINE OF CANADIAN STEAMERS.****THE T. H. TAYLOR CO.**

LIMITED

Proprietors of the

**Beaver**  
and  
**Daisy**  
**Flour**  
**Mills**

**CHATHAM, ONT.**

PERFECT } Pure Manitoba Patent. BEAVER } Manitoba and  
SEAL. } Winter Patent.  
HEADLIGHT } 90 per cent. Winter Patent. SENSATION } Straight Roller.  
FAMOUS, BONANZA } Second Grade. Vie } Low Grade.  
MARVEL, EVANGELINE }  
Bran, Shorts, Chop Stuff, Etc. CAPACITY 500 BARRELS PER DAY.

**DEALERS IN**

Beans, Barley, Pot Barley, Oats, Oatmeal,  
Corn, Cornmeal, Split Peas, Etc.

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

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

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

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

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

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

TELEPHONE MAIN 953.

Open for an Agency for English Glycerine. Correspondence Solicited.

**HEALTH IS WEALTH.**

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

**HIRES' ROOTBEER**

IS A TONIC AS WELL AS A BEVERAGE.

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

All Wholesalers keep it.

**W. P. DOWNEY**

Sole Canadian Agent . . .

20-22 St. Peter Street, MONTREAL.



GOVERNMENT INSPECTION OF FOOD.

The **St. Lawrence  
Sugar Refining Co.**

**MONTREAL.** Limited

Laboratory of Inland Revenue,  
Office of Official Analyst,

MONTREAL, April 8th, 1895.

"I hereby certify that I have drawn, by my own hand, ten samples of the **St. Lawrence Sugar Refining Co.'s Extra Standard Granulated Sugar**, indiscriminately taken from ten lots of about 150 bbls. each, I have analyzed same, and find them uniformly to contain :

**99<sup>99</sup>/<sub>100</sub>** to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) **JOHN BAKER EDWARDS, Ph.D., D.C.L.**  
Professor of Chemistry and Public Analyst,  
**MONTREAL.**

---

OUR

**Golden Yellows**

are

**The BEST and PUREST**

in the market.



# QUICKSHINE



Is the Best Selling Line of POLISH in the market.

Do you handle it? IF NOT, WHY NOT? ❁ ❁

HERE IT IS—

Quickshine	Stove Polish Paste in tin boxes, 5c. and 10c. sizes,	3 Doz. in a Case.
Quickshine	“ “ Black Lead in round Domes, 6 in a box,	1 Gro. in a Case.
Quickshine	Stove Pipe Varnish, 3-oz. tins, with or without brushes,	3 Doz. in a Case.
Quickshine	“ “ “ 6-oz. bottles, “ “ “	3 “ “ “
Quickshine	“ “ “ 14-oz. “ “ “	2 “ “ “
Quickshine	Shoe Polish, Friction Paste, in tins, Tan, Black, Chocolate,	3 “ “ “
Quickshine	“ “ Combination, 15c. & 25c. sizes, “ “ “	3 “ “ “
Quickshine	“ “ Friction Liquids in bottles, “ “ “	3 “ “ “
Quickshine	“ “ Self Shining, in 15c. and 25c. sizes,	3 “ “ “
Quickshine	Composition Harness Dressing, 25c. tins,	1 “ “ “
Quickshine	Liquid Metal Polish, 15c. and 25c. tins,	3 “ “ “
Quickshine	Paste Metal Polish, 5c., 10c. and 25c. sizes.	

YOU ARE INSURED AGAINST ANY LOSS WHEN YOU PURCHASE  
QUICKSHINE GOODS.

MANUFACTURED BY \_\_\_\_\_

THE ALPHA CHEMICAL CO., - Berlin, Canada.



Grain and Root  
Baskets,

Clothes Baskets,

Fruit Baskets,

Butcher Baskets

## ..BASKETS..



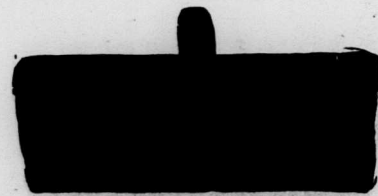
THE \_\_\_\_\_

akville

Basket Co.,

OAKVILLE, ONT.,

are always wide-awake and ready  
to fill your order for any quantity  
of Baskets. Quality---*the best.*



# CROSSE & BLACKWELL

LIMITED.

Established 1706.

— A —



WORLD

WIDE

REPUTATION.

YOU WILL FIND

OUR PICKLES, SAUCES AND  
DELICACIES

On Every Well Appointed Table.

AGENTS:

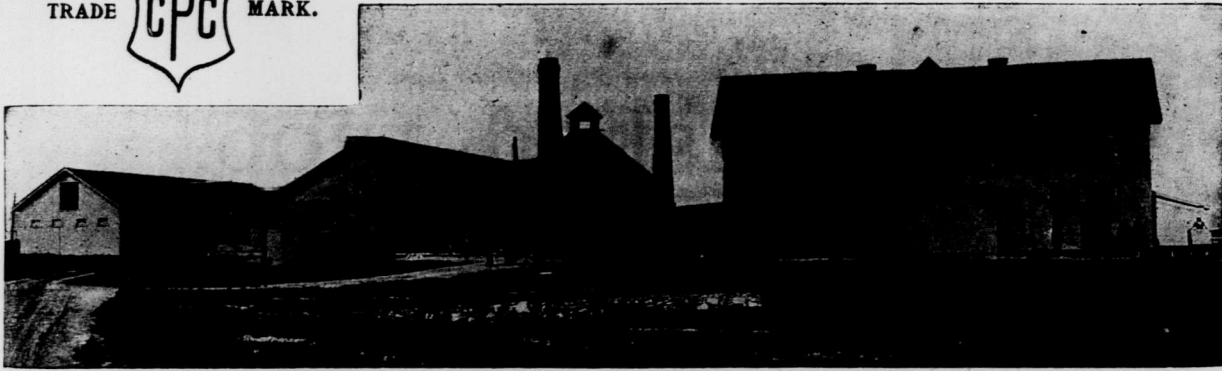
C. E. Colson & Son, - Montreal.

THE

Cable Address: "Gingr."  
P.O. Box 392. Telephone 953.

# Canadian Packing Company

LONDON, CANADA.



*CORNED LUNCH BEEF,  
OX TONGUE, LUNCH BACON,  
BRAWN, PATE DE FOIE,  
JELLIED LUNCH TONGUE,  
JELLIED PIGS FEET,  
JELLIED TENDERLOIN,  
SPRING CHICKEN,  
BONELESS CHICKEN and TURKEY*

*Ready for Use.*

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



<i>Pure Kettle-Rendered</i>	- -	<i>99.78% pure Lard</i>
<i>Guaranteed</i>	- -	<i>0.22% Water</i>
		<i>100%</i>

Analysis:



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

## AGENTS

FRAS. E. BARNES, J.P.,  
NEW HIBERNIA WHARF,  
LONDON BRIDGE,  
LONDON, S.E., ENGLAND.

Telephone No. 618 Hop.  
Cable Address: Febaru, London.

WM. JAMES STEWART,  
82 VIRGINIA ST.,  
GLASGOW,  
SCOTLAND.

Cable Address: "Produce."

MATTHEW HUDSON & SONS,  
5 GREENWOOD ST.,  
MANCHESTER,  
ENGLAND.

Telephone 805.  
Cable Address: "Hudmill."

NAYLOR, WILSON & CO.,

12, 14, 16 Stanley St., LIVERPOOL, ENGLAND.

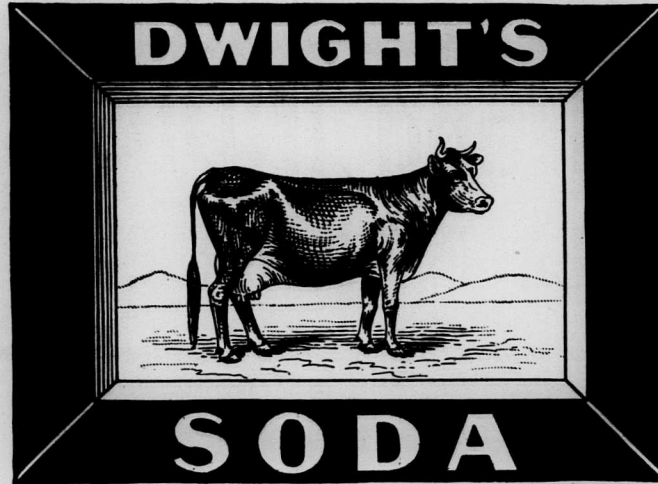
Cable Address: "Oranges."

It Gives Good Profit

Pleases Users  
Decorates the Store

**COW BRAND SODA**

In Packages.



**Cow Brand**

NO WEIGHING,  
NO TYING UP.

ONCE TRIED,  
ALWAYS USED.

**JOHN DWIGHT & CO., Manufacturers**

For sale by all Wholesale Grocers in Canada and Newfoundland.

**Main Office : TORONTO.**

BRANCHES :

HAMILTON,

MONTREAL,  
VANCOUVER,

LONDON,  
WINNIPEG,

QUEBEC,

ST. JOHN,

HALIFAX,

ST. JOHN'S, NEWFOUNDLAND.

**The Palmerston Pork Packing Co.**



LIMITED

of

**PALMERSTON  
CANADA.**

This packing house is  
the most modern and  
best equipped factory,

and is situated in the very centre of the best hog-raising district in the Dominion of Canada.

The factory employs only the most skilled workmen, and has adopted the most up-to-date methods in curing. That is the reason why the "Palmerston" Bacon has taken the first place in Great Britain and in the home markets.

The best grocers and provision houses everywhere handle these goods. Do you? If not, and you live in Canada, write direct to the packing house to-day, and, if you live in England, write to CAMPBELL, SHEARER & CO., 4 Eastcheap, London.

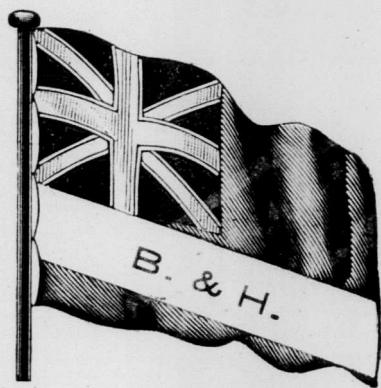
## CEYLON and INDIAN TEAS BLACK OR GREEN.

Are superior to all others, owing to the superior quality of leaf produced by the soil of Ceylon and India. Then, too, the best leaves only are picked, and the teas are handled entirely by machinery, which is in strong contrast to the unclean methods employed by the Chinese in curing their teas. These are strong arguments in selling, and, in addition to the greater profits always realized in handling reliable goods, offer strong reasons why Canadian Grocers, one and all, should handle

## CEYLON and INDIAN TEAS BLACK OR GREEN.

*To Munt Office  
13/4/01 see cut over  
page 180*

*When you want Salt  
For any purpose  
Write  
Verret, Stewart & Co.  
Montreal.*



**A POTTERY'S  
PATRIOTIC  
PRODUCTIONS**



**GOD SAVE  
THE QUEEN!**

**PATRIOTIC CUPS and SAUCERS to Retail at - - 25 cents.**  
**PATRIOTIC PLACQUES (or Cake Plates) to Retail at - 50 cents.**

These goods are Handsomely Lithographed in Colors on **WILKINSON'S FINE WHITEWARE.**  
 Assorted Subjects: "Roberts," "Buller," "Baden-Powell," "Soldiers of the Queen," etc.

**SELLING LIKE THE PROVERBIAL "HOT CAKES."**

Write for Prices. . . . .

**BARNARD & HOLLAND,**

WHOLESALE CHINA, EARTHENWARE AND LAMPS,

290 St. James Street, Opposite Victoria Square

. . . MONTREAL.

MENTION THIS PAPER.

# QUANCE BROS.

MILLERS,  **DELHI**  
ONTARIO, CANADA.



Popular Brands

BRANDS:

*White Swan*  
*Maydew*  
*Moss Rose*  
*Middleton*

Choice  
Roller  
Process

## BUCKWHEAT FLOUR

WIRE FOR PRICES.

Rye Flour  
Graham Flour



**AN INDISPUTABLE POINT**

**PATERSON'S "Camp" Coffee** Reg.

**IS THE BEST**

Producing a cup of delicious coffee at a moment's notice.

*R. Paterson & Sons*  
GLASGOW.

# NEILSON'S GENUINE HOME-MADE MINCE MEAT

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

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

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

**Wm. Neilson,** 60 Lynd Ave., **Toronto, Ont.**

# Rowat's Pickles

and . . . .



# Rowat's Worcester Sauce

The Most Popular in Canada.

---

AGENTS:

A. G. SNOWDON,	10 Lemoine Street,	Montreal.
F. H. TIPPET & CO.,	10 Water Street,	St. John, N.B.
C. E. JARVIS & CO.,	Holland Block,	Vancouver, B.C.



# Quality Counts !

The unvarying principle of high quality combined with long experience, skill and improved machinery works out a perfect whole in Windsor

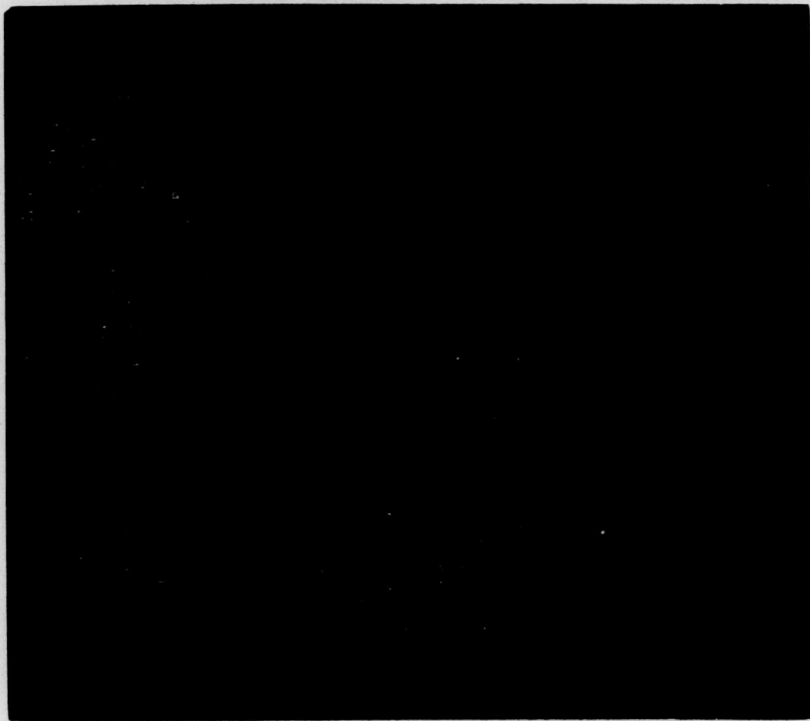
Salt. We believe in keeping the confidence of buyers by maintaining an even, uniform grade of purity, whiteness and dryness all the time.

In common with you, we think that a satisfied customer is the best and most profitable advertisement that we can have. It pays us to maintain quality steadfastly. Our old customers are our best and largest ones. Quality certainly counts in—

Leading wholesalers sell it.

**THE WINDSOR SALT CO., Limited**  
Windsor, Ontario.

**Windsor  
Salt.**



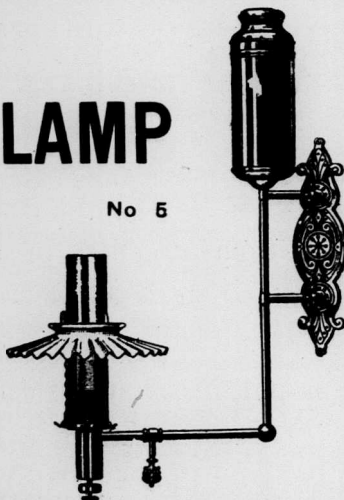
**EDWARD L. DREWRY**  
**Manufacturer and Importer, WINNIPEG, MAN.**

**THE AUER  
 GASOLINE LAMP**

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

Safe,  
 Strong, Satisfactory.

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



Write for Catalogue.

**AUER LIGHT CO.**

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

CABLE ADDRESS—"His Hunt, Montreal."

**HISLOP & HUNTER**

(D. S. HISLOP) (J. H. HUNTER)

235-239 Commissioners St., MONTREAL.

**PRODUCE  
 COMMISSION  
 MERCHANTS**

Exporters of  
**Butter**  
 and  
**Eggs.**

It will be to your best interests to consult us.

We buy and solicit consignments of all kinds of produce.

Packers and Exporters of the new process Pickled Eggs commonly known as "Glycerined"

COMMUNICATIONS INVITED  
 FROM . . . . .  
 CANADA AND EUROPE.

Bell Telephone, 710

Merchants' Telephone, 408.

# GILLARD'S

## Sauce and Pickle

The Best English Specialties on the Market.

**TEN GOLD MEDALS**

awarded at the Pure Food Exposition in London, England. Used by  
His Royal Highness The Duke of York, K.G., etc.

**HIGHEST AWARD OBTAINED**

at the Coolgardie Exhibition, Western Australia, 1899.

**Gillard's Sauce**  
**Gillard's Pickle**

Distinct from all others in its Superior Flavor, and  
able to stand on its own merits.

The most delicious made—far superior to all others.

In use at over five thousand clubs, hotels and restaurants in Great Britain.  
All retailers should stock them who desire to please their customers. Can be  
obtained from all wholesale grocers in Canada.

Sole Proprietors,

**GILLARD & CO., Limited,**

The Vintry Works, Walthamstow.

LONDON, ENGLAND.

# The Industrial

# Development

# of Canada.



NE now rarely hears pessimistic remarks regarding the industrial development of Canada.

There was a time, however, and not long ago either, when it was not altogether uncommon. But it is now even more rare than it was once common.

The explanation is not far to seek: It is simply that the causes have either been removed or are in prospect of being so. Canada, industrially, is developing in a by no means unmistakable manner.

It does not follow that because there was dissatisfaction there was no development of the industries of the country. It only means that it was neither as rapid nor as apparent as of late years.

#### THE MARKED DEVELOPMENT

during the last few years was not a mushroom development. It did not, like Jonah's gourd, have its planting and its maturing almost simultaneously. The seed was all the time in the ground. And even when the pessimistic could see no growth there was growth just the same. The roots were expanding and getting more deeply fastened in the soil. People who looked a little below the surface in the years 1896-97, the period of such great depression in the United States and other parts of the world, realized that to some extent, for, while commercial dullness was present in Canada, there was never any approach to a panic. Nor was there any difficulty in regard to the currency; there was

#### ALWAYS ENOUGH AND TO SPARE.

Neither were our banks toppling over like nine-pins and our railways falling into the hands of receivers like autumn leaves into a horsepond.

Opportunities come to nations as well as to individuals for proving themselves. During the depression of a few years ago Canada had an opportunity of proving herself. And the result stimulated our pride and earned remarks of approval from the outside world.



In the United States they learned that the banking system in Canada was one of the sources of her strength, and soon bankers and commercial and financial press were urging the embodying of its most peculiar features into the banking system of their own country.

#### THE GENERAL STABILITY

of our commercial institutions also gave foreigners confidence in them. And so with one thing and another Canada came out of the dull trade period rather well advertised. This fact has, perhaps, not been as fully recognized as it should have been.

Canada is now industrially in a position where she may be said to have got a good start. She was a little slow in starting; but no one will now deny that she has started, and that too at a gait that promises well. The evidence of this is so obvious that there is no difficulty in establishing a case.

The backbone of Canada is undoubtedly its agricultural industry. In the last report of the Dominion Department of Agriculture its value was

COMPUTED AT \$600,000,000 ANNUALLY.

But the value of the agricultural industry, as everyone knows, does not end with what it produces: The cereals of various kinds, the fruits of various kinds, the live stock of various kinds, all greatly increase their earning power after they have left the farmers' hands.

Valuable as is the agricultural industry of the Dominion, everyone who has given the subject careful consideration realizes that it is small indeed compared with what it will be, and that at a no distant future.

#### UNLIMITED WHEAT AREAS.

Within the Dominion of Canada is produced wheat that has no superior in the world, while in many parts of the country, notably in Western Ontario, Manitoba and the Northwest Territories, there are almost unlimited areas of rich virgin soil awaiting the advent of the settler.

In the wheat-growing sections of the Dominion the winters are cold, but they are not uncomfortably so; in fact, on account of the dryness in the atmosphere they are not nearly as disagreeable as the winters in countries which have not a reputation for being cold.

Canada has really an exceedingly fine climate, and the opinion to the contrary that prevailed a good deal in Europe is gradually being dissipated.

Immigration, which a few years ago was in anything but a satisfactory condition, has changed for the better, and one satisfactory feature about it is the increase in the proportion from the British Isles.

ANOTHER FEATURE IS THE IMMIGRATION of people from the United States to this country. Most of them are agriculturists, and the large proportion of them settle in Manitoba and the Territories. The number who came from the neighboring republic last year to settle in Canada was 9,119.

Since Confederation, the exportation of wheat from Canada has increased more than three-and-a-half times. If we take the figures for 1898 the increase would be much larger than that, but the conditions in 1898 were unique, Canada being in a particularly favorable position, compared with other wheat-producing countries, to do an export trade in wheat, and not only in wheat, but flour as well. The quantity exported in 1899 was 10,305,470 bushels, and in 1868, the year after Confederation, it was 2,284,702. Only as late as 1890 the quantity was less than half a million bushels. In the abnormal year of 1898 it was 18,963,107 bushels.

The exports of flour in 1899 were, with the exception of the abnormal year of 1898, already referred to, the largest in the history of the country, being 792,536 barrels, against 131,181 barrels in 1889, 574,947 barrels in 1879 and 375,219 barrels in 1869. The proportion in the increase in flour is not as great as in that of wheat, being only 111 per cent. during the 30 years. But the

flour milling industry of Canada was never in a more promising condition than it is to-day.

It is well within the memory of men living to-day when the

#### PORK-PACKING INDUSTRY

of the country was confined to the farm. Then the hog was killed and cured upon the farm. There certain parts were put into barrels, conveyed to the nearest commercial centre and sold, a portion being subsequently exported. To-day there are pork-packing factories from one end of the country to the other, equipped with the latest machinery and conducted on the most improved plans, while their output ranks among the most popular in Great Britain.

Canadian pea-fed bacon is becoming as

#### THE CHEESE INDUSTRY.

In this particular industry Canada is premier. Any country that contributes nearly three-fifths the quantity that Great Britain imports can be little else.

The exports of cheese from Canada last year were close upon 190,000,000 lb., or over 100,000,000 lb. in excess of 10 years ago. All but about 600,000 lb. went to Great Britain.

The number of factories in Canada making cheese is about 3,000. The output of these would be somewhere around 300,000,000 lb., and the value in the neighborhood of \$21,000,000. The value of the exports alone is about \$17,000,000.

#### THE UPS AND DOWNS OF BUTTER.

The butter-making industry of Canada

the position into which they had drifted. It was realized that

#### CREAMERIES WERE THE REMEDY.

Eventually the Federal and the Provincial Governments interested themselves. And, by-and-bye, creameries began to multiply from one end of the land to the other, until to-day there are about 1,200 engaged in turning out butter. The creameries of Ontario in 1898 made 9,008,992 lb. of butter; in 1893, 2,707,570 lb. In 1899 New Brunswick made 6,837,588 lb., and two years before only 919,722, an increase of nearly 6,000,000 lb. Prof. Robertson is credited with saying that the dairying

#### POSSIBILITIES OF NEW BRUNSWICK

are greater than those of any other Province in the Dominion. New Brunswick certainly promises well. Manitoba made 1,002,809 lb. last year against 987,179 lb. in 1897. The output in the Northwest Territories in 1898, the last year for which we have any figures, was 484,984 lb., whereas five years before it was only 23,727 lb. In Nova Scotia the output was 298,519 lb. in 1899, and 112,798 in 1895. Prince Edward Island is

#### FAST COMING TO THE FRONT

as a butter-making Province, the creameries there last year producing 722,614 lb. We have no figures in regard to the quantity of butter made in the Province of Quebec. It is to be regretted, too, for it must be large, there being 404 creameries in that Province, a larger number than possessed by any other Province in the Dominion. We have no record, either, of the production of the three creameries in British Columbia.

Taking the figures we have enumerated, there is a total production of 18,355,506 lb. It is evident, therefore, that the total production of butter by the creameries of Canada cannot be short of 30,000,000 lb. And we are confident that is a low estimate. Then of course there is the large quantity of dairy butter that is still produced on the farms.

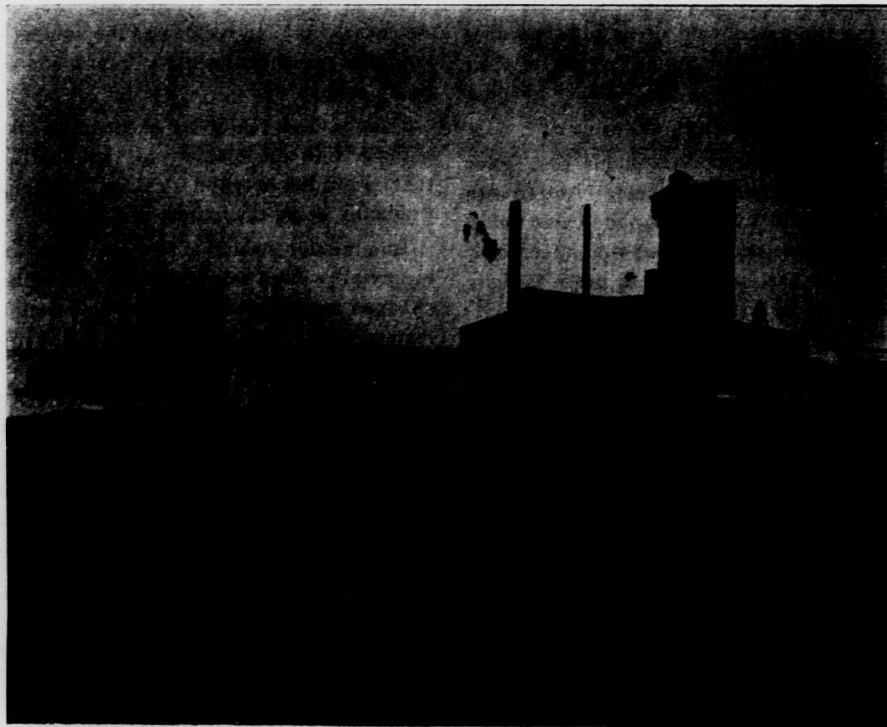
With the development of the butter-making industry at home during the past ten years has come

#### A STEADY EXPANSION

of the export trade, until the quantity sent abroad last year was the largest on record, being 20,139,195 lb., against 11,253,787 lb. the year before. The expansion of the export trade has been chiefly on British account. And there is not only the satisfaction of knowing that the export trade is developing but there is the

#### INCREASE IN THE RELATIVE PRICE

on the British market on the Canadian article, as compared with the butter from Holland and Australia. For example, the



The Blast Furnace at Deseronto, Ont

much a household word in Great Britain as Canadian cheese has for several years past.

#### THE PROVISION INDUSTRY.

The development of the export trade in bacon and hams is simply astonishing. Ten years ago the quantity was only a little over 4,000,000 lb.; last year it was nearly 117,000,000 lb.

Practically our exports of hams and bacon in 1899 alone were as large as the total for the 13 years preceding 1888.

There is evidently not much need for "grunting" in regard to the Canadian hog.

If there is one industry about the development of which Canada can be pardoned for pluming herself it is

during the past 30 years has been one of ups-and-downs. Away back in 1872 the exports of butter aggregated over 19,000,000 lb., but no later than 1890 they had fallen to less than 2,000,000 lb. The reputation of Canadian butter 10 years ago was as bad as it could be. And it was due to nothing but the butter-making methods employed. Nearly all the butter was made on the farms, and, consequently, possessed not that uniformity of quality which is so essential to the establishment of a good reputation for butter. But the very causes which brought the butter industry to such a deplorable condition became lashes which whipped the people of this country to a sense of their possibilities in regard to the industry as well as to a realization of

increase in the price of Canadian butter on the British market during 1899, as compared with 1895, is 13.1 per cent.; Australian, 8.4 per cent., and Danish, 3.2 per cent.

In dealing with the development of the butter-making industry of Canada during the past few years one cannot overlook the influence of cold storage. At the close of last year, through a system of bonusing, 317 creameries in Canada were equipped with cold storage, while, from 32 starting points, there were trains fitted with refrigerator cars to carry the butter to Montreal, where steamships with mechanical refrigeration were in waiting to convey it across the Atlantic.

#### THE MINERAL INDUSTRY.

Coming to the mineral industry of the country, we again see a satisfactory development. The most marked has been in regard to gold. From 1875 down to 1895, in no one year was \$2,000,000 worth of gold produced, but from the latter year onward there has been a decided advancement. In 1897 it had got to be over \$6,000,000 worth; in 1898 it more than doubled, and in 1899 it reached \$21,260,437.

The coal industry has developed notwithstanding conditions often decidedly adverse. Last year, the production was the largest on record, being over 5,000,000 tons, which was nearly 100 per cent. larger than 10 years ago, and nearly 350 per cent. above the quantity of 20 years ago.

Coal as an item in the export trade is gradually assuming a more important position. The quantity shipped out of the country last year was

#### THE LARGEST ON RECORD.

It was 1,140,840 tons, against 645,515 tons in 1889 and 315,793 tons in 1879. And, as in many other branches of Canadian industries, the outlook for the coal trade of Canada, both on export and home account, is better than it ever was.

The total production of minerals in Canada, last year, was \$48,436,247, which was nearly 100 per cent. in excess of two years ago.

#### THE PIG IRON INDUSTRY.

It is 167 years since iron was first smelted in Canada, and from that time until within the last four or five years the industry was never in a thriving condition, although heroic efforts were made to make it so, blast furnaces having been started at different periods in the Provinces of Quebec, Nova Scotia, New Brunswick and Ontario. St. Maurice, Quebec, was the scene of the first furnace. That was in 1733. Ontario had its first furnace about 100 years ago, but there was a period from 1866 to 1896 when

that Province had not a furnace in operation. In the latter year a furnace was constructed in Hamilton, and two years ago another for the making of charcoal pig iron was put into blast at Deseronto. These two are still in operation, while within a few weeks another furnace will be in operation in Midland, making three all told in the Province of Ontario. In Nova Scotia four blast furnaces are being erected at Sydney, and by the end of the year two of them will likely be in operation. The four furnaces will have an annual capacity of 400,000 tons of pig iron. The blast furnace at Radnor, Quebec, has been in operation steadily for some years. The output of pig iron in Canada last year was over 100,000 tons, which was the largest on record by about 25,000 tons. There now appears to



The Blast Furnace at Hamilton, Ont.

be no longer any doubt about the pig iron industry of Canada.

#### THE FISHERIES.

The value of the fisheries of Canada has averaged over \$20,000,000 during the last six years. This is about \$3,000,000 larger than 10 years ago, and \$7,000,000 larger than 20 years ago. But the outlook for any immediate development is not bright, on account of unfavorable Customs tariffs and to Porto Rico, one of our important markets, becoming a part of the United States. The export trade in fish in 1899, while little larger than in 1889, was not as large as in the five years preceding. Last year the exports of fish were valued at scarcely \$10,000,000, while twice during the preceding five years they had aggregated over \$11,000,000.

#### THE LUMBER INDUSTRY.

In spite of adverse tariffs in the United States and trade depression abroad, the lumber industry of Canada is in anything but an unhealthy condition. The average exportation of the products of our own forests during the last three years has been several millions of dollars in excess of any similar period in the history of the country. The McKinley and Dingley tariffs undoubtedly

#### STRUCK A HEAVY BLOW

at the lumber trade of Canada, but it was not sufficient to put the industry to sleep.

The lumber industry was never in a more prosperous condition than it is to-day. Mills that have been idle for years are in operation, and they are joined by new ones; stocks of lumber have been depleted and

#### THE DEMAND EXCEEDS THE SUPPLY.

The exports last year, with one exception, were, in value, in excess of those of any preceding year. They aggregated \$28,021,529. When the McKinley tariff went into force they were \$26,179,136. The exports to Great Britain last year were the largest in 22 years, and nearly \$8,500,000 in excess of the smallest amount sent to that country during the last 30 years.

At one time the greater part of our exports of forest products went to the United States. To-day the greater part goes to Great Britain. During each of the last two years we have sent over \$6,000,000 worth more to Great Britain than to the United States. And, besides this, during the last two years we have sent more to Great Britain than we ever did to the United States. In the ex-

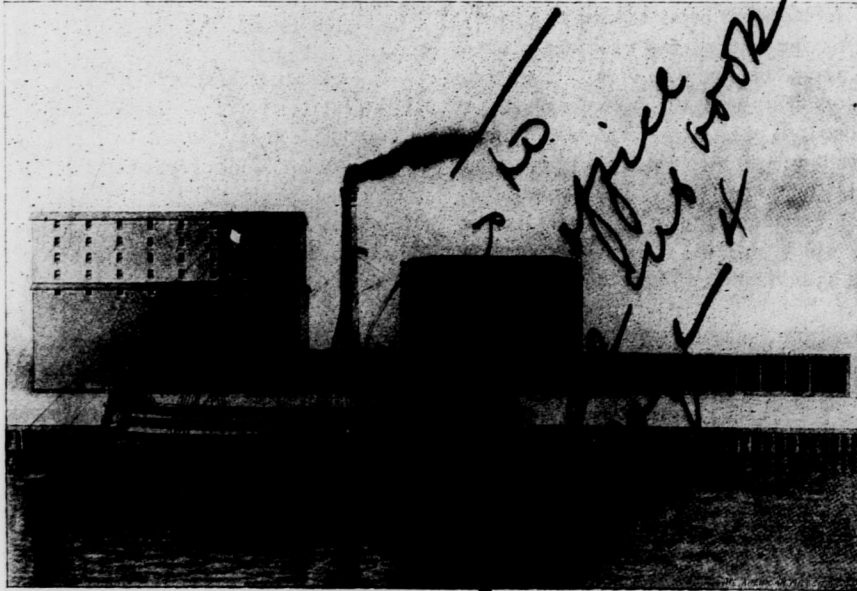
ports to countries other than those of Great Britain and the United States, the total last year was the largest since 1883.

#### THE MANUFACTURING INDUSTRY.

The manufacturing industry of the Dominion is steadily developing, and is to-day in a more healthy condition than it has ever been. The experimental stage has been

market. The export figures also reflect it; and that in no unmistakable manner.

Within the last 10 years the exports of goods manufactured in Canada have increased by over 166 per cent., the value in 1899 being \$11,706,707, and in 1889, \$4,434,949. Compared with 20 years ago the increase is over 333 per cent.



A Canadian Flour Mill.

passed in a great many branches, and we are now setting ourselves to the task of developing those industries which are compatible with our possibilities.

During the last ten years there has been a most marked and healthy development in the manufacturing industry.

#### OUR OWN REQUIREMENTS

are gradually being supplied in increasing proportion by the home factories. This is, perhaps, not so pronounced in the grocery as in other branches of trade, for many of its staple lines must of necessity come from abroad. Even in this particular line the tendency is also in favor of the home products. In the hardware trade is to be unmistakably seen the influence of the home factory. The goods for the supply of which hardwaremen are now dependent upon the foreign manufacturer are becoming few indeed. Cutlery is

ONE OF THE MOST MARKED EXCEPTIONS, but even in this line, as far as plated goods are concerned, we would feel little inconvenience indeed if the supply from abroad was cut off. In textile fabrics the home factories are rapidly supplying the home demand. And the same may be said of dry goods in general, and especially that branch of it included in underwear.

But the development of the manufacturing industry is not alone reflected in the home

#### KNOWLEDGE FROM OBSERVATION.

One cannot adduce figures which would show by comparison the general industrial development of the country. Figures can be procured to show population, export, import trade, etc. But as to the general development of a country a great deal must be learned from observation. A father cannot state in figures the physical or mental development of his son. But he knows, nevertheless, that the man of 25 is not the boy of 15 either mentally or physically. And, although the father cannot demonstrate it in figures, it is none the less a truth.

He who has carefully watched the career of the Dominion of Canada during the last 20 years may not be able to gauge and weigh her development, but he knows she has developed, and that particularly during the past few years in a surprising manner.

A young child does not sometimes appear to be making much headway in its attempts to walk, but by and by there is a

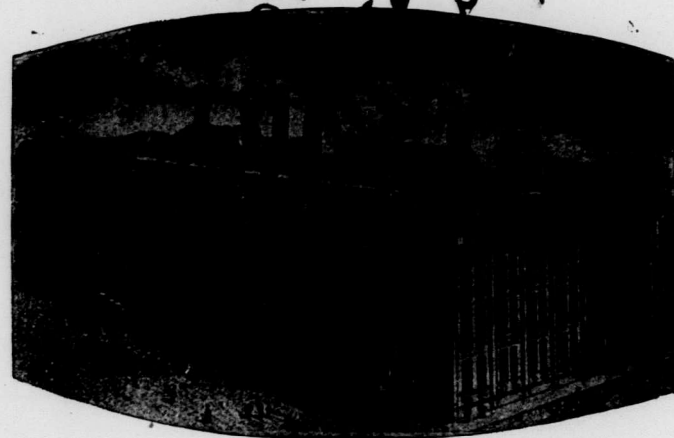
sudden improvement, and the father who left a creeping baby in the morning returns in the evening to find a toddling youngster. Canada for some time did not appear to be making satisfactory headway. But he is blind indeed who sees not the advancement of the country to-day, and pessimistic beyond all hope of redemption who has not now bright hopes of its future.

It is a long time since Frontenac, Talon, La Salle and other worthies of the 17th century concerned themselves so much about the industrial development of Canada. But we fancy that if they could to-day tell us of their hopes and aspirations of two centuries ago they would confess that, commercially at any rate, the Canada we know exceeds what they in their fondest imaginations ever dreamed it would be. And we can only wonder what the Canada of two centuries hence will be as compared to our imaginations.

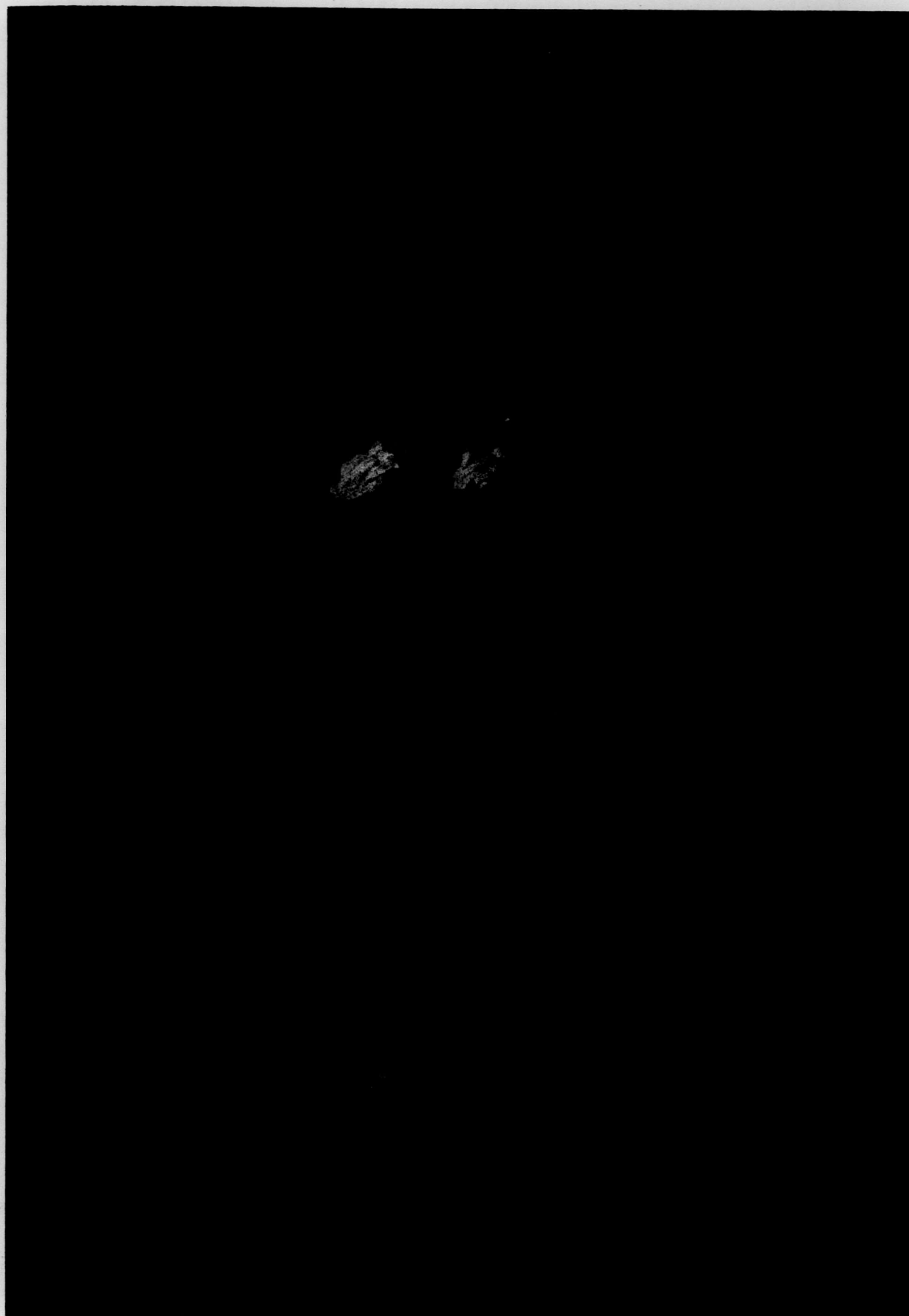
#### DEVELOPMENT OF THE FOREIGN TRADE.

The development of the foreign trade of Canada is a reflection of the development of the domestic industries. Compared with 10 years ago there has been an increase of about 75 per cent., compared with 20 years ago of 119 per cent, and with 30 years ago of 157 per cent. The aggregate foreign trade of Canada is now nearly \$382,000,000. This means about \$63 per head of population.

In no branch of the foreign trade has there probably been more gratifying success than in that of the export business. For the fiscal year ending June 30, 1900, it was, like the general foreign trade of the country, the largest on record, being over \$180,000,000, or 86 per cent. larger than 10 years before, 111 per cent. larger than 20 years ago and 143 per cent. larger than 30 years before. And Canada has now reached a stage in its industrial development when there will be a larger surplus of the products of the farm and factory for export than ever before.



A Canadian Woollen Mill.



WHERE IRON IS KING.



## THE ART OF WINDOW DRESSING.

CONTRIBUTIONS BY EXPERTS AND CRITICS.

### IDEAS FOR FRUIT DISPLAYS.

**F**OR the watermelon season build an old rickety fence in back of window and cover the floor with sand. Secure a watermelon or pumpkin vine and place it in a dish filled with water. Cover up around the stem with sand, then place a few melons in around the vines. Back of the fence place a figure of a negro boy holding a piece of melon from which hang a card bearing some appropriate wording pertaining to the display.

A nice idea for showing vegetables is to place a fountain in the centre of window from which water flows and place the vegetables around it. The fountain can be made of tin at a cost of about \$3, and can be used every summer in different ways. This idea not only draws attention, but keeps the vegetables nice and fresh. If the window is large enough a good idea is to sod the bottom, leaving a little space for five or six beds of vegetables, which can be filled with earth. In one place radishes, in another lettuce, in another onions, and so on, according to size of window.

### A FOUNTAIN CENTREPIECE.

It is a very simple and easy matter to attach a piece of lead pipe to the main water pipe in cellar or the nearest one to window. This is run through the floor of window to the fountain, the force being regulated by the top. Near the top of basin of fountain make a hole, to which attach a pipe or hose to carry off the water and keep it from overflowing. This can run to a drain or sink in cellar. To make the pipe for the centre of the fountain, get a piece of  $\frac{1}{2}$  inch gas pipe about 2 feet 6 inches high, then get a fancy curtain-pole end from a dry goods or house-furnishings store, punch it full of holes at top and solder it to gaspipe, then get from a tinshop three nice-sized tin dishes (basin shaped), one to be about 8 inches in diameter, the next 5 inches in diameter and the smallest about  $2\frac{1}{2}$  or 3 inches, cut a hole in centre of smallest one, size of gas pipe and solder it to pipe 6 inches from top. Put the next size 6 inches under the little dish and the largest size 6 inches lower down, then get a bottle of gilt and gild the

pipe and dishes and solder pipe solid to basin. Enamel the basin or paint it white. On the dishes can be placed the different bunches of vegetables, or if you keep plants for sale, as some grocers do, this idea will come in splendid. The total cost of this is very small and will be found to pay for itself indirectly over and over again. If a few colored lamps were laid here and there throughout the fountain it would add very much to the display. By covering the sockets of incandescent lamps with insulation tape it makes them perfectly waterproof and the globes can then be placed anywhere in the water. A few rocks or ferns around the bottom would give it a better appearance. From this idea many others can be taken and carried out.

This is something out of the ordinary everyday grocery displays, and, while requiring considerable time in carrying it out, the time would be found well spent. The fountain is something people will not tire of quickly and it can be used over and over again in displays of groceries without becoming a chestnut.

### DISPLAYING SPICES.

A good idea for showing spices, teas, coffees, or, in fact, any lines of goods that can be shown the same way, is to buy

Between each there should be a space of about two feet. Make second row about a foot higher than the first row, the third a foot higher than the second and so on. On each make a circle with loaf sugar, etc., and place whatever you desire to show inside of circle on glass. Stick a neat price or descriptive card in each lot. Arrange whatever you want shown nicely on floor. If you have a large mirror fill in the background with it. Mirrors placed at angles on sides of display of this kind would heighten it a great deal.

### CEREAL DISPLAYS.

Autumn is a good time to show cereals. Any grocery trimmer can easily obtain bundles of wheat, oats, corn, barley, etc., by sending out to the country for them. From these, beautiful backgrounds can be made for displays of wheat foods.

Arches, pillars, circles, etc., can be covered over with the grain in the stook and the bottom of window nicely arranged with cereals. Infinite varieties of beautiful backgrounds can be made from this lovely new-grown wheat. One pretty design for instance could be made as follows: Take, say, a dozen hoops, cover them over with the oats in the sheaf so as to form pretty wreaths, suspend them from ceiling by

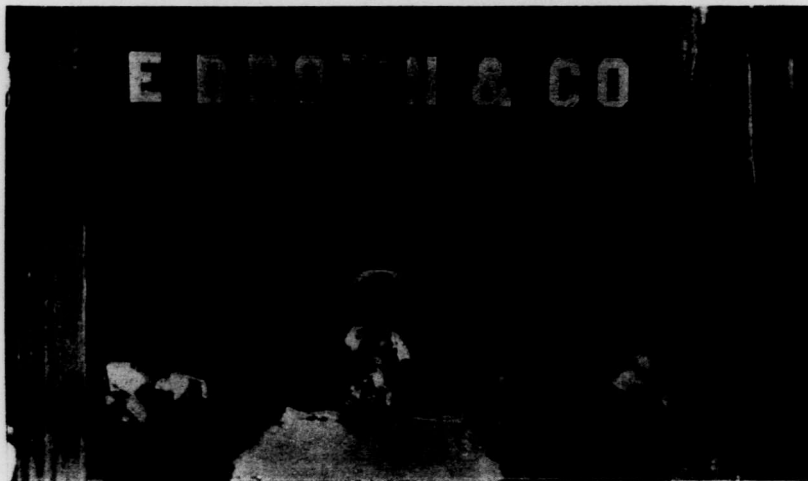


Illustration of the Grocery Window Display of E. Brown & Co., Peterboro'.

about a dozen or more (according to size of your window), panes of glass about 10 in. square, have them nicely polished and suspend them from the ceiling of window by colored cord, or baby ribbons. Put the first row about a foot from the front of window and about two feet from floor.

ribbons tied in bow knots or arrange them in some neat way in the window, and in each place a nice colored package of "rolled oats" or some other food made from oats or wheat. If a trimmer will only get to thinking of some novel and artistic way of showing these goods he will be able

to work out beautiful displays that are bound to command attention and result in drawing trade. I find many ideas can be had by looking through the illustrated advertisements in magazines. Every one of them convey ideas that can be worked out profitably in grocers' trims.

#### A SOAP DISPLAY.

Shaw Bros., grocers, Cornwall, Ont., were recently contestants in a window display competition inaugurated by The N. K. Fairbanks Co. The display was so attractive that THE CANADIAN GROCER prints an illustration thereof. The window contained nothing but goods manufactured by The Fairbanks Co. In the bottom of the window a platform raised towards the back was covered with bars of "Mascot" soap, and on top of these were grouped piles of "Copco" soap, ticketed 5c. cake; also a smaller size ticketed 2 cakes for 5c., also several cartons and piles of Fairbanks' glycerine tar soap interspersed with a profusion of advertising matter. At the right hand side of the window were several pyramids of washing powder in 5c. and 25c. packages. At the base of these pyramids were plied cakes of "Mascot" and "Ark" soap. In the background were five or six framed pictures; also across the back were strings of advertising cards, leaflets, etc.

#### AN INTERESTING CANNED GOODS DISPLAY.

An unusually pretty window display of canned goods was made in the store of E. Brown & Co., Peterboro', Ont., by A. Graham, clerk in that store, during the past summer. The goods shown were for the summer outing trade, which is quite a feature with Brown & Co. The scene depicted was "On the Modder River" with a young darkey canoeing a load of provisions. The river ran from the back of the window to the front, taking up the centre of the display. The water was made of canvas painted a dark green shade. The canoe was a real product of the canoe factory in Peterboro', and the "darkey" a figure which Brown & Co. had for some time. As the banks of the river were of real sod, laid upon a foundation of sawdust, and as they were enlivened

with the addition of live ferns the scene was quite realistic. On either bank was a pile of meats and other canned goods. Price cards were nearby, giving necessary information as to price and quality. A photograph of this window appears elsewhere in this department.

#### WINDOW FRONTS AND WINDOW DISPLAYS.

Before a merchant can expect the best results from his window displays he must look to it that his windows are as well suited for the purpose as he can make them. Light, rather than size, is the important

in Eastern Canada for about \$100. This money, put in a bank, would draw \$3. The insurance on it, at the rate charged, 7c. per square foot for three years, would be \$11.76 for three years, or \$3.92 per year. We may, therefore, base the cost of a really effective front at \$7 per year. Apart from the dignity a plate-glass front gives any store, this expense would be more than compensated if the improved facilities for display led to the sale of 60 or 75c. per week. The lighting of the window in the evening is also important. The best system of lighting that I know of is one where

three incandescent lights are attached to the ceiling near the front, and so turned that the reflectors around concentrate their light on the goods shown. The position of the floor should be carefully considered. It would be better to have it too low than too high, for when it is desired to put the bottom of the display higher than the floor a temporary floor can be built during spare moments. The ceiling should be high as possible, that the windows should aid as much as possible in lighting the store. It would be well, for this reason, to have strips of Luxfer Prisms, 18 in. or 2 ft. deep above the windows.

Not only is it essential, in order to get the best returns, to have the most suitable window, but also to have a distinctly fitting method of displaying each line. This entails the necessity of preparing display appliances to suit the particular style of goods shown. This, however, can be done in leisure moments by either the window-trimmer himself, or by some of the clerks, at his direction. By the use of a few boards and nails, both of which are easily enough secured, a stand of almost any shape can be made. Such stands should always be covered with some material. Paper is good, cheesecloth is better, while for small stands to show high-class goods, felt or plush is used by many dealers. Green, dark red, blue, pink, yellow and black are the favorite colors.

#### GROCERS AND ARTISTIC WINDOW DISPLAYS.

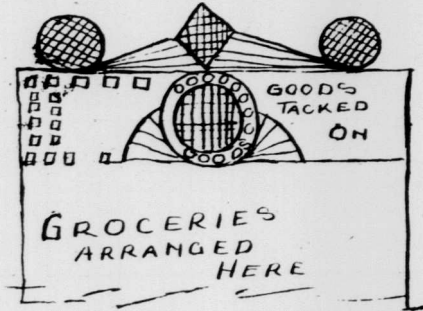
The grocery trimmer should be constantly racking his brain thinking out novel window displays. He should try to be



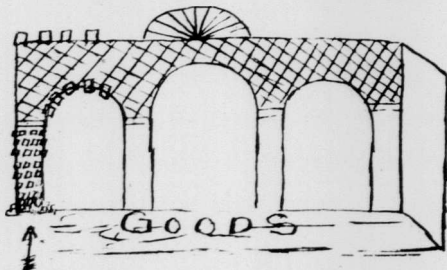
Soap Display of Shaw Bros., Cornwall.

point in securing effectiveness of display. As already stated, experience has shown that windows of ordinary, or even less than the ordinary, size can be made decidedly attractive. But a poorly lighted window never shows to the best advantage the goods it contains. For this reason, if for no other, every grocer would find it a paying investment to instal, if he has not yet done so, a plate-glass front of the most attractive finish. An excellent front, containing two lights 7 x 7 ft., facing the street, and two 5 by 7 ft. leading to the doorway, could be put in position in almost any town

original in his ideas. Some grocerymen think that artistic window display is all well enough for the dry goods and fancy goods houses, and that, owing to the nature of the grocer's goods, he cannot compete in



artistic window dressing with the dry goods houses. This is where he makes a mistake. People will, in many cases, stop and look at a novel grocery trim after having passed several artistic dry goods trims without having their attention drawn to them. The grocer's stock affords dozens of lines of goods suitable for novel and trade-winning trims. The trouble with most grocers is they do not give the windows enough consideration. They overlook one of their best



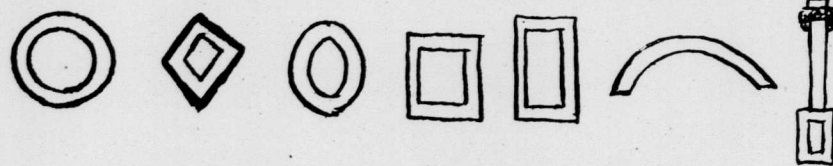
trade-winning mediums by attending to minor matters in connection with their business.

Grocers are, however, like the other business merchants, gradually awakening to the fact that there is success in good modern display, and those who are failing to keep pace with the wide-awake, up-to-date merchant who leaves no stone unturned to make his window and interior trimming novel and artistic, will sooner or later be found in the rear ranks with a long hard march before him to the city of success.

#### IDEAS FOR CIRCLES, ETC.

Every establishment where window dressing is recognized as one of the big paying features of the store should keep on hand a set of frames like the drawings. These can be purchased at any factory at a very small outlay, and after they are used a few times will be found indispensable by the trimmer. They should be made of lumber 1x4 inches. In putting them together as few nails as possible should be used—just enough to hold the structure firmly. In taking them apart care should be taken so

as not to split them. These can be twisted and turned in countless numbers of ways and every time have an entirely different trim. Dozens of different pretty designs can be worked out with them, and among the grocer's wares any amount of goods can be found that will make a pretty, effective trim shown on them. THE CANADIAN GROCER in this and future numbers will illustrate and explain drawings of grocery window trims that ideas can be derived from. We will first illustrate the designs of frames that are the most suitable for grocers' windows and which are simple of arrangement into pretty effects. A number of each of these should be kept, the quantity according to number of windows to be trimmed. The drawings show how these



Circles, diamonds, ovals, squares, oblongs, half-circles, pillars, etc.

frames can be worked together with the addition of straight boards 1x4. Among the stock to be used on these frames the following can be used (some can be tacked with pins, tacks or thin brads, that will not injure the goods), soaps, boxes of cereals, biscuits, brooms, whisks, brushes, packets of tea and dozens of other lines of goods. These designs when covered with colored crepe paper or cheesecloth and then covered over with the goods form striking and stocky looking displays.

The lattice work shown in the two accompanying rough sketches can be made

#### THE MOTIVE OF WINDOW DISPLAY.

"Why do you make window displays?" I asked a young grocer who has built up a remarkably good business, and who is credited by his fellows as using his brains all the time.

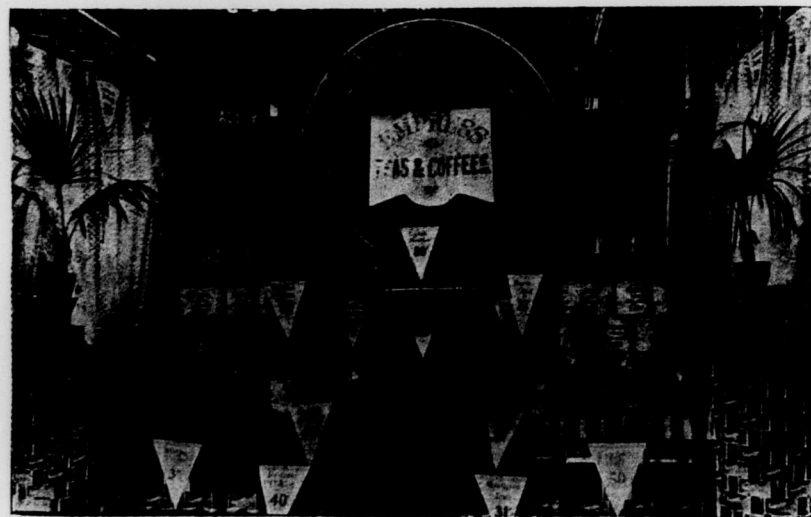
"To attract customers into my store," answered he. "I started in business during the strawberry season, and I soon found that I won more trade by always keeping on display the finest strawberries I could get than by any other means I could adopt. I soon adopted the principle that my windows should be used to attract the attention of passers to specialties rather than to the standard lines."

"Why specialties?"

"For the reason that a woman walking

up street is not looking, as a rule, for the best sugar, or canned goods or any of the regular lines carried by all grocers. But many women who have never dealt with me before stop when they see a fine box or basket of fruit in my window and come into the store to make inquiries—see, watch that lady!"

I watched her. She had been wheeling by the store, when something shown caught her eye. She got off her wheel, came to the door, where my friend the grocer met her. "How much are your muskmelons?" she inquired. They both went out to the



A Pretty Tea and Coffee Trim, showing how Circles can be used.

with white or colored tape or paper. The pillars shown in the archways can be encased with canned goods or almost any line of package goods.

front of the store, and he came back with an order for a basket of peaches and for three muskmelons.

"Now, there's a case in point," said he.

"She never would have got off her wheel if she had seen tea, sugar or any such article. I have got dozens of permanent customers in this way. The grocer who carries nothing but the regular groceries cannot expect passers-by to be attracted by his

to these 'specials.' The best way to arrange such a display is to have it to impress those seeing it with the large quantity offered and the low price of it. Naturally, people like goods at a low price, and are impressed by the thought that a merchant has such a big

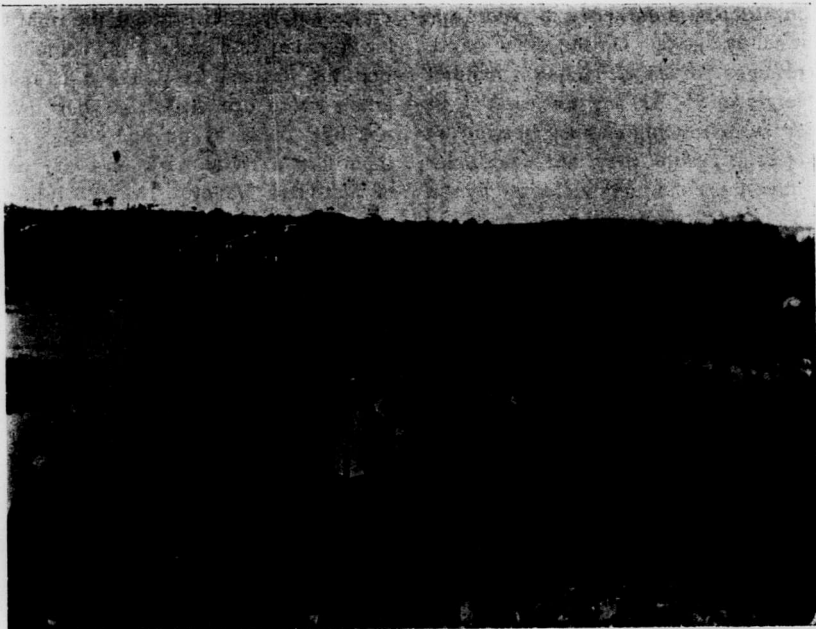
store the great variety and the high standard of quality of my general stock. So people who call a few times to get some of my 'specials' soon get into the habit of buying at least a portion of their regular groceries from me. On these goods I have a set margin of profit, and anything sold below this profit I charge to advertising—unless, of course, they are not worth what I paid for them and would not sell at regular prices. In that case any loss on them would be charged to profit and loss."

"Are there not many people who come for the 'specials' only and never buy other goods from you?"

"Oh, yes; but you see I make some profit on my 'specials,' so I have no objection to this trade, especially as I am constantly getting new customers from this class."

#### ON THE WAY TO THE FRONT.

The photographs of the Strathcona Horse, published in this issue will, no doubt, prove of great interest to our readers, some of whom may even be able to recognize relations or friends, and all will agree that the Strathcona Horse looked particularly well while on the march. The photographs were taken by W. J. Hill, Esq., M.D., J.P. of Verulam, Natal, and supplied to us by Robert Crooks & Co., Montreal, who received them from their Durban, Natal, office. The Strathcona Horse, it will be remembered, were sent to South Africa by Lord Strathcona, the Canadian High Commissioner in London, England, who bore the expense of fitting them out. Everyone knows how well the Strathconas have acquitted themselves.



Strathcona Horse in South Africa—On the Way to the Front.

Photograph taken by W. J. Hill, M.D., J.P., of Verulam, Natal, and supplied to THE CANADIAN GROCER by Robert Crooks & Co., Montreal, through their Durban office.

window unless he makes price an attraction."

Again he was called to the front—this time by an old customer. She bought a few peaches and grapes for table use. "Now," said he, "She is a regular customer of mine, but if I kept my fruit inside and displayed canned salmon she would just have gone on, and got what she wanted farther up street, as she passes two good fruiterers on the way home."

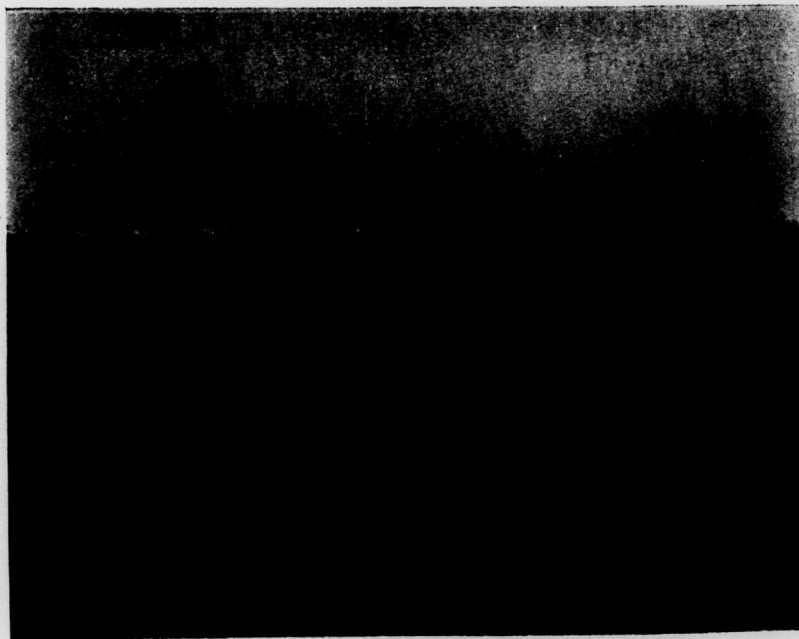
#### PART OF A SYSTEM OF ADVERTISING.

"I look upon window dressing," said a successful grocer the other day, "as part of my system of advertising. There are many mediums by which attention can be attracted and customers secured, but there is none that will surpass window dressing when used in conjunction with other means of winning trade. My system is to allow a certain proportion of one week's trade for the next week's advertising, except at special seasons, when I increase the proportion. As a rule I issue a circular once a week to my customers and throughout my neighborhood. On this I always have a few 'specials.' I can generally manage, by buying in quantities to get some article or another at a price which will give me a fair profit and enable me to make a leader of it. Then I devote at least one of my windows, and sometimes both of them,

trade that he can buy better than his competitors."

"But, can you keep trade won in this way?"

"I have won a great proportion of my customers just by this means. You see I make it a point to emphasize inside my



Strathcona Horse in South Africa—On the Way to the Front.

Photograph taken by W. J. Hill, M.D., J.P., of Verulam, Natal, and supplied to THE CANADIAN GROCER by Robert Crooks & Co., Montreal, through their Durban office.

## HINTS ON THE CARE OF HONEY.

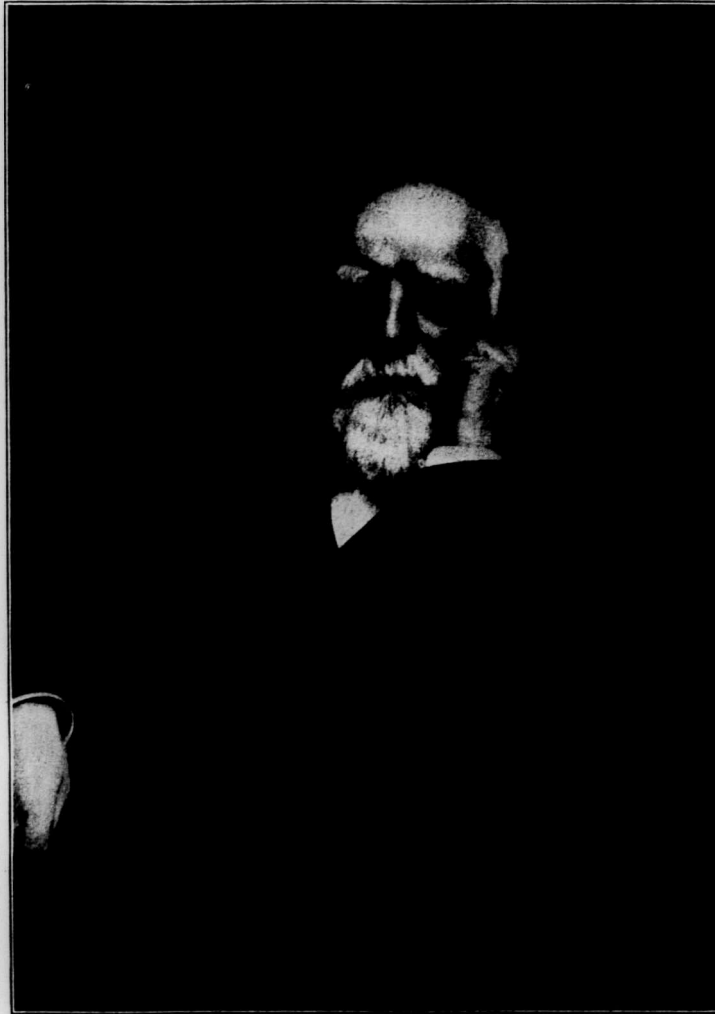
BY MORLEY PETTIT.

EVERYONE aims, or should aim, at excellence in whatever he or she undertakes. The adage, "There is always room at the top," is true in every trade and profession. To this rule apiculture is no exception, and those devoted to the production of honey will excel by supplying the very best comb and extracted on the market. Extracted honey is judged by color, flavor and specific gravity, or "thickness." In saying "color," we might say lack of color or transparency. This may be maintained by carefully excluding all darker varieties from the white. The other two qualities are secured by leaving it with the bees as long as possible or convenient. Some of our best men do not extract until the close of the honey-flow. By this, however, basswood and clover are not separated, and in opening hives after the close of the honey-flow, there is danger to the inexperienced of robbing.

As soon as possible after extracting put up the honey in the packages in which it is to be sold, leaving it exposed to the air as little as possible. Not that it will "work" or spoil, but it has great affinity for water, and the exposed surface soon becomes quite thin from contact with atmospheric moisture. Then, if left in a deep tin, holding, say, 400 or 500 lb., the thicker portions sink and the thinner rise until it becomes graded from very thick at the bottom to quite thin on top, and is difficult to secure a uniform sample without a great deal of stirring. Stirring, again, hastens candying, and candied honey, although quite as good, and by many preferred to, the liquid article, will not pour, and is much more difficult to dip into vessels for sale.

There is even yet some doubt among the uninitiated about the question of candied honey, many regarding it with suspicion. Impress upon all buyers the fact that candying, or becoming white and solid, similar to lard, in cool or changeable weather, is a proof of purity, although in rare cases the best extracted honey, in its natural state,

does not candy, even under these conditions. To reliquify, set the can on wooden blocks in water over a slow fire. Remember that honey that has been slightly overheated has a burnt taste, is darkened in color, and will not candy again. On the other hand, if the granules are not all melted it candies again very soon. This suggests a point, in the case of extracting-combs, bearing on the subject. Before they are stored for winter have them thoroughly cleaned by the bees, so that there may be no adhering



LORD STRATHCONA, who sent the Strathcona Horse to the Front.

honey to granulate and set the next season's honey candying early.

For the very reason that all honey becomes hard in cold weather, the best package for retailing is one having a wide, open top, to allow the honey to be dug out, and that may be heated in water if it is to be liquified. Glass makes a very attractive package, as it shows up the transparency of the contents to good advantage. Although not quite the handsomest shapes, fruit sealers are the best sellers, as every house-

keeper has use for them when empty. Less expensive and more convenient vessels are tin pails of 3-lb., 5-lb., and 10 lb. capacity. They may be secured with slip covers for the home market, or self-sealing covers for shipment. The most popular package for shipping large quantities is the 60-lb. tin, crated singly. It is about the right weight for one man to handle, and, being square, does not waste space. Have a supply of labels which are distinctly your own, and not like those of anybody else, and put them like a trade-mark on every package of first-class honey. Do not injure your reputation by selling dark honey with your label on it, for many will not understand that it is not your best.

With comb honey, carefully scrape all wax or stain from the sections, leaving the wood smooth and white. Grade the sections into two or three classes, according to whiteness of capping of honey, and extent to which sections are filled and capped. Do not spoil the market with poorly-filled or uncapped sections, but extract and give to the bees next season. They will be filled much more quickly than sections containing foundation. Very neat and attractive showcases of whitewood with glass front may be obtained from dealers in bee-keepers' supplies.

Now, as to the best way of disposing of honey: I would say do not be in a hurry to sell at a low figure. Stimulate the home market in every way. Supply your grocers and get them to work up a good trade among their customers. Many never buy honey because it is not brought before their notice. Invite any friends who call to sample your honey, and get them to bring their neighbors and buy. After you have sold all you can at home, sell to those whose business it is to find larger markets elsewhere.—Farmers' Advocate.

"You are not allowed to smoke in this car," said the conductor to another Irishman.

"Faith, I'm not smoking."

"You have your pipe in your mouth."

"Yes, and I have me feet in me shoes and I'm not walking," said Pat.

## TEA AT THE PARIS EXPOSITION.

Specially Written for THE CANADIAN GROCER,  
by a Tea Expert.

TEA is well represented at the Paris Exposition, and vigorous efforts have been made by various sections of producers to bring their produce under the notice of visitors.

China is, as might be expected, in the background entirely, and, although there is a fair representation of the ordinary products of that country and a good Chinese pavilion, tea by itself does not receive any special or adequate representation.

Close to each other in the colonial portion of the Exposition, near the Trocadero, Japan, India, and Ceylon, all have pavilions for the supply of cups of tea to visitors at moderate charges, and there is some interest in contrasting the different ways in which the teas of each have been put before those likely to wish to make use of them.

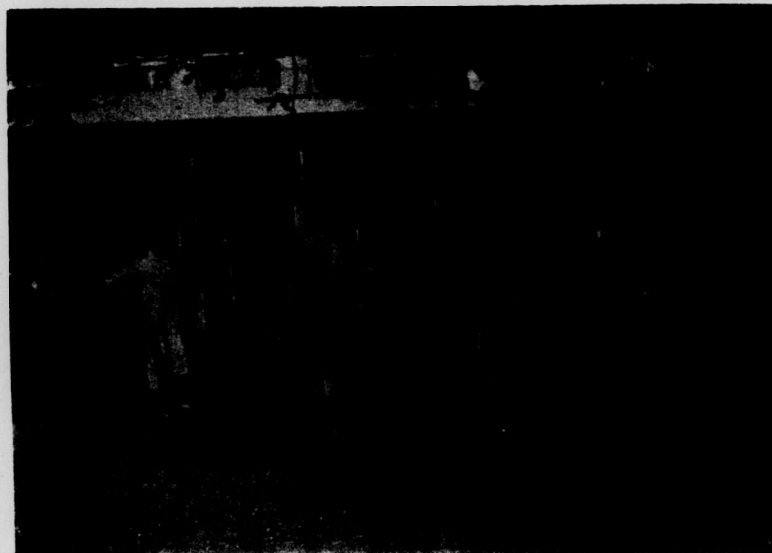
### JAPAN.

As might be looked for with a land which has recently and most rapidly adopted the civilization of the West, this country is well forward in methods for attracting attention to its products. A beautiful pavilion has been built, surrounded by a garden in the Japanese style, planted by gardeners brought over from the Imperial garden in Tokio, in which there is a pagoda (an exact representation of one of the celebrated temples in Japan), and some beautiful and interesting specimens of Japanese art, architecture and industry. A separate tea-house has been erected and its operations are conducted under the organization of the Guild of Tea Merchants of Japan. The fabric is of the light woodwork framing peculiar to Japanese houses and the garden is surrounded by woodwork railings, the whole being dainty and characteristic.

### THE METHOD OF SERVING THE TEA

is much the same as in the pavilions of the other producing countries, but it is somewhat suggestive of the Oriental wisdom and shrewdness generally associated with the wily Mongolian. The menu presented to visitors affords a much greater range of selection, as well as variety in price, than do those of the Indian and Ceylon pavilions.

The card itself is well got up, and printed in French on the one hand and English on the other. It offers a choice of the black tea and the green tea of Japan, also of the Oolong of Formosa, and for the small sum of 50 centimes a daintily-served cup of tea, with cakes, can be obtained. For 1 franc, the same is supplied, with the addition of a small souvenir present and a packet of tea to be taken home. The latter is Japan tea of most excellent quality, and, to anyone partial to a drink of the kind, likely to impress favorably those who make use of it. Of course, it is absolutely different in character from the black teas of India and



The Ceylon Tea Pavilion, Paris Exposition.

Ceylon. With the sample of tea is given some literature on the subject, printed in French on delicate Japanese paper and embodying simple directions for the making of the tea.

### CEREMONIAL TEA.

On the first floor of the tea pavilion there is a salon reserved for the service of ceremonial tea, in the style followed in Japan. An afternoon call there is a serious thing, requiring ample time, and, of the latter, a large part is occupied in serving tea elaborately. The tea used for this is of a particularly fine and delicate character, being apparently very little more than the dust which covers the golden tips on the points of the young leaves. It was said to be worth 30 or 40 francs per lb., and was of a very small make, the size being something like the very smallest and most powdery dust, and the color deep green. A

Japanese lady in attendance makes and serves this, and visitors take their seats on a dais, cross-legged in Japanese fashion, while the lady from Japan sits in the middle with an assortment of brushes, dusters and teacloths around about her, so as to produce an absolute cleanliness in all the utensils. Each part of the process is conducted with the utmost care, and, when the tea is finally prepared for drinking, it is passed in a peculiarly formal manner, with elaborate bows on both sides, and has to be drunk out of a basin in a fashion which one must see to understand.

In one of the official guide books to the Exposition, it is stated, so strict are the Japanese in carefulness as to the picking of the tea leaves, that certain classes of those are gathered only in the spring by children wearing gloves on their hands. This may be somewhat of an exaggeration, and is probably intended to counteract any bad effects caused by the spreading of statements as to the dirty manner in which the people of Japan were in the habit of plucking, preparing and packing the teas they sent abroad for consumption by other than their own people.

The heads of the local executive of the Guild of Japan Tea Merchants made no secret of their feeling that they were

### UNLIKELY TO INFLUENCE

### THE FRENCH PEOPLE

in favor of consuming their produce, nor did they think that they were likely to do much direct good in stimulating the consumption of Japan tea by the exhibit

they were giving, but they considered that it was a duty to make a representation at an International Exposition of the importance of that in Paris, and they were really doing their best to comply with what was expected of them by the Western civilization they were trying to follow.

### INDIAN.

The Indian pavilion is part of the general exhibition given in the Indian Palace. The building is a beautiful and characteristic one, but there was grave delay in its completion and in the opening of some sections of it. That portion set apart for the sale of cups of tea is comparatively limited, and is not particularly well situated for attracting attention, but it is very daintily fitted up. The table service, as to the cups, pots, etc., used, is excellent. The tea is made in the best possible manner, and the tea supplied for consumption, while still remaining pure

Indian, is not obtrusively pungent in its character, and very

WELL SUITED TO IMPRESS FAVORABLY those who already like tea and may want to contrast the tea of one place or origin with that of another.

The tea-room has the advantage of having a number of beautiful trees growing in it. Those in charge endeavored to buy up the right to cut them down, which the Exposition authorities would not sell, and it is fortunate they did not do so, as in the height of summer they give a grateful shade and add much to the pretty effect of the place.

#### THE WAITRESSES.

The tea is served by waitresses speaking several languages, who are very beautifully dressed in costumes which, although not strictly having any relationship to India, are Oriental in their general character, and of a design and in a style which suggests that they might have been furnished by Liberty & Co. All are dressed alike, but the costumes appear to be varied from day to day.

Although the tariff was somewhat higher than in the Japan tea-room, excellent value was given in the quality of the tea and of the cakes, etc., supplied, and this exhibit might be considered a very fair bid on the part of the Indian tea people to popularize their produce among the visitors to the Exposition. A considerable number of those seemed to appreciate the advantages of an afternoon cup of tea, but it was not very clear whether those were French people experimenting in what to them was a novelty, or visitors from other lands who were merely following "their custom of an afternoon."

#### CEYLON.

Closely adjoining — in fact, practically part of the same block of buildings as the Indian palace—came that of Ceylon, which was by no means so beautiful in its design and execution or in the wealth of its characteristic detail. Still, it served its purpose as a shelter for the representation of the products and industries of the Island. In this instance, the pavilion for serving cups of tea is right outside in a separate building, with large accommodation in the way of al fresco tables and chairs, much in the style of any ordinary French cafe.

A FEW CINGALESE MEN, with their characteristic tortoiseshell combs in their hair and dressed in the usual white

cotton costume of Ceylon native servants, assisted in supplying the tea, but the waiting was mostly done by ordinary looking waitresses, who might have been those of an "A.B.C." shop in London. The trade being done was at times very large, and every seat seemed occupied. A small orchestra was playing in one corner to attract people, and this seemed to answer its purpose very successfully.

The tea supplied was neither so good in itself, so well made, nor so daintily served as at the competing pavilions, and the value given for money was inferior to that in either of the other two, but that appeared to be of little consequence. Ceylon tea has been so well advertised, not only throughout the Exposition, but throughout Paris in general, and the situation of the pavilion, at a point where many footways met and crossed, being a desirable one, there was no necessity to give more to the customers than they



Indian Tea Pavilion, Paris Exposition.

expected. A very large trade was being done, and, apparently, many of the visitors were French people, and numbers had frequently to be turned away.

#### CEYLON TEA WELL PUSHED.

Ceylon tea generally, throughout the exhibition, was being exceedingly well pushed in the restaurants, the Ceylon commissioners having made contracts with most of those to supply pure Ceylon tea, and a neighboring restaurant (with a familiar English name) had actually gone the length of cutting under the rates charged at the tea pavilion, to attract people into their place for cups of Ceylon afternoon tea.

#### TEA GENERALLY MORE IN EVIDENCE.

In Paris generally, tea was certainly more in evidence than ever before, several well-known English concerns having opened depots and a large number of places having

been induced specially to push certain Ceylon teas that were being exhibited. It is doubtful whether any permanent effect of consequence will be produced on the tea consumption of France, but the many visitors from other countries, who passed through those tea sections and stopped to experiment or to refresh themselves, cannot fail to have some influence upon the consumption on their return to the countries from which they came.

#### SACCHARIN.

CONSIDERABLE interest is being manifested in Germany in regard to the provisions of the coming Act for the restriction of the sale of saccharin and similar coal-tar sweetening products. The Deutsche Zuckerindustrie points out that defective legislation, such as may not unreasonably be apprehended, unless the sugar manufacturers are fully on the alert, might easily result in the replacement of say 1,000,000 centner of true sugar by the spurious article.

Meanwhile, the following regulations for the sale of saccharin and similar compounds have been adopted in Russia, and printed in The International Sugar Journal.

Only apothecaries and druggists are allowed to sell them, the latter being required to obtain a special license.

Saccharin is only delivered on the production of a medical receipt.

Artificial sweetening substances are unconditionally

prohibited in the preparation of articles of food.

Only apothecaries and druggists are allowed to import them.

The production of saccharin and similar substances is only permitted on condition that the products are delivered exclusively to those to whom the sale is allowed.

The import of articles of food and consumption containing artificial sweetening substances is forbidden.

Infractions of these regulations involve the confiscation of the products and three months' imprisonment or a fine of 300 rubles.

It is probable that the adoption of some very similar regulations will be found to be the only means of putting a stop to the use of these noxious substances in Germany also.

## MONTREAL'S FAMOUS MUSKMELONS.

How They Are Grown to Sell at Forty to  
Fifty Cents per Pound.

**T**HERE is one product in the growth of which the gardeners of Montreal excel, that is muskmelons. They may grow good strawberries, high-class apples, first-grade plums and even excellent cabbage, but none of these rank in point of reputation with their nutmeg muskmelon. In the summer resorts throughout the United States and Canada, in the various homes of the rich people, in the clubs, or wherever the fastidious of Eastern America congregate during the three hot summer months,

### THE ONE DELICACY,

par excellence, is the Montreal muskmelon. To illustrate this we shall relate a little true story.

From early spring to late fall, Montreal is flooded with visiting tourists. Most of them come to view the historic spots of the historic city. But there are a few that come to visit the land of the muskmelon. One of these came late last fall from Boston, put up at the Windsor, hired a cab and drove out to Outrement to the residence of Mr. T. J. Gorman. Mr. Gorman presented himself in his usual affable manner without attempting to display the importance of a man with a continental celebration among the higher classes of society. This at first surprised the aristocratic Bostonian, but he recovered in time to state the object of his visit.

"I want to see your melon patch, Mr. Gorman."

"Why, the melons are all gone, sir, and the patch is cleared."

"Well, never mind, I have to see where you grow your melons. I came all the way from Boston to see your patch and I'm going to see it."

"Well, come with me, then," and Mr. Gorman took him out to the bare spot of earth. "That is where I grew my melons this year."

### HE TOOK OFF HIS HAT.

The Bostonian reverently took off his hat, walked into the middle of the plot and began to orate: "Now, then, I can say I have stood upon the spot of earth that grew the richest fruit I ever ate?" One could have thought he considered himself in the Garden of Eden.

This little incident is related not for its value as a story, but merely to illustrate the reputation enjoyed by the Montreal muskmelons. Throughout Eastern Canada, the New England States, the summer resorts in Quebec and on the Atlantic coast, in the

clubs of New York, Boston, Philadelphia, Toronto, Montreal—in fact, wherever people can afford them, Montreal muskmelons are, in the summer months, one of the richest of table delicacies. Year by year, they are growing in popular favor at a rate reckoned only by geometrical proportion, and this year the demand has been so great that it has exceeded the supply.

### THE EFFECT OF THE SOIL.

The excellence of the Montreal melons is due chiefly to the character of the soil found on the Island, to the damp weather



MR. THEOPHILE JOSEPH DECARIE,

The most extensive grower of muskmelons on the Island of Montreal.

and to the care taken in the growth. It is said that, no matter how much care be taken with the melons nor how much nursing be given them, they cannot be grown 10 miles away from Montreal with the same success as follows the efforts of the growers near the city. There is something in the soil, what it is no one seems to know, that gives them a flavor and a size that cannot be found joined in melons grown elsewhere. The nursing that must be given them is also of much account. From the time the seed is sown, in April, until the last melon is gathered, in October—seven months—they must ever be under the watchful eye of the grower, if he wishes to attain to paramount success. Occasionally, one can come across a melon grown out in the open fields, just like pumpkins, that will rival those that are

petted and nursed, but, as a general rule, its inferior appearance and size prevents its being shipped.

### HOW THE MELONS ARE GROWN.

To grow a melon well the gardeners act somewhat in this way. The seed is sown in the greenhouse in rich sandy soil about the first of April and at intervals of a few days till the last of April, in order to have early and late melons. In three days after planting the growth appears. A week later the vine is transplanted into a 5-in. pot, two vines being put in each pot. It is then left in the greenhouse to grow until it is about 4 in. high when the weather generally permits its being placed outside in specially prepared beds. Trenches about 20 ft. wide and 20 in. deep are dug out in the middle of beds approximating to a size of 12 ft. long and 10 ft. wide. The bottoms of the trenches are spread with hot, rich manure, and in them are placed three pots to a bed. This makes six plants in a bed. Boxes covered with glass, commonly called hot-boxes, are placed over the vines till about the middle of July. These are generally about 6 by 8 ft. Starting in June, the vines are gone over every week and the ends picked off, to prevent a super-luxuriant growth and to drive the nutriment into the blossoms. Watering must be kept up faithfully every day in dry weather.

In June, when the vines begin to be cramped, the boxes are raised upon blocks and the vines grow out underneath, thus allowing the force of the weather to come gradually upon the roots and main stalks. When the boxes and glass are taken off about the middle of July and the vine grows to its full size, six vines will thickly cover a space of 15 to 18 ft. Each bed should grow six good melons and six of a second class—of course, some give more, some less. On a space of four acres Mr. Gorman grows about 3,000 melons.

The melons going through the growing and ripening process must be tenderly cared for. As they come on in size they are generally set on blocks and turned over regularly to allow the sun to get on all sides and to put the "knitted" appearance uniformly around them. The size is developed in this way without affecting the flavor.

### MELON GROWING AN ART.

One can easily see that growing melons successfully is an art that requires study and experience before it can be mastered. Mr. Gorman, who has already been mentioned as one of the most successful growers, has produced melons all his lifetime. His father taught him the business. He has a laborer with him who worked a long time with his father. The whole Gorman family pride themselves on knowing as much about



growing melons as there is to be known. In fact, they claim that Mr. Gorman, sr., originated the real Montreal melon by crossing a nutmeg and a minorca, the former small and extremely sweet, the latter large and rather tasteless. He worked for three years crossing and recrossing and perfecting the brand, until he arrived at what he and his patrons considered perfection.

THE SEED HIS FATHER GREW

Mr. Gorman still uses and to prevent its injury from the carrying of the pollen by

Waltiez, all of Outremont, are also fine growers. All these gardeners stamp their first-class melons and thus preserve their prestige.

THE SIZE OF THE MELONS

varies greatly. The average weight is 10 to 12 lb., but they have been known to reach 44 lb. If a large one has a good appearance, it demands a very high price; some of them bring \$5 to \$6 apiece on the Boston market. The value set on the stamped melons is about \$12 per dozen,

is not great. Mr. Decarie, the largest grower, does not raise more than 5,000, and of these he sends 3,000 to the Waldorf-Astoria. Probably the number of the high-class article sent out of the city does not total more than 10,000. The principal shippers are Fraser, Viger & Co., Johnson & McCormack, Hart & Tuckwell and Job Caldwell & Co. The retail grocers and produce dealers all over the city handle them, but probably there are more of the expensive variety sold at Lamb's market on University street than at any other city establishment. Fraser, Viger & Co. ship largely to American hotels, clubs and summer resorts and to tourist parties at Canadian points. Some of the points they reach are: New York, Boston, Philadelphia, St. Alban's, Mount Desert, Maine; Bar Harbor, High Gate Springs, Allanhurst, N. J.; Cornwall-on-Hudson, Corinth, N. Y.; Rockland, Maine; Old Orchard, Detroit, Bangor, Newport, R.I.; Poland Springs, Maine; Seal Harbor, and Toronto. In short, they go all over the eastern part of North America wherever the rich live. The other shippers send their boxes to dealers in Canadian and American cities. This year they have not been able to supply the demand. Fraser, Viger & Co. ship a few to England every year but their perishable nature will never allow of these shipments being placed on a business basis. It is only within the last eight years that the shipping of melons has become a business and that they have gained favor so quickly speaks well for their quality, for the proof of the fruit is in its eating.



Shipping British Columbia Timber at Burrard Inlet.

bees and insects he grows no squash or pumpkins or cucumbers or any member of that family on his premises. Thus, he can get, on the average, \$12 a dozen for his melons, and yet not supply the demand. In American cities the Gorman melon sells for \$4. But Mr. Gorman is not the only gardener that grows first-class melons. Mr. T. J. Decarie is probably a larger grower, and this year he sent a daily supply to the Waldorf-Astoria, of New York. Thomas Hall, W. Findlay, Pere||Jean and Paul

and, although some may think it paying very dearly for the whistle, it is none too great a reward for the labor spent in nursing and for the knowledge gained from the experience of long years. Mr. Decarie has been growing melons for 23 years and can now grow them successfully in a field next to one on which his neighbor has failed. The melon is not a fruit that everybody can grow.

THE QUANTITY SHIPPED.

The number shipped from Montreal yearly

NO WASTE IN THE OX.

It is remarkable to what extent the ox, when slaughtered, is utilized, remarks The New York World. Not so long ago fully 40 per cent of the carcass was wasted; everything, from the horns to the tail, is turned into money. The blood is used in the refining of sugar, or is hardened and employed in the manufacture of doorknobs and handles; the skin goes to the tanner; the horns and hoofs are turned into combs and buttons, the shinbones into backs of clothes brushes. The bones of the forefeet are worth \$25 a ton, being made into collar buttons, umbrella handles and various novelties, after the marrow has been boiled out of them. The small bones are burned instead of coal. From each foot a considerable quantity of oil is extracted; the tail is made into soup. The hair goes to the mattress-maker and upholsterer; the fat to oleo makers; the intestines are used as sausage wrappers or are sold to goldbeaters. Even the undigested stuff in the stomach is turned to account, being made into paper.

## Alex. McTavish, Dairyville.

A STORY OF COUNTRY STOREKEEPING.

**D**AIRYVILLE was a pretty little cross-roads hamlet nestling at the bottom of a romantic valley. The commercial enterprises consisted, until 10 years ago, of a general store, a blacksmith shop and a hotel. There are certain people who will not, perhaps, allow that the last-named is a commercial enterprise, but it is to be hoped they will allow it to pass as such for just this once. For 30 years these three commercial enterprises had been doing business. And all that time without a competitor nearer than the next village. But, 10 years ago, the monotony was broken—at least, as far as the general store was concerned—for about that time a competitor settled down at the only one of the four corners that was unoccupied.

It should have been stated that, up to the advent of the new store, three out of the four corners were occupied respectively by the general store, the hotel and the blacksmith shop.

The new storekeeper was John Taylor, the son of a well-to-do farmer whose farm was on the next concession. John had early in life shown a dislike to the farm.

"Well, my boy," said Taylor sr., to his son one day, "I would rather you'd stay on the farm, but if you must be a storekeeper I suppose you must. However, I want you to begin right. I've seen the folly of young fellows going direct from farming to storekeeping. You've got to learn to steer a business just as well as you've got to learn to steer a plough. And the one's a blamed sight harder than the other. Now, I'm going to send you first to a business college. After you've got through the college, if you're still determined to go storekeeping you must put in four or five years with some bright, up-to-date merchants. Then, if you like, I'll put you up a store on that vacant corner. I was thinking of trying to sell that lot, but, as the taxes don't amount to much, I'll hold it till you are ready to start up. Another thing I want you to do is to subscribe for a good trade paper."

Young Taylor was wise enough to act upon his father's advice. He went through a well-known business college, and, after that, served five years with a wide-awake country merchant who believed in teaching his clerks all he could about the business.

"I have been clerking for over four years now," said young Taylor to his father one

day while home for a short holiday. "I have learned a great deal, but I have a great deal yet to learn. I am sure, however, that I could now successfully run a business of my own."

Accordingly, it was arranged before he returned to his employer that not only should the store be erected but that his father should supplement by a snug little sum the capital he had saved during his clerkship.

It was early in December when John Taylor's sign was hung outside the new store and everything was ready for business. The store was bright and fitted up with many modern appurtenances, included in which was a spacious plate-glass window on either side of the main entrance. To the astonishment of the natives he had attractive displays of goods in his windows. And on the goods were neat cards giving prices or information of some kind.

"Well, I don't think I need be afraid of his prices," muttered to himself old Alex. McTavish, who kept the general store on the other corner, "they are just about what I get myself. But I don't believe in ticketing your goods. Then, as to advertising, it's a waste of money. The two columns Taylor has got in this week's Mirror will eat away quite a little slice of his profit."

It was obvious, however, that old man McTavish did not feel at his ease. And he told his wife so after he had closed up shop.

"I have made enough money during the 30 years I have been in business to keep us comfortably during the rest of our days. And I wouldn't like to lose it. Then, you know, there is Tom. We always intended the business should be his after I was gone. But, if there isn't going to be enough in it for me, how will there be enough in it for him?"

Tom, it should be explained, was the only son, who was the head clerk in the store of a merchant in a town several miles away. His excuse for going away was that there was not enough in the business to keep two of them. But, in reality, he went away because his father set his foot on nearly every modern business idea he suggested.

For a short time after the new store started, there was not much that perturbed the equanimity of old man McTavish. But, by-and-bye, rumors came to him that the new storekeeper was cutting prices. And, eventually, rumor began to give specific

instances. Then the old man's combative qualities became aroused, and he began to cut prices. And Taylor, the other storekeeper, gave him a Roland for his Oliver every time. A year went on in this way, until McTavish found that he was actually losing money, although the volume of his business did not appear to deteriorate much. On a good many staple lines Taylor was also losing money, but, on the general turnover of the business, he managed to make the two ends a little more than meet, for he went a great deal into specialties, on which he made a good profit. But, generally speaking, business was anything but satisfactory to either one of the competing merchants.

Just about that time McTavish's son paid a visit to his father.

"Boy," said the father on the evening of the son's arrival, in reply to a question. "Business is going to the dogs. It is now a losing instead of a winning game. Prices are being so cut that it is impossible to make a profit. I'm going to close up and get out while I've enough money left to keep me. I had hoped that the business would some day be yours, but it is not now worth your taking."

"Is your turnover much less than it was before Taylor started up?" asked the son.

"Can't say that it is. Now that two stores are here more people come to the village to buy goods. The trouble is not so much with the quantity of the merchandise sold as with the money that is made, or rather, that is not made."

"When you heard that Taylor was cutting prices," persisted the son, "did you go over and see him, or, at least, find out whether he was doing as was charged?"

"I did not go near him, nor will I ever go near him," declared the old man with some warmth. "He came to this place to run me out of business. I guess he'll run me out, but I'm not going to stop until my money's gone. I'm going now, while I've something left."

"Father," said Tom, "will you let me manage the business and do as I like?"

"Will I let you manage the business and do what you like!" exclaimed the old man. "Yes, but for yourself. I'll lose no more money in the venture. But, I'll tell you what I'll do in order that you may have a fair start, I'll give you the entire business and \$1,000 as capital. With the few

hundred dollars you have saved yourself you will not be in bad shape as far as capital is concerned. But if I were you I'd let the old store go and start up in some other town."

"But wouldn't I have competition wherever I went?" persisted Tom.

"I suppose you would, but all the same I wouldn't stay in Dairyville if I were you."

But Tom would not be persuaded to the contrary. He stayed in Dairyville. One of the first things he did after taking possession of his father's store was to call on Taylor, whom he had known when a school-boy.

"Allow me to congratulate you," said

"We will," exclaimed Tom. And they did. The result was that cutting prices became a thing of the past in Dairyville, while business became profitable instead of unprofitable.

Tom soon had the old store remodeled and the old-fashioned windows supplanted by modern plate-glass ones. He also had price-cards in his windows and his advertisement in the local paper.

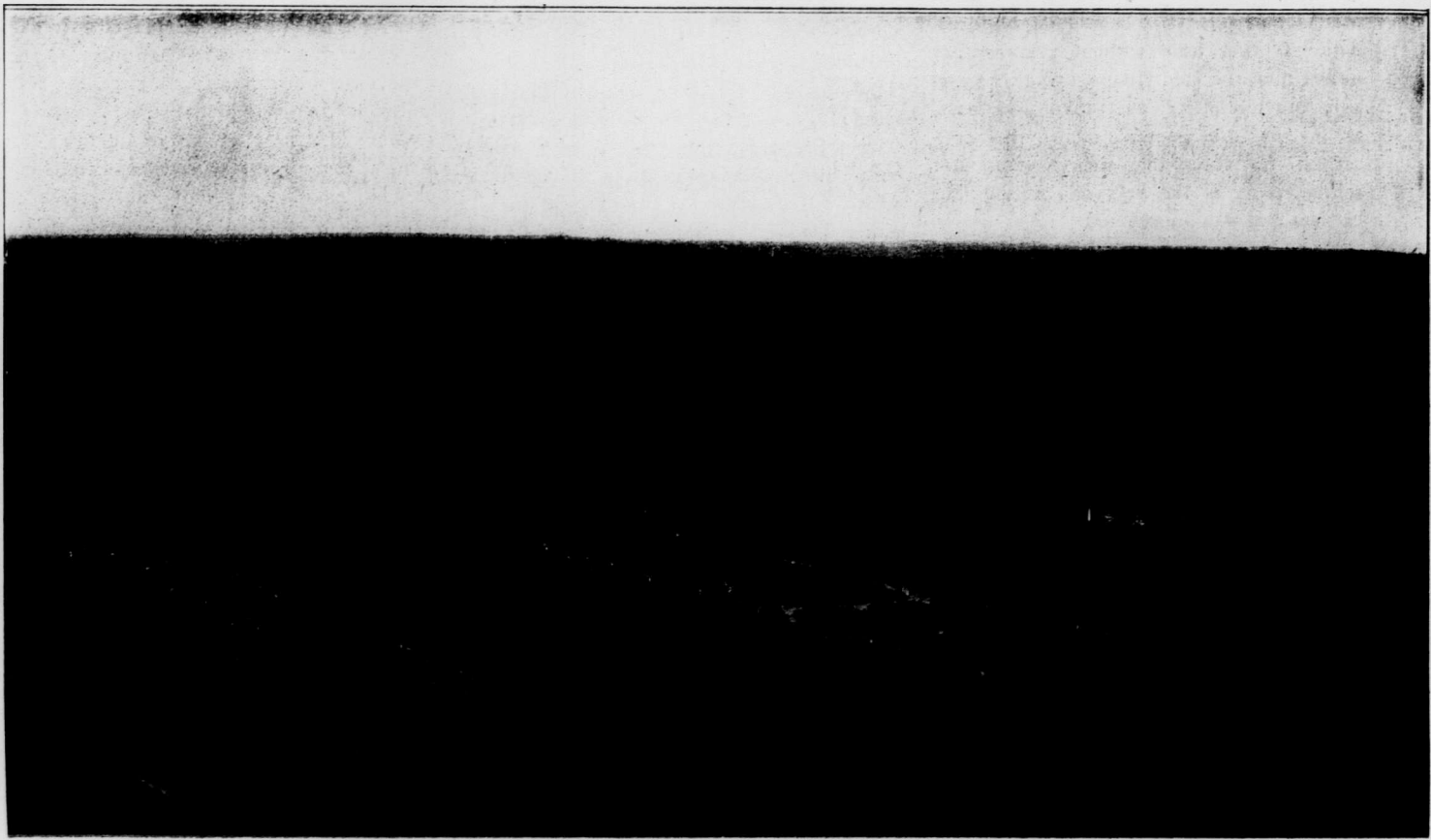
"Well, Tom," declared his father one day, some five years after he had retired, "I guess you were right after all. There is nothing like being up-to-date."

"And being on good terms with your

Chicago. He was called to New York State to attend the funeral of a near relative. When he went aboard the train that night he was worth \$1,000,000. When he alighted next day he was worth exactly the clothes he wore, his gold watch and what money he had about him. The big fire had swept everything else away.

"Yes, he had two other assets I must not overlook. He had his energy and his high reputation. He knew there would be a great demand for goods.

"He came to New York and called on A. T. Stewart, whose customer he had been. Stewart said, 'Mr. Palmer, I want you to go through this store from basement to roof,



View of Experimental Farm, Indian Head, Canadian Northwest Territories, showing Hedge for protecting Vegetables and Small Fruits.

Taylor, as he warmly grasped Tom's hand. "I hope you'll do well."

"So I will if you don't cut prices," rejoined Tom with a laugh.

In the conversation which followed both learned that frequently prices had been cut in the past by both storekeepers upon no other basis than a rumor founded upon falsehood and not upon truth.

"Whenever you are told that I am cutting the price of a certain article," said Taylor, as Tom McTavish took his departure, "just come over and see me before you do ditto. And I'll do the same if I am told you are cutting the price on any line."

competitors as well as with your customers, eh, father?"

"Yes, lad; I guess you are right there too."

#### VALUE OF A GOOD REPUTATION.

"WELL remember an incident connected with the great Chicago fire," a leading hardware jobber and manufacturer is quoted as saying in an Eastern paper "that shows how business men are disposed to aid each other when they can, and proves that a good business reputation helps a man in the hour of need.

"You have all heard of Potter Palmer. He was one of the leading merchants of

and pick out what you want, and as much of it as you want. We will ship it West on the first train, and you can pay us when you get ready."

"Our course towards the Chicago hardwaremen was of the same nature. We sold them all they wanted on their simple word, and let the accounts run until they could pay them. One had all of the goods shipped to his house, rigged up an awning in front, and ran a hardware store in his front yard. There was a great rush for tools and other hardware goods then.

"Did you lose anything by this risk?" asked one listener.

"Not a dollar," was the response.

# Williams Bros. & Charbonneau's

Pickles  
Catsups



Mustards  
Sauces



Relishes  
Preserves

Grocers will find them, in the long run, the most profitable to handle. The vegetables are the choicest, the vinegar absolutely pure, and packed in handsomely labelled packages.

The handling of these will put money in your pocket, and increase your trade.

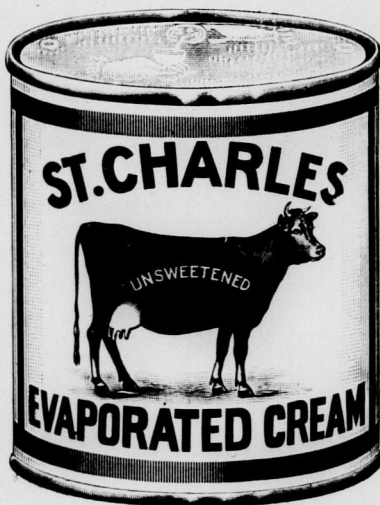
**A. E. Richards & Co.,** Selling Agents, **Hamilton**

Has Stood the Test of Every Climate.

Highest Award

— AT —

Paris Exposition  
1900.



Gold Medal

— AT —

Paris Exposition  
1900.

In Competition With The World.

Every possible precaution is taken in its manufacture, insuring

**UNIFORM HIGH QUALITY.**

Preserved solely by the scientific application of heat. No sugar or preservatives added. Very rich, delicious flavor and suitable for all uses to which milk or cream is adapted. Every can guaranteed. Factories at INGERSOLL, ONTARIO, CANADA, and ST. CHARLES, ILLINOIS, U.S.A.

For Special Export Prices, Address

**ST. CHARLES CONDENSING CO., ST. CHARLES, ILL., U.S.A.**

## Shirk & Snider

SPECIAL BRANDS

**BUDA**  
**DAILY BREAD**

**NEVA**  
**PATENT**

Millers and Manufacturers of

Improved **ROLLER** Process Flour.

Capacity 300  
Barrels a Day.

**BRIDGEPORT, and**  
**BADEN, ONT.**

## W. H. BRIGGS & CO.

Commission and Manufacturers' Agents.  
Forwarding and Distributing Agents.

**Correspondence Solicited.**

OFFICE AND WAREHOUSE:

314 McDermott Ave., **WINNIPEG, MAN.**

## MARTIN BROS.

Oatmeal Millers  
and Exporters ❁ ❁

Mount Forest — **ONTARIO,**  
**CANADA.**

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

EXPORTERS OF

**EGGS** "Wapiti" and "Moore" Brands

**OATMEAL** "Thames Mills"

❁ **ST. MARYS, Ont., Canada.**

## Pumpkin Flour

is Pumpkin minus water, minus the perishable part. It will make perfect old-fashioned pumpkin pies, also delicious puddings and sauces. No muss or trouble in preparing it. Your customers want it. Your stock is not complete without it. It is put up in nice tasty packages. Three dozen in a case for **\$2 70.** Handsome show cards inclosed. We ship through any jobber you desire. Send in your orders now before you forget it.

Agents:  
**JAS. SIMPSON & SON**  
HAMILTON.

**THE MORSE PUMPKIN FLOUR MILLS**  
**LEAMINGTON, ONT.**

## P. R. Miller

**FLOUR MERCHANT**  
and **EXPORTER.**

**CORRESPONDENCE SOLICITED.**

**TORONTO, Ontario, Canada.**

511 Board of Trade.

Please mention this paper in writing.

## Ayton Mills

**N. WENGER & BROS., AYTON, ONT.**

MANUFACTURERS OF HIGH-GRADE

**WINTER WHEAT FLOURS**

BRANDS . . . .

**EDELWEIS, High Patent.**  
**MAY BLOSSOM, Family Flour.**

**SAMPLES AND PRICES ON APPLICATION.**

## Saugeen Valley Roller Mills

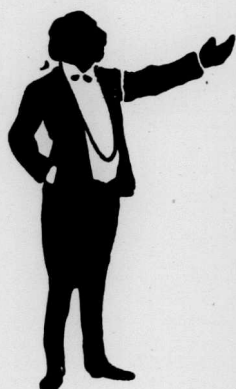
**JACOB STEINMILLER**

HUNGARIAN PROCESS.

Manufacturer of the Highest Grade of

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

**WALKERTON, ONTARIO, CANADA.**



# TO THE GROCERY TRADE

We have tried the cash business and found it a success. We unfortunately went back to the credit business and have found it a failure—not from losses by bad debts, but from the loss of the use of our money.

~~~~~

This is an age of small profits. The successful wholesale man, the successful retail man, will have to sell for cash.

**WE INTEND TO GO BACK TO CASH.**

**NO ACCOUNTS WILL BE CARRIED.**

**WE WILL SELL AT CLOSE PRICES, and**

**ISSUE MONTHLY NET CASH PRICE LISTS**

which will be interesting to you.

---

## Jersey Cream Baking Powder will be Our Watchword

**SOCIAL TEA** will be made the best  
Packet Tea in Canada.

**SOCIAL COFFEE**

**SOCIAL BAKING POWDER**

Can any manufacturer offer you as good value as Social Baking Powder? Strictly high-grade, Pure Cream Tartar, equal to the best American, at \$2.40 per dozen pound tins, and your customer shares in the profits. Don't be a clam, but push Social goods for all you are worth. We are considering the advisability of dividing **One Thousand Dollars in Gold** with the Grocers who handle Social Tea, Coffee, and Baking Powder.

All combination or ring goods will not be handled by us as far as possible.

**LOOK OUT FOR OUR FIRST PRICE LIST, ABOUT NOVEMBER 1ST.**

Before issuing price lists we would like the opinion of the trade. Would you prefer net cash prices or large discounts?

---

# LUMSDEN BROS.

HAMILTON.



TORONTO.

## The New Department Store Law of Germany.

An Interesting and Drastic Measure.

**N**O country in the world is probably so noted for the character of its commercial laws as Germany. One of its most recent and striking laws in this respect was one passed by the Prussian Parliament a few months ago imposing a special tax on department stores, and which has been proclaimed by royal edict to take effect January 1, 1901.

The new law, which has naturally excited a great deal of interest, has been made the subject of a special report by the United States Consul General in Berlin.

### THE PROVISIONS OF THE LAW

are substantially as follows, it being premised that it applies to the Kingdom of Prussia, except the Hohenzollern Crown lands and the Island of Helgoland, and that all taxes collected under it revert to the treasury of the commune or municipality in which the store is located :

Paragraph 6 of the statute divides the merchandise to be sold into four groups, as follows :

1. Groceries and colonial produce, food products and drinks, tobacco and manufactures thereof, smokers' articles, apothecaries' supplies, colors, drugs, and perfumery.
2. Yarn and twine, upholstery goods, mercery, drapery; woven, knit, and embroidered goods; underclothing of all kinds, bedding and furniture of all kinds, curtains, carpets, and all material used in interior household decoration.
3. Household, kitchen and garden utensils and implements; stoves, glassware, porcelain, earthen and stoneware, upholstered furniture and materials thereto pertaining.
4. Gold, silver, and other jewelry; objects of art or luxury, bric-a-brac, articles of paper or papier-mache, books and music, weapons, bicycles; articles of sport, riding, driving, and hunting; sewing machines, toys; optical, medical, scientific, or musical instruments and apparatus.

### THE BASIS OF TAXATION.

Every store, bazaar, or warehouse which shall sell articles belonging to more than one of the above groups, and of which store the aggregate sales amount to more than 400,000 marks (\$95,200) per annum, shall pay a special tax graduated according to the total amount of its annual sales, as follows :

| Yearly Sales.                                         | Annual Tax. |
|-------------------------------------------------------|-------------|
|                                                       | Marks.      |
| 400,000 to 450,000 marks (\$ 95,200 to \$107,100)     | 4,000       |
| 450,000 to 500,000 marks (\$107,100 to \$119,000)     | 5,500       |
| 500,000 to 550,000 marks (\$119,000 to \$130,900)     | 7,500       |
| 550,000 to 600,000 marks (\$130,900 to \$142,800)     | 8,500       |
| 600,000 to 650,000 marks (\$142,800 to \$154,700)     | 9,500       |
| 650,000 to 700,000 marks (\$154,700 to \$166,600)     | 10,500      |
| 700,000 to 750,000 marks (\$166,600 to \$178,500)     | 11,500      |
| 750,000 to 800,000 marks (\$178,500 to \$190,400)     | 12,500      |
| 800,000 to 850,000 marks (\$190,400 to \$202,300)     | 13,500      |
| 850,000 to 900,000 marks (\$202,300 to \$214,200)     | 15,000      |
| 900,000 to 950,000 marks (\$214,200 to \$226,100)     | 16,500      |
| 950,000 to 1,000,000 marks (\$226,100 to \$238,000)   | 18,000      |
| 1,000,000 to 1,100,000 marks (\$238,000 to \$261,800) | 20,000      |
| 1,000,000 to 1,200,000 marks (\$261,800 to \$285,600) | 22,000      |

and so on, for every additional 100,000 marks (\$23,800) sold 2,000 marks (\$476) additional tax.

This law has been enacted for the purpose of equalizing the advantages which large bazaars, department stores, and cooperative retail establishments enjoy over the minor and middle-class merchants whose business is restricted to a few articles and does not exceed a yearly turnover of 400,000 marks (\$95,200). At one time during the debate, it was proposed by the House of Lords—the upper chamber of the Prussian Parliament—to exempt the stores which belong to and serve army and navy officers and civil officials; but this was denounced by the House of Deputies as an odious act of class legislation, in favor of a specially privileged caste, so that the Lords were forced to yield and the law was enacted in its present form. Finance Minister Miquel, the ablest and most adroit master of taxation in Germany, who has stood as sponsor for the new Act during its passage through the Diet, has issued the following declaration explaining its purpose and portraying its results when accepted in good faith and impartially enforced :

It will depend upon the mercantile and industrial classes themselves whether this law shall fulfill for them the benevolent purpose of the lawmakers. It will be their task to promptly create and organize with self-helpful motives such associations and installations as are calculated to best increase their power of competition with the department stores. They will have to provide, especially through the organization of purchasing and selling societies, for cheap purchases and profitable sales. They will have to stand firmly on the principle of cash purchases and sales and neither accept goods nor sell them on credit.

In this respect also will the system of organized self-protection offer a wide field of usefulness. The State has already, through the creation of a central bank for the finances of organized guilds, done what it could properly do to promote the interests of the smaller merchants and industrial classes. It will be the task of the middle-class dealers, who have suffered from the competition of the great department stores, to improve the opportunity

created by this new tax, to strengthen themselves by improved equipment and management for competition with the large establishments. The State has done its part, it now rests with the mercantile and industrial middle classes, through intelligent, energetic self-help, to secure themselves against the competition of large capital.

Mr. Frank H. Mason, the United States Consul-General, in commenting upon the new law, says : " These are brave words, and every friend of the German people will hope that the aspirations of the Finance Minister concerning the practical effects of the new law may be fulfilled by the event. But there are not wanting many intelligent observers who are extremely skeptical as to the result. The department stores and other large retail houses have six months in which to prepare for the new regulation. It is believed that many of them will confine their future trade to articles included in one of the foregoing categories, and thus evade the new tax. Should they do this, their stocks on hand belonging to other groups will be sold out at bargain counters before January 1 at whatever they will bring, and this, it is predicted, will supply the demand for certain articles and depress the market for some time to come.

" Moreover, a large number of the smaller merchants fail to see how the new law, which simply taxes the large concerns 1 to 2 per cent. additional on their sales and turns the proceeds of such taxation over to the communal and city treasuries, is to help the middle-class merchants and their customers to unite and pay cash for their goods, which they have heretofore bought and sold on credit. The big store, say these critics, will either add the amount of their tax to the prices of their goods or strive by increased sales to make up the amount. The line between the taxed and untaxed stores will be drawn more sharply than before, and the old struggle will remain between organized capital, which can always buy cheaply for cash in large quantities, and the merchants of moderate means who must buy to a greater or less degree upon credit and must sell before they can pay. The weak point which causes most apprehension is that this enactment opens the way for special taxation of all kinds of large industries and landed possessions. At a time when every interest and class is clamoring for protection, it encourages the demand for special legislation affecting special-







# Japan Teas are Appreciated.



## A GROUP OF FOUR CONTENTED AND GRATEFUL

ladies indulging in a cup of Japan Tea, and discussing its superiority in point of flavor and aroma over all trashy teas on the market. These are but few of the sterling qualities of Japan Teas, which are recognized and acknowledged by all sensible tea drinkers to have no equal.

Mr. Grocer, consider the great amount of publicity and benefit you are gaining for yourself when you push the sale of

## JAPAN TEAS

BECAUSE THEY ARE THE

**Purest  
Best**

and

**Cleanest  
Most Profitable**

Nor do we make these statements off hand. They are proven by the increasing demand for these teas in Canada and the United States each year.

~~~~~

*Japan Teas are Reliable.*

ESTABLISHED 1835

FRED. B. GREENING.

# John W. Bickle & Greening

BROKERS and  
COMMISSION MERCHANTS

HAMILTON, - - ONTARIO.

REPRESENT FOREIGN SHIPPERS AT:

RIO DE JANEIRO  
SANTOS  
MARACAIBO  
PUERTO CABELLO  
JAMAICA  
GUATEMALA  
ADEN, ARABIA  
PADANG AND BATAVIA.  
SINGAPORE  
CALCUTTA  
COLOMBO  
FOOCHOW  
TRINIDAD  
DEMERARA  
JAMAICA

Coffees

Coffees and Spices  
Tapioca and Spices

Teas

Cocoa, Raw Sugar  
and Cocoanuts

ORDERS SOLICITED FOR DIRECT SHIPMENTS TO  
ANY PART OF THE DOMINION.

EXPORTERS OF OATMEALS, SPLIT PEAS, OATS,  
PEAS and other CANADIAN PRODUCE.

BUY

## Star Brand

# COTTON CLOTHES LINES

TWISTED OR BRAIDED.

# COTTON TWINES

3 AND 4 PLY.

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

For sale by all Wholesale Dealers.

See that you get "Star Brand."



THE GROCER WHO  
SELLS

Who  
Makes  
Money?



BEST IN

PROFITS—QUANTITY—QUALITY

The Silver Dust M'fg Company,  
HAMILTON, ONT.

ESTABLISHED  
1828.

CABLE ADDRESS,  
"DANGER."

## M. WOOD & SONS

Wholesale Grocers.

Importers and Dealers in

## FLOUR and FEEDS

British, West India and Foreign Goods.

Exporters of



Lumber, Hay and  
Farm Produce.

CORRESPONDENCE SOLICITED.

SACKVILLE, NEW BRUNSWICK.

ESTABLISHED 1852.

# GILLETT'S GOODS

ARE

...THE BEST

Imperial Baking Powder

Gillett's Perfumed Lye

Magic Baking Soda

Magic Baking Powder

Royal Yeast Cakes

Gillett's Washing Crystal

## Canadian Canned Vegetables in England.

HOW TRADE THEREIN CAN BE DEVELOPED.

If the statement be true in a general sense that Canada has been slow to realize the magnitude, the wealth of her resources, it is true in a special sense when applied to her capacity to contribute to the world's supply of fruits and vegetables.

True, the farms of the Annapolis and Cornwallis valleys in Nova Scotia, and of the Niagara and Essex peninsulas in Ontario, as fruit-growing lands, and of many other districts in the Dominion as fertile fruit and vegetable fields, has reached far beyond our own borders. Yet, with the exception of apples, and, possibly, potatoes, no Canadian fruit or vegetable has an established name and sale in foreign markets, either in the green state, canned or preserved. We do export, but in such a small and erratic fashion that our goods have not a sound footing in any mart of the world, except the home market.

To a Canadian who is acquainted with the great producing capacities of our best vegetable districts, who has become familiar with the taste of the many lines of goods which are distributed from our canneries, and who comes into touch with the condition of the canned goods market in

Great Britain, it becomes at once a matter of surprise that Canada has not long ago secured a firm footing in the British market, and that our export of canned vegetables does not reach ten times the present figure.

According to the Trade and Commerce Returns the total exports from Canada of tomatoes, corn, baked beans and other vegetables in cans and other packages for the past five years were: 1895, \$14,114; 1896, \$3,207; 1897, \$10,899; 1898, \$10,340; 1899, \$1,934.

The fact that our exports are so small, compared with the enormous production

and home consumption bespeaks some special causes why they have not succeeded better in the British and other markets.

While in England this summer a representative of THE CANADIAN GROCER made a study of the conditions with a view of ascertaining these special causes.

In order to get into the question as deeply as possible, recourse was had to Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, who is, probably, in closer touch with trade relations between Canada and the Mother Country than any other person in London or, in fact, at any point in Great Britain. Mr. Watson has considered the matter carefully and en-

other countries, packed expressly for this market.

"Another big objection is that Canada has never persistently set to work to secure a footing here. This market has rather been a dumping-ground for Canada's surplus stock. In a good producing season in Canada, we have offers of large quantities; when the consumption equals the pack, offers are withdrawn, thus breaking valuable connections and hindering any possible development.

NEW LABELS ON OLD GOODS.

"Looking upon this country as a market for surplus stock has led to the shipment of inferior goods from Canada. For instance,

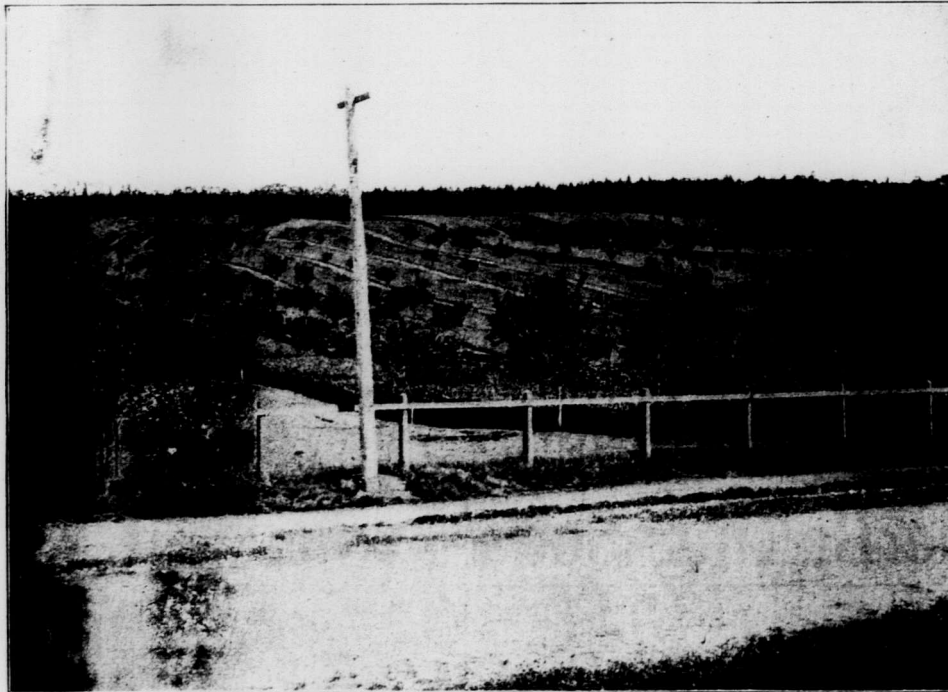
a short time ago, a Canadian firm which had a lot of tomatoes several years old found an opening here. New labels were put on the goods, and they were eventually retailed as first-class stock. They were old and inferior, and I can assure you, from what I heard of the case, that this unwise packer will have difficulty in selling the best goods he can put up.

"If Canadian canned goods packers want a footing on the British, or even the

London, market, they must know that British buyers are conservative, that it takes years to establish a connection and a reputation here, and that, having to meet the competition of the world, they must put the products up to suit the requirements of the market."

"Can the Canadian packer count on a sentiment in England favorable to Canada as an aid to the sale of his goods?" THE GROCER asked.

"Not unless his goods are equal—I do not say superior—to what is already on the market," answered Mr. Watson. "There



View of Orchard on the Experimental Farm, Nappan, N.S.

deavored several times and in various ways to secure a better understanding between the Canadian producer and the English distributor.

SOME OF THE HINDRANCES.

"There are several factors," said Mr. Watson, "which have hindered the sale of Canadian canned fruit and vegetables on this market. One of these—possibly the chief—is that the Canadian method of packing is different from that in vogue here, and, as the people are conservative, it is difficult except at considerably lower prices, to sell in competition with the goods from

*If you want to sell the Best Tea  
The most popular Tea  
The Tea that will increase your trade  
Sell Blue Ribbon Ceylon  
It is the best in the world.*

*P.S. If you do not have it in stock  
order at once from  
Blue Ribbon Tea Co.  
12 Front St East  
Toronto*

## Peek, Frean & Co.'s

CELEBRATED



**VENICE WAFERS**  
**FLORENCE WAFERS**  
**CHERRY WAFERS**

Just the sort of confections particular people are seeking for At-Homes, Receptions, Afternoon Teas, etc. They are the models of daintiness, and very tasty. Delicious with Ices, Creams, Coffee, etc.

**VENICE WAFERS** (Finger Shape), **FLORENCE WAFERS** (Oblong) are sandwiched with Lemon, Raspberry, and Coffee Cream.

**CHERRY WAFERS** are Finger Shape, pink color, and sandwiched with Cherry Cream. Just the thing for a "Pink Tea."

**Chas. Gyde, Canadian Agent, Montreal.**

is never a sentiment favorable to a food with a poor reputation. But the best way to get an answer to that question is to see some of the principal wholesale dealers and brokers here. I will give you the names of several."

THE CANADIAN GROCER, a few days later, visited the firms suggested. Some of these were practically unacquainted with the production of canned goods in Canada, and had never handled them; others had experimented with some lines, and were selling one line regularly—gallon apples.

MUST BE REGULARITY OF SUPPLY.

"There is not much sentiment in our business," answered the manager of one of the largest wholesale houses, when the question put to Mr. Watson was repeated to him. "But there is a readiness which is

to the market, or is it because of the price that they do not sell?"

"I think any change will have to be improvement in quality rather than reduction in price. Take canned fruits, for example. The British jam manufacturers have for several years been educating the public here to buy fruits which have been preserved whole. Canadian fruits do not reach the standard to which we have attained in this respect, so they do not take hold as readily as they otherwise would.

"We get most of our peas from France. These are given a high, artificial color, by adding sulphate of copper. This is slightly—rather infinitesimally—poisonous, and regulations have been made here to the effect that all cans containing it must have the fact stated on their label. Yet this does

expressed himself bluntly as follows: "It is useless for any country or any man to count on sentiment against another man's dollar. We are in business to make money, and when we can make as much money out of Canadian canned goods as we are now doing out of those from other countries we might buy from them, if we could count on them maintaining both the quantity and the quality.

"We have a good demand now for other lines. So we will not push new lines unless there is money in it for us. If your packers come over here and

ESTABLISH A REPUTATION

like several United States packers have, there would be no difficulty about making sales. That would take persistency in pushing and consistency in quality for two or three years. After that, if they kept the standard up they could count on a steady demand at prices fully 1d. above what they would get now. Anything with a good name sells for good prices in England and Scotland."

GETTING A CONNECTION.

"How should a packer try to get a connection here?" asked THE GROCER.

"I should say, find out just what the market wants; make goods to equal the finest; get connection with the best broker possible; supply goods regularly, and be content to sell close for a year or two; then keep up the quality of the goods."

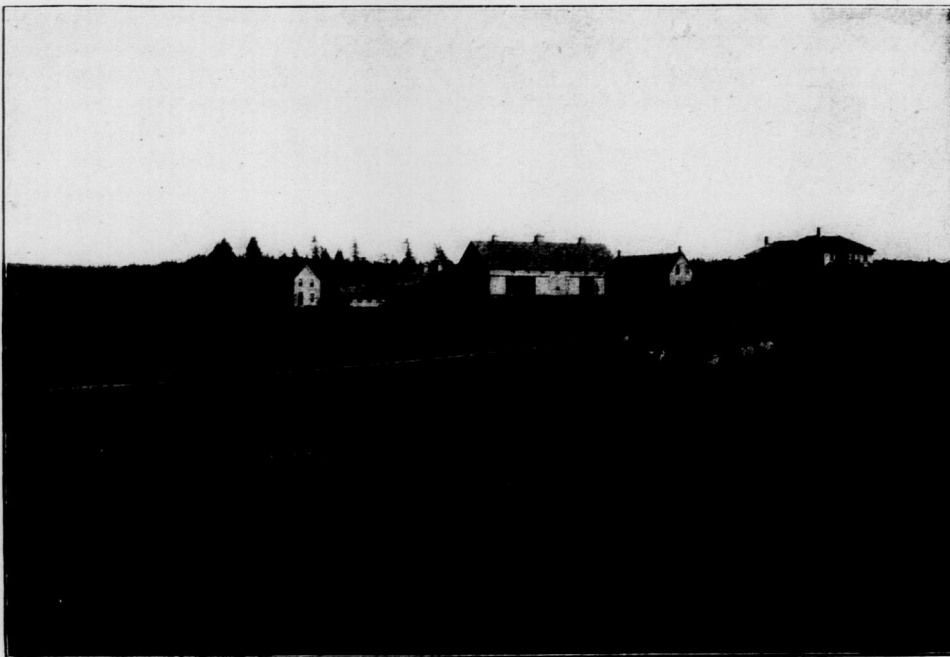
BUSINESS THROUGH BROKERS.

"You speak of doing business through a broker. Is that necessary? Do the wholesale houses not buy direct?"

"Assuredly they will if they can. But a wholesale house, no matter how big, has its limitations, while the broker can distribute through dozens of wholesale houses. To do business with a broker is generally recognized as the best method of reaching the British market."

GROCERY STORE MOTTOES.

Cheapness is certain.  
Quality is undoubted.  
Prices to suit you.  
If it's here it's all right.  
Satisfaction at any cost.  
Cuts of shining value.  
The best here is not dear.  
Pass us by if nothing appeals to you.  
No goods are dear purchased here.  
Nothing is nice at twice our price.  
Nominal prices for phenomenal goods.  
It is our profit to cater to your benefit.  
We aim to renew the new customer's trade, and to keep the old.  
We have all you expect and surpass all you imagine.—Printer's Ink.



A Canadian View—Farm Buildings and group of cattle at the Experimental Farm, Nappan, N.S.

not common in a conservative country like ours to buy from the colonies, if they can give us goods of equal quality at a price equal to what we are now paying, and if we can count on getting supplies with reasonable regularity. We don't desire to build up a good trade for a line of goods one season and then receive word next year that, owing to the unexpected demand from some mining fields in Canada, our shipper will be unable to supply us with goods."

"Yes, we are ready to buy from Canada," answered another manager, "but we must see our way to make money out of the purchase. This we cannot do unless the goods are suitable to the market and unless the price is low enough to compete with the products of other countries."

BETTER QUALITY WANTED.

"Are Canadian goods generally unsuited

not interfere in the slightest with the sale of the French goods. But the Canadian peas, which lack the coloring, and, as a rule, are not as carefully graded regarding size as the French, could not be sold, unless at much lower prices than the French article.

CANNED TOMATOES.

"Tomatoes come to us from France, Italy, and from Maryland in the United States. The favorite brand here is a rather small variety, canned whole. Canada should be able to share in this trade if some of the packers there would concentrate their energies on this market and prepare their goods for it.

"As for corn; if your packers want a demand for their goods here they must come over and create it—build it up."

The junior partner of another large firm

**THE Toronto Biscuit and Confectionery Co.**  
(LIMITED)

... MANUFACTURERS OF ...

**BISCUITS and CONFECTIONERY**

Toronto  
Industrial  
Exhibition

**CANADA'S GREAT FAIR.**

**GOLD MEDAL  
1900.**

- |                 |               |                     |            |
|-----------------|---------------|---------------------|------------|
| Fine Chocolates | Marshmallows  | Shamrock Chocolates | Jams       |
| Fine Bon Bons   | Mixtures      | Peppermint          | Jellies    |
| Cream Caramels  | Cough Drops   | Wintergreen         | Marmalade  |
| Buttercups      | Fruit Tablets | Rose                | Fruit Pulp |

**ORIGINAL CREAM SODAS.**

Our Specialties—**Fine Chocolates and Bon Bons.**

See our large range of artistic and saleable small boxes of Bon Bons, Chocolates, Sweets of Existence, Toffies, etc. They are just what's wanted to brighten up a store for the Holiday Trade and make everybody happy.

FRONT STREET, - - - - TORONTO

**ESTABLISHED 1861.**

**FANCY FRUITS**

Quality tells and brings increasing trade. That's how our trade is always growing larger, yours will too if you send us your orders.

We buy and sell finest fruits grown.

**Our Specialties....**

- FANCY ORANGES and LEMONS.
- FANCY MALAGA GRAPES.
- CRANBERRIES, NUTS, DATES and FIGS.
- OYSTERS and FINNAN HADDIES, of very best quality.

**HUGH WALKER & SON,**

Direct Importers and Commission Merchants,

**GUELPH, ONT.**



## THE GREEN TEAS OF CEYLON.

Their Character and Possibilities.

**I**NDIA and Ceylon, as producers of black teas, have become the world's leaders. And this position has all been attained within the last decade. Ten years ago the production of Indian and Ceylon teas aggregated but 152,000,000 lb.; last year it was 305,000,000 lb., an increase of over 100 per cent.

### BRITISH BLACK TEAS.

Out of Great Britain the teas of India and Ceylon have almost entirely pushed black teas of China growth, and in all tea-drinking countries in the world they are exercising a great deal more influence than they did ten years ago. In 1890 Great Britain consumed 136,500,000 lb. of Indian and Ceylon tea, and all other countries 14,000,000 lb. Last year the figures were 219,000,000 and 68,750,000 lb. respectively.

During the past ten years the quantity of Indian and Ceylon tea taken by the United States and Canada has increased over 651 per cent., the total being 2,233,322 lb. in 1890 and 16,776,819 lb. in 1899.

### REACHING OUT FOR THE GREEN TEA MARKET.

Having so successfully competed for the black tea trade of the world, a movement has, within the last year or two, been inaugurated to exploit the green tea market, in which Japan and China now hold sway.

The leader in this movement is Ceylon. Green teas from that part of the British Empire have been offering on the Canadian and United States markets for about one year, and they have been received with exceedingly good favor by Japan tea drinkers.

India is now following Ceylon's example, and there is quite a probability that within the next few years will be repeated in British-grown green teas

### THE REVOLUTION

that, during the last ten years, has taken place in regard to British-grown black teas.

It is not generally known that the imports of Japan and China green teas into Canada amount to more than the total imports of black tea. Practically speaking, last year there were imported into Canada 13,000,000 lb. of green tea, and about 12,000,000 lb. of black tea; so that the demand which Ceylon and India are now essaying to fill is by no means an unimportant one.

### HE BELIEVES IN ADVERTISING.

The Ceylon tea-planter is a thorough believer in the benefits of advertising, and to promote this he assesses himself about  $\frac{1}{4}$  c. per lb. upon all the tea he produces, which amount being collected by the Government of Ceylon is afterwards spent in advertising the teas produced in that country. In addition to this, part of it is being spent in giving an export bounty to the green tea maker, so that now the planter exporting green tea up to a certain grade gets about 2c. for every pound of it he ships out of the country. But, with their well-known business foresight, the tea-growers of Ceylon have recognized that some badly-made green teas might do more harm to the trade than good, so they have appointed a committee of experts in Colombo who test every tea on which the bounty is claimed, and, if the tea is not up to a certain standard of excellence, the bounty is not paid. This, while it may not prevent the exportation of poor tea, certainly reduces to a minimum its possibility.

### THE INDIAN PLANTER

is now taking great interest in the green tea question, and many gardens are sending samples of green teas to Canada to be tested, and some of the newspapers devoted to the planters' interests there, are strongly advocating the imposition of a cess similar to that imposed upon the Ceylon planters, the funds to be used the same as they are in Ceylon, viz.: In exploiting the American and European markets.

### COLORING AND GREEN TEAS.

The total absence of the coloring in the dry leaf of the Ceylon and Indian green teas will be a great feature in their favor. Hitherto, all green teas coming from Japan and China have been colored. The Ceylon and Indian planters propose acquainting the public of that fact, and also of the fact that a tea is not necessarily green because it is green in the dry leaf.

The natural color of green tea in the dry leaf is not green but a dark olive or brown. A tea which is green in the dry leaf is only so because that color has been artificially produced.

### THE INDUSTRY OF MR. MACKENZIE.

To Mr. William Mackenzie, the Ceylon Tea Commissioner in America, is due much of the honor for the interest that is beginning to develop in regard to Ceylon green

teas. For some years he has been endeavoring to induce prominent firms in Canada to introduce Ceylon green teas, but he was unsuccessful until about a year ago, and it was because up to that time the teas had not been properly prepared. Then a new and improved process was discovered, and the result was a tea which met with the approval of those who had hitherto been dissatisfied. One prominent firm in Canada has shown itself to be particularly aggressive in exploiting Ceylon green teas, with the result that repeat orders are already frequent, while the demand exceeds the supply.

### QUALITY OF CEYLON GREEN TEA.

The quality of the Ceylon green tea which is now coming upon the Canadian market is certainly good. "It closely resembles early May picked Japan tea," said a tea man, "only it seems stronger and more full in flavor." Judging from the samples that have been on the market for over a year, the flavor-keeping quality of Ceylon green tea is excellent.

A peculiarity in regard to Ceylon green teas in contradistinction to the green teas of Japan and China, is that they can be picked in even quality all the year round. The best quality of Japan tea is gathered during April and May only.

### METHOD OF MAKING GREEN TEA.

In order that the planters of Ceylon may be thoroughly well informed as to the best method of making green tea, an interesting circular, giving instructions, has been issued by what is known as the Thirty Committee of Ceylon. The following is a copy of the circular:

1. Take the green leaf straight from the field and steam at once in a Quitah machine (a long narrow revolving box); full steam must be turned on for five minutes and then shut off. The leaf is then kept in a steam box for another 10 minutes, the box kept revolving meanwhile, in order that each leaf will get the full benefit of the steam. The leaf is then examined, and if found pliable (like slightly under-withered leaf) it is taken out and spread on tatts to drain off the superfluous water; if the leaf is not found to be sufficiently pliable, another two minutes in box should be allowed. Some time should be allowed for draining off the water.
2. A suitable quantity is then taken to the roller and rolled for half an hour lightly. After being discharged, all lumps (of which a great many will be in evidence) must be carefully broken by hand.
3. The roll is then taken to the drier and partially fired to rid it of excessive moisture, care being taken not to allow it to become crisp.
4. It is then rolled again for one hour. Owing to the brittle quality of the leaf after it has been submitted to the steaming process, it is not possible at any time to apply weight to it in rolling. After discharge from roller, the leaf must be again carefully broken by hand.
5. Then final fired. This last operation must be thoroughly completed, care, however, being taken that temperature is not allowed too high (say D.D. Sirocco 210 degrees to 220 degrees should be the maximum), as the leaf very easily blisters, also a "toasted" flavor (which is objectionable) may be

Letter received by

The  
Cowan  
Company,  
Limited,

manufac-  
turers of

Cocoa

and

Chocolate,

Toronto,  
Canada,  
from

G.  
Sterling  
Ryerson,  
M.D.,

British  
Red Cross  
Commis-  
sioner in  
South Africa.

**+**  
~~LET~~ FROM THE BRITISH RED CROSS SOCIETY.

*Bloumpflein  
Beaufort River Colony  
June 28. 1900*

*Cowan & Co  
Toronto  
Dear Sir,*

*I feel that  
I ought to write to thank  
you for the gift of chocolate  
to the Cadets.*

*It has proved most  
useful and acceptable  
and I should like to state  
that it is the only chocolate  
which has come to our  
stores which we will stand  
the test of our most choicest  
methods, your returned favor.*

*Yours faithfully  
G. Sterling Ryerson and  
Robinson*

Cowan's  
Cocoas  
and  
Chocolates

being  
absolutely  
pure  
will stand  
any climate.

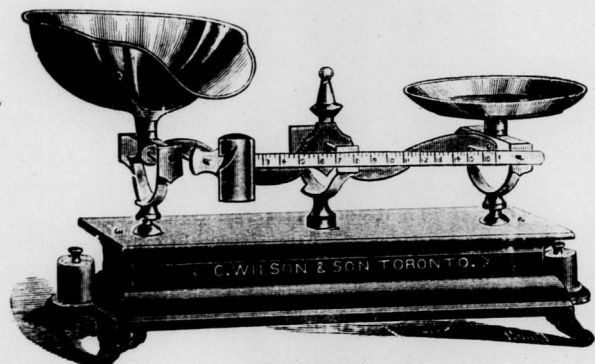
We  
commend

Dr.  
Ryerson's

letter  
to the  
Grocers  
of Canada.

—  
The  
Cowan  
Company,  
Limited  
Toronto.

"AGATE" BALANCE.



TEA SCALE.

## Wilson's "Agate" Balance Scales.

THE STANDARD OF THE WORLD.

Highest Medal at World's Fair Chicago, and Grand  
Medal at Paris, France.

— Our Specialty —

### MONEY-WEIGHT GROCER SCALES

WITH AGATE AND BALL BEARINGS

Catalogue Free.

Easy Terms of Payment.

## C. WILSON & SON,

69 Esplanade Street East,

TORONTO

imparted to the tea. Firing should be as brisk as possible, as it adds to the pungency of the tea, the points mentioned above being carefully observed. Sifting process. The bulk is first passed through a No. 12 sieve and called Young Hyson, then No. 10 sieve and called Hyson, then No. 8 sieve and called Hyson No. 2, and what remains on top of No. 8 has to be broken through it. Dust from Young Hyson should be mixed with the lower grades. There should not be more than from 10 to 12 per cent. of dust altogether from the other grades, which is called "Twankay."

#### A MATTER OF NAMES.

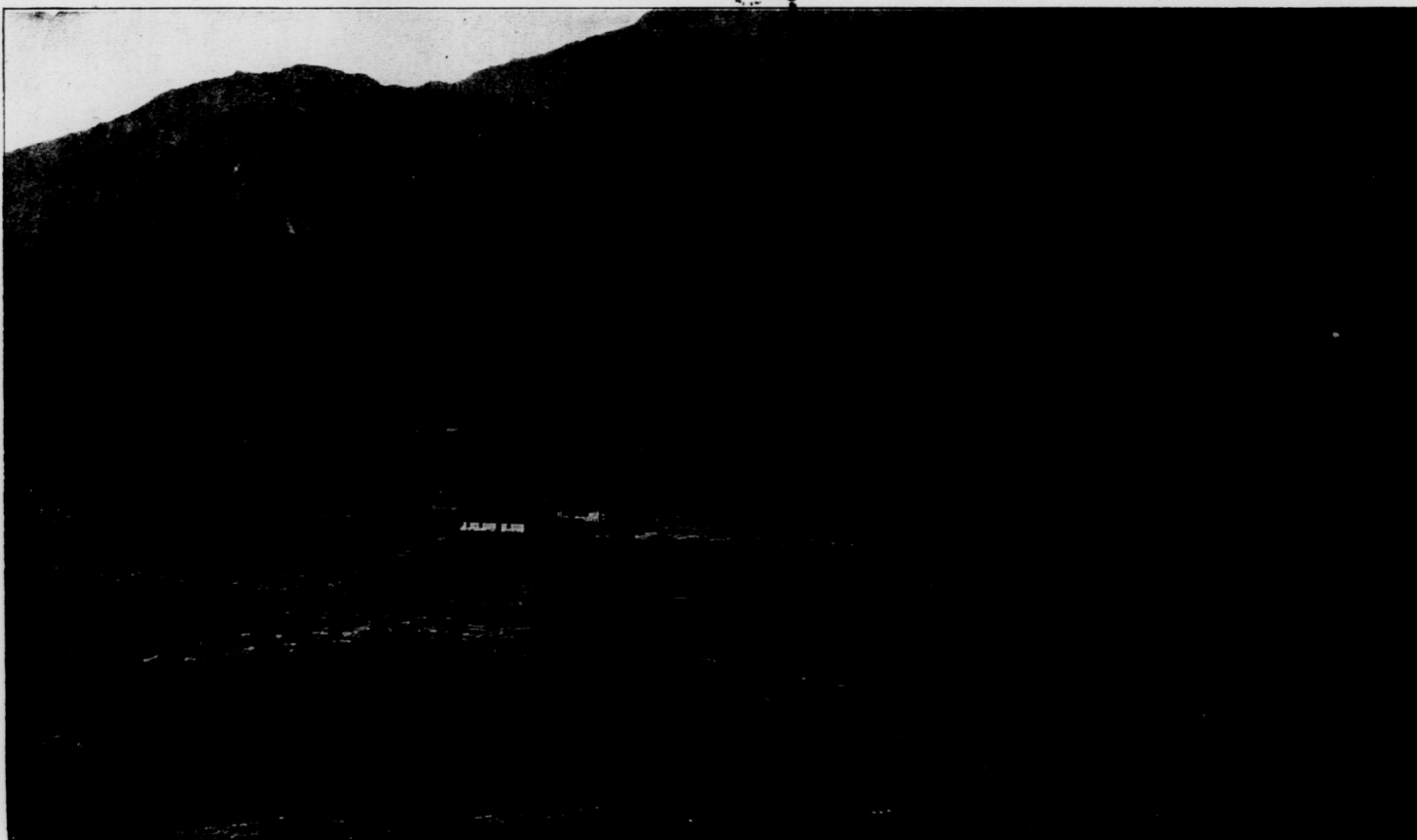
There is some disapproval in Canada to the name "Hyson," which the planters in Ceylon are giving their green teas. "Hyson" is associated with China green tea,

#### HOW TO MAKE SHOW CARDS.

THE object of this lesson is to give instruction in the art of card writing, in simple and concise form, avoiding complexity, and enabling window-trimmers to adopt and enlarge the field for that kind of work, says a writer in an exchange. In the study of show cards, it will be observed that there are three distinct kinds — plain, ordinary and fancy. The first are made quickly and in an off-hand way, while the second or ordinary displays more taste in arrangement and style of making, and the third embraces all cards that take considerable work, and colors are added to bring

obtained in the same way, but are only coated on one side.

The next thing to consider is color. Most of the colors can be obtained in dry form in order to be pure, or they can be obtained from concerns that make a specialty of manufacturing and preparing paints expressly for that kind of work. The colors are put up in small jars, and with them comes a small package of binders. They can be had in all colors. The following is a good variety for a first class writer, suitable for all classes of work: Zinc white, drop or ivory black, vermilion and yellow. The amateur must provide himself with a good



A Canadian View—General view of the Experimental Farm, Agassiz, B.C.

and it is contended that it would be better if the names by which the Ceylon green teas are known were associated with Ceylon instead of with the foreign competitor.

Besides the quality of Ceylon green tea to recommend it, there is the Imperialistic sentiment to be considered. That sentiment, undoubtedly, stimulates to no small degree the demand for British-grown black teas, and it is not likely to be without its influence in regard to British-grown green teas.

A constant advertiser has all the advantage of a periodical or season advertiser. The man who keeps before the public all the time leads in business.

out special designs. The ordinary is by far the best for everyday work and should be mastered first, as it is the best field for the amateur.

The essential articles necessary to make an artistic card are good cards, pure colors and good brushes. Pay particular attention to these points. A great deal depends on what kind of tools and material you use for your work.

The first thing to procure are cards, which can be had in all colors; white, being the one used the most, can be had in medium weight coated board in either 4, 6 or 8 ply, 4 and 6 being used for price tickets and small cards, while 8 ply is used for large signs. The dark colors can be

set of brushes. It is impossible to do any class of work with poor brushes. The best brushes are made from red sable, Nos. 1 and 2 in small and Nos. 3 and 4 in the large size.

Take a half-sheet of cardboard, mark very lightly what will be the top and bottom of each line of letters, then space of for reading; do not draw the letter, but mark lightly so that they will be uniform in size. This is not necessary for small cards.

Now, having everything in readiness, take a little ivory black and add a small quantity of liquid glue. The quantity of binder will have to be determined by your own experience; stir thoroughly, as most all colors are heavy and liable to settle.

I can supply at specially low prices

## Canned Lobsters

½-lb. Flats in 4-doz. or 8-doz. cases.  
 1-lb. Flats in 4-doz. cases.  
 ½-lb. Talls in 8-doz. cases.  
 1-lb. Talls in 4-doz. cases.

## Canned Salmon

Nova Scotia catch, the finest obtained, in 1-lb flat tins.

CANNED SCALLOPS, CANNED CLAMS,  
 and CANNED APPLES.

## M. NEVILLE

PLANT WHARF, HALIFAX, NOVA SCOTIA.

Lobster Packer and Exporter, | Correspondence Solicited.  
 General Commission Merchant.

T. H. SMITH.

N. CARMICHAEL.

# T. H. Smith & Co.

WHOLESALE PRODUCE  
 —and—  
 COMMISSION MERCHANTS.

BUTTER  
 EGGS  
 CHEESE  
 LARD  
 POULTRY

FRUIT  
 APPLES  
 EV. APPLES  
 DRY "  
 HONEY

Consignments Solicited. Prices Quoted  
 Good facilities for handling large quantities

Egg Cases Supplied

References:  
 Imperial Bank of Canada,  
 Yonge Street,  
 or Mercantile Agencies.

TELEPHONE  
 8355.

70 Colborne St. ...TORONTO.

We buy outright and solicit correspondence.  
 N.B.—Ship us your produce and get quick results.

THE LARGEST AND  
 BEST EQUIPPED

# VINEGAR FACTORY

IN  
 AMERICA.

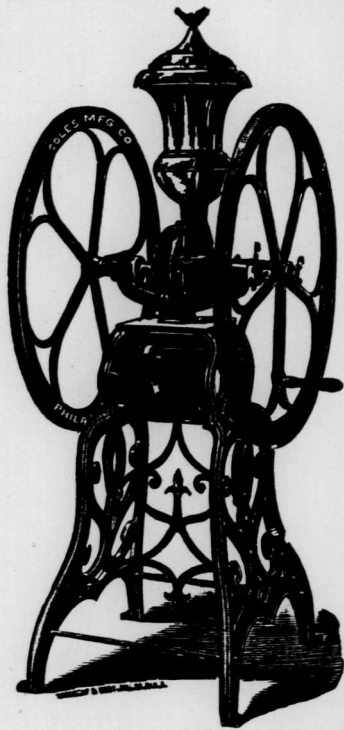


ALL GOODS STORED AND AGED BEFORE BEING SENT OUT,  
 THEREBY INSURING FINE FLAVOR.

## THE WILSON, LYTLE, BADGEROW CO.

Front St., cor. Spadina Ave., TORONTO.

... LIMITED



## The Canadian Grocers Know

a good mill when it is presented to them. They have taken up the . . .

## COLES COFFEE MILL

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

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

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

## FORTUNATE

we have been in placing our order early for . . . . .

## SPANISH RAISINS

We are booking to arrive at tempting prices the following Dried Fruits :

- |             |                        |  |
|-------------|------------------------|--|
| 4,000 Boxes | Valencias              | } 4-Crown Layers<br>Selected<br>Fine Off-Stalk |
| 1,000       | " California Muscatels |  |
| 200         | " Seeded 1-lb. Cartons |  |
| 1,000       | " Prunes               | } 100/110<br>90/100<br>80/90<br>70/80          |
| 2,000       | " Evaporated Apples    |  |

## F. P. REID & CO.

Branch Warehouse:  
 CAMPBELLTON.

MONCTON, N.B.



## Boston Laundry Starch...

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

SOLD BY:

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

## Rowntree's

### High-Class Confectionery.

Rowntree & Co., Limited, of York, England, desire to call the special attention of the Canadian trade to their well-known

### Gum Pastilles and Jujubes.

The perfection of confectionery art of world-wide fame for purity and delicacy of make. Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, the large Yorkshire Factories employing over 1,500 hands.

Chocolate Creams of all varieties.



A delicious, highly-nourishing, and thoroughly digestible Cocoa, so economical in use that 120 breakfast cups can be filled from a 1-lb. tin.

Agents for Canada are :

For Manitoba, Northwest Territories and British Columbia:  
 THE HUDSON'S BAY CO., Winnipeg.

And for Quebec, Ontario and the Maritime Provinces:  
 Mr. CHAS. GYDE, 20 St. Francois, Xavier St. Montreal.

THE

**AUER LIGHT**

WITH

**GAS OR GASOLINE**

**FOR  
CHURCH,  
HOME  
OR  
STORE.**

For the next five months you use more artificial light than in all the rest of the year, why not get the best?

**The Auer Gas Light**  
uses but half the gas and gives 60 candle-power.

**The Auer Gasoline Lamp**  
gives the light of 8 oil lamps for the cost of 2.

SEND FOR PRICES.

**AUER LIGHT CO.,**  
1682 Notre Dame St., **MONTREAL**

This space belongs to

**AMOS H. BAKER,**

Picton, Ontario, Canada.  
Dealer in Grain, Seeds  
and Evaporated Apples.

Correspondence  
solicited.

**The Lakeport Preserving Co.**

LAKEPORT,  
ONTARIO,  
CANADA.

PACKERS OF . . . .

**HIGH-GRADE  
CANADIAN FRUITS**

ALSO —

Corn, Tomatoes, Peas,  
Butter Beans, Pumpkin, etc.

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

**CORRESPONDENCE SOLICITED.**

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

**EUREKA VINEGAR WORKS.**

**ALFRED ROBITAILLE, Proprietor.**

Factories: QUEBEC and ST. JOHNS, P.Q.

**PURE EUREKA VINEGAR** is manufactured under the supervision of the Inland Revenue Department.

A full stock of all grades in our warehouse here.

**PICKLES**

**"Maple Leaf," "Klondyke."**

We are also large manufacturers of pickles.

**KEGS. PAILS. BOTTLES.**

These Pickles are prepared in Pure Vinegar, manufactured at our works under the supervision of the Inland Revenue Department.

HEAD OFFICE AND WAREHOUSE:

34 St. Peter Street, = MONTREAL.

**F. HUGHES & CO., Selling Agents.**

## BUSINESS AND ITS MANAGEMENT.

SUNDRY HINTS IN REGARD THERETO.

### THE DRAFT DISHONORING EVIL.

If one can gather anything from the frequency of complaints, there is an all too common practice of dishonoring drafts. In some instances it is due to carelessness; in others it is deliberately designed.

#### A PARALLEL.

A draft, like a good name, should not be dishonored with impunity, and yet, no doubt, often from a failure to recognize the fact, there are some business men who will dishonor a draft who would no more think of dishonoring a good name than flying. The fault is not so much of the heart as of the head: They do not realize the enormity of so doing.

#### THE MOST FREQUENT CAUSE.

Probably the most frequent cause of draft dishonoring is slight mistakes on the part of the maker of the draft.

Instances could be cited where drafts have been refused and dishonored because of a mistake of a few cents, or because freight had been charged where the manufacturer or wholesaler had promised to pay the same.

Mistakes of this kind are, no doubt, often annoying, but, because they are annoying, it does not follow that they warrant the dishonoring of the draft.

#### AN INSULT.

To inform the bank that the draft will not be accepted because of an error, such as those cited, is nothing short of an insult to the house that made the draft. Some may think that this is a somewhat strong way of putting it. Perhaps it is, but it is certainly warranted by the circumstances.

If the house is a reputable one, it will certainly rectify the mistake of its employes. Therefore, to refuse to accept the draft which it has drawn is an intimation that it is not to be trusted. If the house is one that is not reputable, it is another matter. But, why deal with a firm that is not reputable when there are so many that are?

#### THE PROPER COURSE.

At any rate, unless the amount entailed in the error is a serious one, it is always better to accept the draft and notify the drawer thereof of the error and ask for a credit note. Such a course is infinitely more commendable, and better for the drawee as well as for the drawer of the draft. In the first place it promotes good feeling instead of exciting bad feeling between the two.

"Now, that is pretty decent of A," the drawer will in effect say. "B wouldn't have done that. If we can show any favors to A we must certainly do so."

Whatever the loss to the drawer may be, because of the dishonoring of his draft, it is most probable that the loss in the long run will be much greater to the drawee.

#### THE ACCORDING OF FAVORS.

Business men do not give favors to those who take advantage of slight mistakes to dishonor drafts. It is contrary to human nature for them to do so.

It is always well for the merchant to be on good terms with his creditors, as well as with his customers, for, while he may be independent of them to-day, there is no guarantee that he will be to-morrow.

#### SOME EXAMPLES.

"There," said a manufacturer one day, "is a man whom, when he was in financial difficulties, I did all I possibly could to help. I personally saw most of the other creditors and persuaded them to agree to a compromise. Now, why did I do it? Simply because he one time accepted our draft, notwithstanding we had made a mistake of a few dollars in the amount which we had drawn upon him for. Now, I have another man in view. He has just refused to accept our draft because of a mistake less than a dollar in amount. What shall we do in his case? Well, we are just waiting for an opportunity to do something."

"We have a customer," remarked a well-known business man, "who, a short time ago, dishonored our draft, because, through an error on the part of a clerk, he had been overcharged a small amount. For years we had been giving that man a special discount. When he dishonored our draft I promptly notified him that the special discount would no longer be continued. He knew why we did it, and immediately

#### GOT DOWN UPON HIS KNEES

with profuse apologies. But it will make no difference. He'll no longer get a special discount. My mind is firmly made up."

One of the largest manufacturers in Canada in a certain line of goods was, the other day, questioned in regard to the matter under discussion. "Are we annoyed by the dishonoring of drafts?" he said; "well, I should think we are. Here," he

continued, as he opened a drawer in his desk, "are two drafts which have just been refused by a customer with the

#### CURT REMARK

that they are not correct. That man owes us several thousand dollars, and, in order to make it easy for him, we made an arrangement with him whereby we were to draw on him for a certain specified amount at certain specified periods. This is what we have done, and the drafts are strictly in accord with that agreement. And yet, he says they are not correct. I am of the opinion that he is merely

#### TRYING TO MARK TIME.

But he will gain nothing by it. He will get no more leniency from us. Now, if we are correct in supposing that he has been unable to meet the drafts, he should have notified us to the effect and have paid what he could. Had he done so we certainly should have been more inclined to be lenient with him than we are at present."

Enough has been said, we think, to show that to dishonor a draft is unprofitable as well as unbusinesslike.

### TIPS ON BANKING.

Adopt a uniform signature, so that your bank may detect a forgery.

Make out your own deposit tickets, and see that the money you intend to deposit, checks, etc., are correctly listed and entered in your bankbook.

Checks made payable to bearer are paid to the person presenting them.

Checks to the order of the payee must be indorsed by party presenting same, making it a receipt for money paid; identification is also required, making checks drawn to order much safer than if made payable to bearer.

### A LESSON IN DISCOUNTS.

1. One-half per cent. on a 30-day bill paid in 10 days, is equal to interest at the rate of 8 per cent. per annum.

2. One and one-half per cent. on a 60-day bill, paid in 10 days, is equal to interest at the rate of 11 per cent. per annum.

3. Four per cent. off on a 4-months' bill, paid in 30 days, with a 3 per cent. discount, is interest at the rate of 12 per cent. per annum.

4. Five per cent. discount off on a 4-months' bill is interest at the rate of 15 per cent. per annum; or, if paid in 30 days, less 4 per cent., it is 16 per cent. per annum.

# Waterford Roller Mills

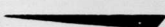
Established 1894.

Telephone 2491.

**DUNCOMBE BROS.**  
PROPRIETORS.

Manufacturers of High-Grade

## PATENT FLOURS

BRANDS 

“Beaver”  
“Maple Leaf”

We handle Grain in large quantities.

# EGGS, BUTTER

...and....

## POULTRY

Our Specialties.

# J. A. McLEAN

77 Colborne Street

We buy or receive on commission.  
Consignments and  
Correspondence solicited.

# Toronto.

MONKLAND MILLS.

FERGUS ELEVATOR.

BROOMFIELD MILLS.

# JAMES WILSON

MANUFACTURER AND EXPORTER

OF THE FINEST GRADES OF . . . .

Oatmeal, Pease Meal, Split Peas,  
Pot Barley, Pearl Barley,  
Round Peas.

Feed of all kinds.

Correspondence Solicited.

FERGUS, ONTARIO, CANADA.



## REGULATIONS FOR STORE MANAGEMENT.

**R**ULE 1.—Keep your eyes on the front door. Customers should be waited on promptly and pleasantly.

2. Wait on children as politely as you do on grown people. They are our future customers.

3. Salesmen, when disengaged, will take position near the front door, instead of the back. Customers do not come in at the rear.

4. Don't stand outside the front door when at leisure. It is an excellent notice to competitors and customers that trade is dull.

5. Salesmen are paid for waiting on customers, and are not expected to turn them over to the boys or new men who are learning the business, while they busy themselves arranging or putting away goods.

6. Don't take a customer away from another salesman until he is through with him.

7. Don't turn a customer over to another clerk, if possible to avoid it, except for the dinner hour.

8. Go for business in every direction; in the store or out of it; wherever you see a chance to make a sale, work for it with all your might. RUSTLE!

9. Salesmen will sell at marked prices. Do not go to office for a cut price. It always makes trouble.

10. At retail the dozen price is to be allowed only when the customer takes half a dozen of each kind, or more. Less than half dozen, in all cases, to be at price for each.

11. Sorting up a line of goods allowed to make the quantity, the highest dozen price of the lot to be charged, when half a dozen or more are bought.

12. Clerks or other dealers are to be charged regular retail prices. If the houses they work for buy the goods for them it is a different matter.

13. Don't send a customer up stairs or down by himself.

14. Salesmen will avoid the responsibility of trusting customers whose credit is unknown to them by referring all such cases to the manager. Extending credit without authority makes the salesmen responsible for the amount.

15. In opening a new account get the business and post office address of the customer correctly.

16. Never show a price-list to a customer; it confuses him.

17. Salesmen are expected to sell the goods we have, not the goods we have not.

18. Salesmen are responsible for their mistakes and any expense attending their correction.

19. Always charge goods first in the day books. Make out the bill from the charge in the book. Make this an invariable rule.

20. If you have a charge to make, enter it before waiting on another customer; your memory is apt to be defective and the sale forgotten before it is entered.

21. All cash bills over \$5 enter in your sales book.

22. Make your charges accurate in detail or description by number, size, etc. By so doing, it facilitates correction, in case of a dispute with the customer.

23. Close your entry books after making entry. Valuable information may be gained by competitors.

24. Clerks receiving change from the desk will count the same and see if correct before handing to the customer. Always hand the cash memorandum with the money to the cashier.

25. If you know of an improvement of any kind, suggest it at once to the manager; it will be impartially considered.

26. Keep retail stock full and complete on the shelves, so as to avoid detaining customer. Notify each man in charge of a division when you find anything short in it.

27. Always put the stock in order when through waiting on customers.

28. Each clerk is expected to see that his department is kept clean and in perfect order.

29. In arranging goods, put the smallest to the front; when the same size, cheapest to the front.

30. Use the early part of the day and the last hour before closing in sorting and straightening up.

31. Prices are not to be cut. Report every cut price by other firms to the manager after the customer is gone, unless he is a well-known and regular customer, in which case report at once.

32. Do not smoke during business hours, in or about the store.

33. Employes are requested to wear their coats in the store. It is not pleasant for a lady to have a gentleman waiting on her in his shirt sleeves, or with his hat on.

34. Employes are expected to be on hand promptly at the hour of opening.

35. Employes will remain until the hour of closing, unless excused by the manager.

36. The company will ask of you as little work after regular hours as possible. When demanded by the necessities of business, a

willing and hearty response will be appreciated.

37. If an employe desires to buy anything from stock, he must buy it of the manager; in no case take anything without doing so.

38. In purchasing for individual use around town, under no circumstances use the name of the company as a means to buy cheaper.

39. Employes pay for whatever they damage; they are placed on their honor to report and pay for it.

40. Employes using bicycles will keep them in the cellar or in the back yard; they must not be left where they will cause inconvenience.

41. Conversation with the bookkeeper, or the cashier, except on business, interferes materially with the work. Do not forget this.

42. Watch the ends of stock, make as few as possible, and always work them off first, to keep the stock clean.

43. Keep mum about our business. Always have a good word to say for it, and never say it is dull. Keep your eyes and ears open about your competitors.

IT WILL PAY YOU TO LEARN THE FOLLOWING BY HEART.

Towards customers be more than reasonably obliging; be invariably polite and attentive, whether they be courteous or exacting, without any regard to their looks or condition, unless, indeed, you be more obliging and serviceable to the humble and ignorant.

The more self-forgetting you are, and the more acceptable you are to whomsoever your customer may be, the better you are as a salesman. It is your highest duty to be acceptable to all.

Cultivate the habit of doing everything rapidly; do thoroughly what you undertake, and do not undertake more than you can do well.

Serve buyers in their turn. If you can serve two at once, very well; but do not let the first one wait for the second.

In your first minute with a customer you give him an impression, not of yourself, but of the house, which is likely to determine, not whether he buys of you, but whether he becomes a buyer of the house or a talker against it.

If you are indifferent, he will detect it before you sell him, and his impression is made before you have uttered a word. At the outset, you have to guess what grade of goods he wants, high-priced or low-priced. If you do not guess correctly, be quick to discover your error, and right yourself instantly; it is impertinent to insist upon

# Secrets of Canning

By the BRIGHTON CANNING CO.

- 1st. Suitable soil and climatic conditions for perfect growth.
- 2nd. Intelligent, therefore industrious growers.
- 3rd. Delivery at factory same day the product is gathered.
- 4th. Thorough inspection when delivered.
- 5th. Pure spring water for cooking.
- 6th. Personal supervision by the processor, who has in our factory a direct financial interest in the successful preserving or canning of fruits and vegetables.
- 7th. Cleanliness of the employees, machines, kettles, factory and surroundings.

*Closely follow the above instructions and the result will be :*

- 1st. The finest flavored goods in Canada.
- 2nd. The highest standard of fruits or vegetables.
- 3rd. The natural flavor and color of the product to be canned.
- 4th. The receiving of such product as will meet the requirements necessary for choice canned goods.
- 5th. Perfection. Ask any sanitary officer the danger in using impure water.
- 6th. Quality and quantity without risk or waste. Ask your wife or mother if she dare leave her preserving or canning in charge of a servant.

*We have followed closely on these lines, therefore*

## THISTLE BRAND

*enjoys a reputation for flavor, color, quality and well-filled cans that has placed us in the front of an immense industry.*

### CANADIAN APPLES.

Have you been "skinned" by dishonestly packed apples? Buy Thistle Brand Canadian apples and your faith in human nature will return.

### PRIME EVAPORATED APPLES

for sale in carlots.

### GALLON APPLES

for home or export. No preservative or health-destroying bleaching compound is used in the manufacture.

WRITE OUR AGENTS

Messrs. Frank Hamilton & Co.,  
LIVERPOOL, ENG.

Thos. Russell, Bazaar,  
GLASGOW, SCOTLAND.

OR

**The Brighton Canning Co.,** BRIGHTON,  
ONT.

showing goods not wanted. It is delicately polite to get what is wanted adroitly on the slightest hint.

Do not try to change a buyer's choice, except to this extent: Always use your knowledge of goods to his advantage, if he wavers or indicates a desire for advice. The worst blunder that you can make is to indicate in a supercilious manner that we keep better goods than he asks for.

Show goods freely to all customers; be as serviceable as you can to all, whether buyers or not.

Sell nothing on an understanding; make no promises that you have any doubt as to

to you, in the end, will be greater—not only from a social and moral point of view, but in dollars and cents—than on anything else you may have to offer a customer. R.

#### "BUSTED AG'IN."

**O**PPPOSITE the railroad depot down in a Virginian town there was, according to The Washington Evening Star, a grocery kept by a colored man, and, as we had some time to wait for the train, three or four of us crossed over to look at his stock, said a commercial traveler.

Business was very brisk with the mer-

"To keep de dirt out o' de holes, sah. Can't no dirt git in dar now."

"Was it your own idea?"

"No, sah. I never should ev got dat idea if it had't been fur Deacon Williams. De deacon said it was de way dey did down in Greenville, and so he contrived to fix 'em fur me without cost."

"The deacon buys all his groceries here, doesn't he?"

"He does, sah; yes, sah, he buys 'em all yere, an' he wus tellin' me only dis mawning dat he nebber did see de beat o' how dem groceries held out."

He was advised to take his weights over



A Canadian View—Shrubbery at the Central Experimental Farm, Ottawa.

the fulfillment of, and having made a promise, do more than your share towards its fulfillment, and see that the next after you does his share, if you can.

Never run down your competitors to customers. By so doing you advertise them. It won't pay you to get trade in that way. Competitors can talk back.

To sum up and put this whole matter in a few words: Attend strictly to business when on duty; be invariably polite and obliging to everyone, not only for the benefit of the company, but for your own good. Remember that civility, while it may be one of the scarcest articles in the market, is also one of the cheapest, and the net profit on it

chant, though all of his customers were colored. We noticed that sugar, tea and codfish seemed to sell above all else, and during a temporary lull the colonel approached the battered old scales on which everything was weighed and picked up some of the weights. The hollow in each one had been filled with lead, and when quite sure that the pound weight would balance 20 ounces at least, he said to the old man:

"I see you have filled your weights with lead?"

"Yes, sah; yes, sah," he replied, as he rubbed his hands together.

"What was the idea?"

to the cotton warehouse and have them weighed, and he picked them up, and in a slow walk and very much puzzled, he proceeded to the warehouse. When he returned it was on the run, and his eyes hanging out, as he reached the store he exclaimed:

"No wonder I has gone into bankrupty fo'teen times an' had to sell my mewls and hogs, an' make de ole woman go bar'fut! Dat are pound weight weighs 22 ounces, an' every time Deacon Williams has bought two pounds o' sugar an' codfish he has taken away three pounds an' a half! Shoo, but I'ze gwine to close de doah an' put up a sign o' 'Busted Ag'in.'"

# READ THIS ANNOUNCEMENT

And then, if you require any of the following lines (which you undoubtedly must), it will be to your best interests to consult us at once, as we are in a position to offer you the best goods obtainable on the market at the best possible prices. Here are some of them:

## TEAS . . . . .

*Japans, Congous, Indian, Ceylon, Oolongs, Pingsuey Gunpowders, China Greens.* (These goods we sell to the wholesale trade only.)

## COFFEES . . . . .

*Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, Etc.*  
Being direct importers and large buyers, we can always quote the lowest figures in the market.

HEADQUARTERS FOR

## DRIED and EVAPORATED FRUITS

*Of the first quality. Valencia Raisins, Seedless Raisins, Currants, Figs.*

## SPICES . . . . .

*Of all descriptions.* (Sample order will convince you of their merits.)

## BAKING POWDERS . . .

*"Union," "Star," "World's Best."* (Are leaders.)

## CREAM OF TARTAR

*Borax and Bi-Carb. Soda.* (Genuine Business Builders.)

Importers and manufacturers of hand and machine-cut

## CORKS . . . . .

We also act as Commission Agents  
for Consigned Goods.

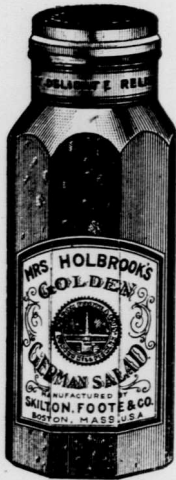
Foreign Correspondence Solicited.

# S. H. EWING & SONS - Montreal.

TEAS, COFFEES, SPICES, CORKS, ETC. GENERAL COMMISSION MERCHANTS.

TO THE

# Canadian Grocers :



Pints only.

Gentlemen, — Please take note of the specialties shown on this page, regular YANKEE made and appetizing—always taste like more. Goods of a kind and quality you cannot get of other makers.

*Mrs. Holbrook's*

## *Golden German Salad*



Pints only.

Already well and favorably known in some of your larger cities.

## *New England Tomato Relish*

Newer and not quite so well known, but just as good, and a very happy departure from the numerous brands of ketchup now in the market.

## *Bunker Hill Mayonnaise*

The finest salad dressing in the world—a large claim, but true. If you haven't seen and tried the article you have something good to look forward to.

**THESE THREE ARE OUR LEADERS.**

We mention also, as of very superior merit, Thompson's WORCESTERSHIRE SAUCE, good enough to be used by some of the finest hotels and restaurants in Boston, and BUNKER HILL SWEET PICKLES, both plain and mixed—sugar in the goods, not on the label only.

These are all elegant, up-to-date goods of quality and style that make their price a secondary consideration to the consumer once they have been tried.

You should try a sample order of them all.

Ask your jobber for them. If you can't get them there, write us and we will contrive some way to get your order filled.

If you take time to read this, and then ACT upon it, it will prove one of the most profitable investments of time you ever made.

Correspondence solicited and information as to packing, prices, etc., gladly furnished by yours truly,



# Skilton, Foote & Co.

Office—77 South Market St.

**Boston, Mass., U.S.A.**



Pints and Half-Pints.

# THE BEST YET IMPORTED.



We have been appointed sole agents  
in Canada for . . . .

## James Ainslie & Co.,

OF LEITH, SCOTLAND,

DISTILLERS AND PROPRIETORS OF THE  
CELEBRATED

# “GLENLION”

Brand of Scotch Whisky,

as supplied to the Royal Navy.

This firm was established in 1819 and is one of the oldest and most reliable in existence.

Their whiskies are all matured in wood, they are perfectly blended and possess a very fine mellow flavor.

It is the finest liqueur connoisseurs ever tasted. Let us send you a case as sample.

We have it in casks and in bottles of all sizes. Small sample bottle sent free on application.

## L. Chaput, Fils & Cie.

Wholesale Grocers and Tea Importers,  
**MONTREAL.**

## THE SUM OF FIVE HUNDRED DOLLARS.

What Clerks Would do if They Had It.

**I**F you ever want to test the truth of the assertion that no two men think alike, just start out some morning and ask the same question to a dozen different persons. I tried it myself the other day on several clerks in Toronto. The question I propounded to them was: "What would you do if you had \$500?"

The first clerk I interviewed has held a good position in an up-to-date store on Yonge street. "What would I do with \$500?" said he, "I'd leave it where the money I now have is—in the bank."

"You would be content with 3 per cent. interest?"

"Yes, unless I saw a good chance to invest it."

"In real estate?"

"No. What do I know of real estate? But I do know something of the grocery trade, and if I felt sure of my ground I would

INVEST IT IN SOME STAPLE ARTICLE

when I felt that it was bound to advance shortly. Now, if I had put a couple of hundred dollars into sugar or currants a short time ago I would have made good money. And I am in a position, I think, to learn pretty well when to buy such goods."

"How would you store them?"

"I'd buy for future delivery. The wholesale houses would store them all right. And I have known instances where they bought the goods back at a profit without their even being moved from the wholesale warehouse."

"But you run the risk of losing when you speculate!"

"Well, as I said before, I am of a cautious disposition, yet I know enough of the grocery business to feel safe in buying staple goods under certain conditions. For instance, when sugar gets as low as \$4.50 I think a man would be safe in buying it to hold. It might go down 10c., or even 25c., but I would be willing to take the risk, even though I am not a gambler in disposition."

THIS CLERK WOULD GET MARRIED.

The next clerk I saw was a younger man. He laughed when I repeated my question to him. "Now, you're out to guy me," he replied, "you know I'll never have \$500 as long as I am a clerk. But if I had I'd get married to-morrow."

"And live on your present salary?"

"I guess nit! I'd borrow \$500 more from the wife's father and start up for myself. You see, the girl I have my eye on

knows the business as well as I do, and for the first year or two she could help me in the store. We'd make a winning team. But, say, this is only a dream! I've got to go down cellar and clean up. See you again."

HE WOULD BUY A HOUSE.

This young man was not the only one to whom the thought of \$500 in his possession brought visions of matrimonial bliss. Another clerk, about 30 years old, who is now getting a salary above the average, answered the query somewhat as follows:

"If you won't mention my name I'll give you the tip that when I get about \$500 I am going to buy a house, pay that much down on it, and start housekeeping."

"As a bachelor?" I innocently inquired. (Notwithstanding his 30 years he blushed.)

"No, I am going to be married as soon as I can get the house. She doesn't want to marry me until I do. I hope to have it in about a year more. Now, my name's secret with you, eh?"

"Certainly. But why buy a house instead of starting in business. That sum of money would go about as far toward one as the other; wouldn't it?"

"Candidly, I believe I am making more money here than I would make in business for myself unless I had nearly \$1,500 to start with. I don't know enough about buying. On the other hand, we will be sure to save money, as I intend to get a small, cheap house and the interest on the mortgage, taxes, etc., would be much less than rent for a house the same size. No, we would be content to settle down on my salary as a clerk if we had \$500 or \$600 paid down on our own house. As for prospects, I hope to be a partner of this firm some day."

WOULD PAY HIS DEBTS.

The most laconic answer I got was from a sporty young clerk in a Queen street west store. He would say nothing more than: "I guess I'd pay my debts and salt down what was left. Salt down, I suppose you know, means to put it in the bank."

WOULD BANK HIS \$500.

Another clerk put his answer briefly at first by saying: "I'd bank it all." But I managed to draw him out a bit by asking: "Would you be content with \$15 interest annually?"

"Well, its this way," he replied, "I have \$450, and it's all in the bank. And, as I am putting all I can save there, it's likely

that I will be content for a while longer. I don't think I know enough about the grocery business to start out for myself yet. And I don't think \$500 enough to start with at anyrate. It has been done, but I am not going to try it."

"How much do you want?"

"About \$1,000. Then I can borrow \$600 or so more and by paying interest on that amount I can get my discounts right from the start. And the money in this business to-day, I have learned, is in the discounts."

The next clerk I saw had different ideas about the sum necessary to

START IN FOR HIMSELF.

"If I had \$500 I'd start out to-morrow to look for a stand for myself. Dozens of grocers have begun with less. Why, the boss here had less than half that sum when he commenced. Now look at his business. He does \$500 business every week. He had the confidence of the travelers when he started out. So will I. I have stood by them every way I could. They know I am square and that I know the business."

"But would you get the discounts at the first?"

"I would not put in a very large stock. I would get a good horse and rig and pay cash for them. I would get my stock from one wholesale house, pay what I could on it down, and give a mortgage on the rest. But for all I would buy after I would pay cash down—and get the discounts. If I did as well as I should, and as I would expect to, I would be able to have everything paid off on the original stock in between one and two years, according to the amount of stock I bought. I would have to live close, but I am in a position to do that."

Only one of the number I saw thought of returning to school. Said he, when I approached him: "If I had \$500 I'd

GO BACK TO SCHOOL

next Monday. That would be just enough, with what I could earn in the meantime, to put me through the Collegiate Institute and Osgoode Hall. I am ambitious to study law. At the first opportunity I am going to forsake the grocery business for a lawyer's office, even if the salary is smaller."

WOULD BE A TRAVELER.

"I don't know what I should do," answered another clerk, the last I visited, "but I know what I likely would do. I'd throw up my job and start out to get another as a commercial traveler. And if I couldn't get the job I guess I'd do some traveling anyway. If my money ran out I'd come back to work at this business if nothing better turned up."

# Chas. H. Harvey Wines

WHOLESALE GROCER  
AND IMPORTER

\*\*\* Halifax, N.S.

Direct shipments received of

WEST INDIA COFFEES, PIMENTO,  
GINGER, LIME JUICE,  
COCOANUTS, ETC.

300 SACKS PIMENTO NOW DUE.

CORRESPONDENCE SOLICITED.

WE MAKE CELEBRATED



*Golden Diana,  
Niagara and Catawba  
Wine, also  
Special Old Sherry,  
Trinity Port,  
Fine Old Port,  
Dry Concord and  
St. Julian.*

And if you want the best and most satisfactory Grape Wine in the market, see that your next order is given to

The Ontario Grape Growing and Wine Mfg. Co.

ST CATHARINES, ONTARIO. Limited.

Write for Prices.

# STARCH = Do You Want the Best ?

THEN

## ST. LAWRENCE is the Brand to Sell.

OUR LEADERS.

LAUNDRY :

COLD WATER IVORINE.  
IVORY GLOSS.

CULINARY :

ST. LAWRENCE CORN STARCH.  
DURHAM CORN STARCH.

# ST. LAWRENCE STARCH CO., Port Credit, ONT.

LIMITED



## CHARCOAL IN THE GROCERY TRADE.

HERE seems to be about as much thought expended in securing economical production in the kitchen as in the factory or shop. New inventions in stoves, automatic cookers and dish washers are steadily decreasing the necessary total of labor in that part of the household. The staple fuels, coal and wood, have been ousted in many houses by gas, gasoline and coal oil. And, within the last three years, a new fuel has been added to the number of those at the service of the housewife or her cook. This fuel, charcoal, is not new to the industrial world, for it has been applied to many purposes for generations. But its general use in the domestic world extends back only three years.

Charcoal is, according to Webster, "coal made by charring wood under turf, or in other circumstances to exclude air." It is hard and brittle, clean, though black, infusible, cannot be dissolved by water or acid, has neither taste nor odor, and burns without flame and little smoke.

### HOW CHARCOAL IS MADE.

It was made years ago in a conical shaped pile, covered with turf and charcoal dust. The fire was started in the apex of the cone and burned downwards and from the centre outwards. Now it is made in brick kilns by burning, or in brass retorts by chemical process.

The greater portion of the charcoal used in Toronto as fuel is made by the chemical process. In the works which have been established there are eight large brass retorts of much the same shape as a cartridge. The fire is not started within the retort, as was the case when it was made in pits, but the chemicals are abstracted from the wood by an extremely hot fire immediately underneath the retorts. Charcoal is also made by this process in Deseronto, Ont. In Comber, Ont., it is made by the brick kiln process. The best woods for the purpose are beech and maple.

Charcoal, as has been already stated, has long been used for industrial purposes. It is used for smelting high-grade iron, for making powder, for filtering purposes in breweries, etc., for various purposes in factories, and is considered by some people to contain excellent medicinal qualities.

### DOMESTIC FUEL.

But it is as a domestic fuel that it is of interest to the retail grocers. When ready for market it is shipped in bulk to wholesale dealers who put it up in clean, neat, paper bags, holding a good half-bushel. It is sold to the retailers at 7c. and by them in turn at 9c. each, or "three for a quarter."

The principal sale of charcoal is done

with the middle and poorer classes. Many families in these classes use it as almost their only fuel in the summer months. If properly used, three sacks of it will do the cooking for an ordinary family for a week, which is cheap service. But few housekeepers have yet learned the proper and economical method of using it. The majority of them fill the deep fire-box with charcoal. This is wasteful, as it creates a body of fire that heats the room, and is much more than sufficient to do the cooking.

### METHODS OF USING CHARCOAL.

Some housekeepers effect an economy by doing all their cooking on the back pot-holes, putting the charcoal on the part of the stove between the oven and the top. A better plan is to get an old piece of grate and put it in the fire-box, about half-way or a third from the top. Enough charcoal can be put on this to do the cooking without causing fire sufficient to heat up the room. The best way to get the most economical results is said by some to be to get a stove made specially for the purpose.

Even more generally than as a fuel is the use of charcoal for kindling purposes. As it lights very easily and maintains a steady, strong flame, it is superior to kindling wood for lighting either wood or coal. And, as it is sold in neat packages, which serve as a scuttle until emptied, and, as it is broken ready for use, it has another advantage over ordinary kindling wood, which has to be prepared before using.

### THE PROFIT.

All this combines to increase its sale. The result is that, while the profit on each package is small, its introduction has helped to cause an appreciable increase in the retailer's total weekly revenue. Some grocers sell from 60 to 100 sacks per week, which means an addition to their revenue of about from \$1 to \$1.50 per week.

The best way to show it is to keep a dozen or so packages by the doorway or in front of the shop, with a price card stating its value. The advantages of its use might, also, with profit, be explained to customers.

### THE EVILS OF DATING AHEAD.

LIKE many things that are good and wholesome in themselves and highly beneficial if used rationally and in moderation, the practice of dating ahead, while overdone and abused until it has become one of the most serious evils with which manufacturers and wholesalers are forced to contend, has a legitimate function to perform and is of great advantage in business, if confined within its proper bounds. The question is, then, not shall dating ahead be

abolished, but shall unreasonable dating be done away with, and, if so, what constitutes unreasonable dating?

First, dating ahead on goods bought for immediate sale or consumption is wholly unjustifiable. For instance, a retailer at the height of the season, finding himself in need of certain goods, will select them from the stock of a manufacturer or wholesaler, very likely, and, if the season is well advanced, at reduced prices. These goods will be in the retailer's store within 24 hours, and, in all likelihood, sold for cash within a week, nevertheless, he demands, and, as a rule, receives 60 days' dating in addition to the regular 10-day discount. This is a very common occurrence—in fact, the rule in the larger cities and in towns contiguous thereto. The large retailer thus finds it to his advantage to defer placing orders until the goods are actually wanted by the consumer, and, while this is by no means a reprehensible practice, he is, under such circumstances, not entitled to a minute's dating. When orders are placed in advance of the season (and it will always be necessary for the manufacturer and wholesaler to begin selling, and even shipping, before the retail trade starts in) a dating sufficient to place the early purchaser on an equality with the late purchaser is certainly legitimate and equitable. Beyond this, dating should not go; if it does, it falls within the category of the unreasonable.

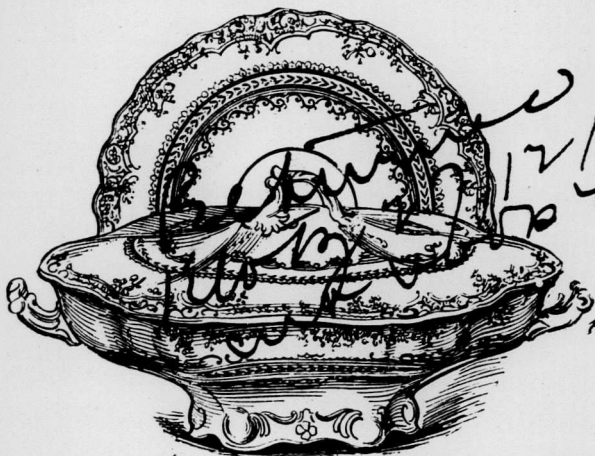
At present, a merchant who places his order in June for August or September shipment may have his bill dated November 1, although he starts in to sell the goods, we will say, on October 1. The merchant, however, who waits until the season fairly opens—that is to say, October 1—before making his purchases demands December 1 dating, and, as a rule, gets it. Thus, the early purchaser, becoming acquainted with this fact, also insists on December 1 dating, and, if he does not get it, will probably defer his purchases. As a general proposition, bills should not be dated ahead beyond the opening of the season. At present, dating often extends to its close, and the retailer is enabled to use the money derived from the sale of goods to discount their payment. Others, who do not depend upon this, deduct additional discount under the name of "interest for unexpired time," thus transforming the dating into an increased discount, a function which it was never intended to perform. If houses engaged in the same branch of trade would come to some agreement worked out on this line, the custom of dating ahead would resume its normal office and become a benefit instead of a serious evil.—Samuel J. Kline.

# High-Grade English Earthenware.

Wood & Son,  
Burslem,  
England.

ALSO MAKERS  
OF . . . .

White Granite



*1901*  
*12/10/01*  
*no*  
E. W. KLOTZ,  
24 & 26  
Wellington St.  
West,  
Toronto.

Sole Agent for Canada.

No stock carried.

Goods shipped and billed direct from maker to buyer at factory prices.  
Better conditions are impossible.

## 1901 Import Season 1901

FOR

FANCY CHINA and GLASS OPENS FEBRUARY 1st.,

when samples will be on show from leading makers of :

German China, Austrian Glass, English Pottery,  
Royal Vienna China in rich decorations.

Hungarian plain lead Glass Stemware for hotels and restaurants.

French Fireproof China and Cut Glass Tableware.

Bohemian Water Sets and Decorated Glassware.

Assorted packages a specialty.

Import Orders only solicited for above Foreign Goods, which will be specially imported to suit individual requirements,  
landed at Montreal or Toronto, freight and duty paid.

If you are a cash buyer call on me, it will pay you. The Import Season is short and early orders ensure timely delivery.

# E. W. Klotz,

MANUFACTURERS' AGENT AND IMPORTER,

24 & 26 Wellington St. West, - TORONTO.

## A CORNER FOR CLERKS.

Conducted by W. T. Robson.

**T**HIS is a department especially for grocery clerks, devoted to their problems and the trade generally. I confess myself unequal to the task of managing this department, but am constrained to give it a trial in the firm belief that it will prove mutually beneficial in drawing grocery clerks closer together and be helpful in fostering a feeling of brotherhood among them. This only is the object I have in inaugurating this department. My life has been spent in the grocery business, near enough the country to be in touch with the methods of conducting a rural business, and visiting the city so frequently as to be somewhat familiar with trade of the city. My endeavors will be to deal with all subjects on this page in a helpful practical manner.

"Business men were never more willing to place large trusts on the shoulders of young men than they are to-day." This is true. The ability to see new conditions and to meet them is the secret of the power of young men in the world to-day.

Each age of men new fashions doth invent  
Things which are old young men do not esteem,  
What pleased our fathers doth not us content,  
What flourished then, we out of fashion deem.

The young business man must be in touch with the new methods that revolutionize trade in these rapid times. Competition in trade is keen, men are alert, and the young man if he would succeed cannot afford to lose a single point. As a general statement, it is true that a young man's career is absolutely in his own keeping, and he is thus the master of his own destiny. Intense application is needed in every business position. It demands the highest and most persistent devotion if you would succeed. A young man to be successful must stand on his own feet, he must not depend on "influence"; his own effort and work must count. Unfortunately, so many young men are energetic in a new position until the novelty wears off and then they degenerate into mere machines whose places can be filled on a day's notice. They watch the clock and their employer: The first when to quit work, the second for an opportunity to shirk. Such an employe is a detriment to any business. A young man in the grocery business nowadays has a hard row to hoe, at its best. Obstacles are far more numerous than are encouragements. It is unfortunate, but it's true nevertheless, that there are ten people ready to pull a young man down where there is

one to help him up. After all, it all depends on the man.

The great cardinal principles of honesty and thoroughness always remain the same. The rewards are oftentimes slow, but in the end they are sure, and greater for their slow coming. What the world says matters little, it is the great inner satisfaction that counts. Your inner satisfaction will depend entirely on your mode of life. An upright life in youth means a lot to a man as he advances in life. Habits of dissipation, I care not in what form, kill the seeds of health, energy and success, which are all and everything to a man in after life. It is exactly as a young man lives that he thrives when older. This is a law of Nature and you cannot get away from it.

"A young man should either learn to love his business or leave it," said an old merchant to me, and there is much truth in what he said. A man in an uncongenial occupation never yet made a success, and never will. Where interest is absent, energy and ambition cannot exist. It is the same way in any other branch of business. Have confidence in yourself and your ability to succeed and the chances are you will succeed. In dressing a window, even if you feel the goods are not going to make a good display, and "I don't think the window will do the house much good," then very likely you will put them into their position in such a way—in such a half-hearted careless manner—that it really will be of little use to yourself, and not attractive to your customer.

It is wonderful the different conditions that exist in different stores in the same locality. A totally different class of goods for an entirely different class of customers is required often in the same town. A man going into the grocery business in a new locality must study carefully his customers. He can be an educator, in getting them to use better goods, but in this he must exercise care and judgment. The confidence of his customers is the one thing a clerk or proprietor should continually strive to obtain, and, once you have it, guard it jealously. The average grocer has the power to unmake, in one minute's conversation with the great majority of his customers, the trade of almost any line of goods he sells. I care not how much they are advertised nor how much people are warned through the press to "take none other," nine times out of ten will the

customer take the goods the grocer recommends. The grocer must not mislead, or the consequences will be serious. Were he to recommend an article without merit, the result would be disastrous to his trade. The clerk and the "boss" (as the boys generally say) are so closely connected in business relationship that it applies with equal force to each. "Our store" many clerks say, when speaking of the place where they work. When you hear a young man speak thus of the place he is working at, you may bank on it, he feels himself a partner in the business, and there will be no lack of interest in him.

Now, in conclusion, I hope you will feel free to ask me anything pertaining to our business or your personal life. I will endeavor to answer and help you to the best of my ability.

Always sign your name (not for publication), and address me: W. T. Robson, care of THE CANADIAN GROCER, Toronto. Do not ask me to reply by mail.

### ACQUIRED ABILITY IS BEST.

In order to succeed, a man must know his own value, says an exchange. Every man has a mind and body with which he can accomplish almost anything, if he only uses them in the right way. Ability comes from no peculiarity in a man's brain matter or muscle which other men do not possess. It is simply trained brain and muscle. Because a man does not inherit trained faculties, or because he has let his faculties go uneducated for years, there is no reason for his giving up ever accomplishing anything. A noted author, when asked by a beginner the best means of improving his style of writing, said that the best advice he could give was for a man to write as well as he could. This is true in any line of business. If a man has not as much natural ability as his friends or competitors, the best way for him to get it is to do his very best at all times. It is surprising how rapidly a man's ability will increase under such circumstances. It should be remembered that acquired ability is much more credit to a man than inherited ability, and for that reason the idea expressed by the Frenchman is not a bad one. His English friend was boasting of his long line of ancestors, and in reply the Frenchman said: "I may not have any ancestors to boast of, but I will make an ancestry."

Hardup—I'm very sorry, but I can't pay you to-day. You see the groceryman has just been here, and—

Butcher (interrupting)—Yes, I just met him, and he said you put him off because you have to pay me. So here's the bill.



# PURNELL'S

## MALT

## VINEGARS

Brewery: Bristol, England.

### AGENTS

St. John's, Nfld.—Wm. Barber, Water St.

Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.

Halifax, N.S.—J. Peters & Co., 47 Upper Water St.

St. John, N.B.—Robert Jardine.

Montreal.—J. M. Kirk, Imperial Bldgs., St. James St.

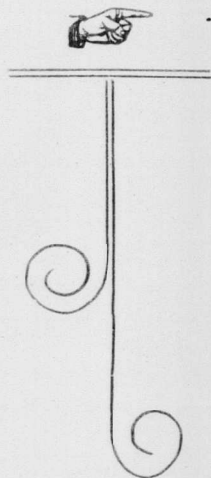
Toronto.—J. Westren & Co., 42 Colborne St.

Hamilton.—Imperial Vinegar Co.

Winnipeg.—A. Strang & Co., Portage Avenue.

Vancouver, B.C.—C. E. Jarvis & Co., 101 Holland Bl.

AVOID  
INJURIOUS  
IMITATIONS  
OF...



# LEA & PERRINS SAUCE.

Observe the  
Signature

*Lea & Perrins*

In Blue Ink  
across the Outside  
Wrapper of every Bottle.



See that the  
red label  
has signature  
in

**WHITE**

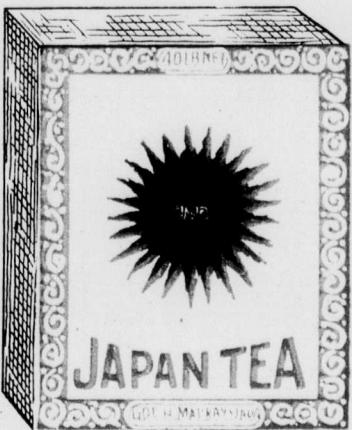
written across  
it. A guaran-  
tee against  
fraud.

ORIGINAL WORCESTERSHIRE

J. M. DOUGLAS & CO., CANADIAN AGENTS, MONTREAL

# These Brands are a Guarantee of High Quality and Real Value

AAA and AA  
JAPAN TEA.



THE NEC PLUS ULTRA.

40 and 80-lb. Boxes.  
The finest May  
pickings of Japan.

## CONDOR JAPAN TEA.

Most remarkable in its different grades by the perfection of its leaf and the exquisite aroma of its liquor.



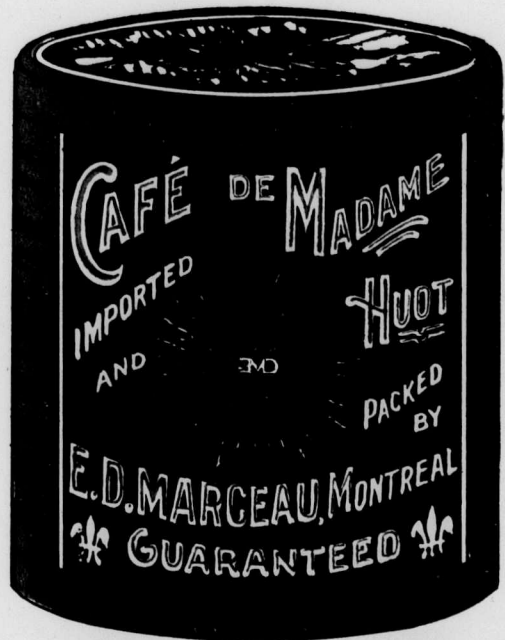
THE CONDOR

## Condor Vinegar—

100 Grains—distilled, pure,  
strong, bright as crystal.

## Madam Huot's Coffee . . .

A blend prepared after a recipe obtained from Madame Huot in Paris. Has been awarded three medals and several first prizes. It is absolutely pure and the best Coffee sold in tins.



IT HAS NO EQUAL IN CANADA.

THE CANADIAN GROCER

# I MAKE A SPECIALTY

I MAKE A SPECIALTY

OF HIGH-GRADE GOODS.

**Old Crow Vinegar—**

75 Grains, distilled, pure,  
fine, clear as water  
from a spring.



**Old Crow,  
Nos. 1, 2, 3, 4.**

Blends of China, Indian and  
Ceylon Black Teas, selected  
with care, so as to produce  
strength and aroma.

In 10, 25, 50 and 80-lb.  
fancy tins.

**Nectar  
Tea.**

Blend of the Finest Ceylon, Indian  
and China Teas. Rich and fragrant—  
Delicious and refreshing. The best  
tea—the best value. In lead packets  
only. Once tried, always used.



**A Sign of  
Excellence.**

Only the best and  
the purest Spices  
sold under this  
brand.

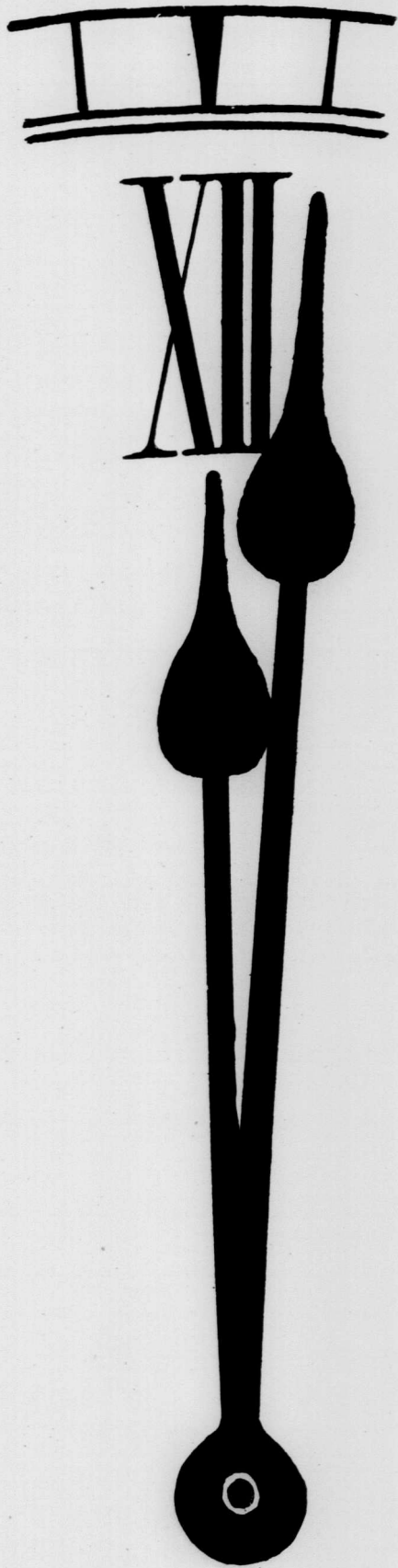
**E. D. MARCEAU,**

WHOLESALE TEAS,  
COFFEES and SPICES

296 St. Paul Street,

**Montreal.**

THE CANADIAN GROCER



# One Minute of your time Please!

We want to say a word to you about Tea.  
Grocers everywhere are recognizing the superior-  
ity of

## RAM LAL'S PURE INDIAN TEA

The connoisseur who has made a study of Teas  
finds that it excels in

### PURITY, STRENGTH FLAVOUR AND FRAGRANCE

while the satisfied consumer testifies to its unvarying quality by his continued custom. We ask the question: Is this tea not more profitable to handle than many other brands which are being sold to-day? As Ram Lal's is a pure tea, all Indian, and packed with consummate care on the Gardens. Ram Lal's is not sold by Tea Peddlers, never to be found on the bargain counters of departmental stores and you have a liberal profit for your trouble.

We solicit the attention of the trade to these facts and trust they will see the fairness of our contention.

---

**JAMES TURNER & CO., HAMILTON, Ont.**  
**ROSE & LAFLAMME, MONTREAL, Que.**

## The MacLean Publishing Company, Limited.

President, JOHN BAYNE MACLEAN, Montreal.

Publishers of Trade Newspapers that circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

### OFFICES:

MONTREAL (Telephone 1255)	Board of Trade Building.
TORONTO (Telephone 2148)	10 Front St. East.
LONDON, ENG. (J. Meredith McKim)	109 Fleet St. E.C.
MANCHESTER, ENG. (H. S. Ashburner)	18 St. Ann St.
WINNIPEG (J. J. Roberts)	Western Canada Block.
ST. JOHN, N.B. (J. Hunter White)	No 3 Market Wharf.
NEW YORK (Edwin H. Haven)	150 Nassau St.
Traveling Subscription Agents	{ T. Donaghy. { F. S. Millard.

Subscription, Canada and the United States, \$2.00.

Great Britain and elsewhere 12s.

Published every Friday.

Cable Address: "Adscript," London; "Adscript," Canada.

MONTREAL AND TORONTO, OCTOBER 26, 1900.

### THE BUTTER TRADE SITUATION.

SO far this season, our exportation of butter to Great Britain has not been of satisfactory proportions. The total shipments of butter from Montreal to date amount to 233,954 packages, against 408,416 packages for the same period last year, showing a decrease of 174,462 packages. The United States export statistics also show a decrease, and this year Great Britain is taking 41 per cent. less butter from this side of the water than she did last year.

Some might explain this by attributing the decline in the amount of exports to the decline in the amount manufactured.

The price of cheese has been ranging high all summer, and farmers have been sending their milk and cream to the cheese factories, where they could obtain better returns than from the creameries. Within the last two months, several creameries have changed their machinery and transformed themselves into cheese factories. This would stint the supply of butter.

But, if less butter were shipped, simply because it could not be obtained, would the price not rise? One would naturally suppose so. Yet, while last year at this time choice creamery was worth 22 to 23c. per lb., this year it will bring only 20½ to 21c. on the Montreal market. There must then be a slump in the demand. How can this be, when our dairy exhibit at the Paris Exposition is obtaining the highest rewards and exciting general comment, when our creameries are learning their business better every season, and when the Canadian Government is introducing cold storage and better shipping facilities? Surely the quality of our butter is not deteriorating, and surely we can make it as cheaply as any other country.

The truth is that the make is larger the world over this year and Australia is entering more keenly into the competition on the English market.

Our butter has been satisfactory this summer on the whole, although the September make, for some reason or other, did not turn out as good quality as usual. Still, this ought not to materially affect prices.

They are being kept down by Australian pressure. Both Australia and New Zealand are making great strides in the pro-

duction of butter for the English market, the imports from those countries into Great Britain for the month of September last being 30,930 packages, against 23,042 packages for the corresponding period last year. The imports for the nine months ending September 30, 1900, were 696,713 packages, against 439,072 packages for the same period last year, and 313,839 packages in 1898.

Although the English make is larger this year than last and other countries are also producing more butter than usual, thus making the feeling here rather easy during the last few weeks, there is evidently a steadier feeling in butter this week. There has been more demand for choice creamery, while dairy butter can hardly be obtained. English advices also tell of a firmer feeling and an improved trade with cooler weather.

Both in Montreal and the country there has been quite a lot of speculative buying in the expectation that prices will advance later on. Present cable limits, however, will not warrant top prices being paid in this market, so that if they are paid they are either for local consumption or speculative export account. Speculators should remember that last fall bargaining was being carried on with English buyers on a basis of 20 to 20½c. The outlook seems to be no brighter this year.

An air-ship should sail well these days, when the atmosphere is so heavily charged with political gas.

### THE DEFICIENCY IS IN BUSINESS COMMONSENSE.

EACH of the political parties which is now appealing for the votes of the Canadian people is devoting a great deal of time in trying to demonstrate that it possesses in a higher degree than the other the quality of loyalty to the Mother Country.

They would be much better employed were they searching their brains for schemes for the commercial advancement of the country.

No sensible man impugns the loyalty of either party to Great Britain. Both parties have no doubt men within their ranks whose loyalty is not of the approved brand, but, to the whole, they are as but a drop in the bucket. What then, is the use of Conservative or Liberal wasting his time in proving that which no one except foolish partisans has called into question?

If it was the business ability of the respective parties that was called into question, there would be food indeed for argument. Neither party has any of that quality to spare. That is possibly the explanation of the numerous and verbose speeches in regard to loyalty and the few and brief speeches in regard to the quality of business.

It is not loyalty, but business commonsense, that the average politician needs to be inoculated with.

### A BAD SIGN.

MERCHANTS who exhibit a high degree of enterprise may excite the envy of competitors, but they secure the admiration of customers.

It is a bad sign when one merchant becomes envious of another. It is an outward sign of an inward realization that his competitor is leaving him behind.



## A TREATY WITH TRINIDAD—WHO WILL SECURE IT?

**N**OTWITHSTANDING the excitement in the United States consequent upon the Presidential election, quite a little interest is being developed, particularly among the commercial class in New York, in regard to the trade of Trinidad.

In February last, a convention was signed on behalf of the United States and Trinidad, in which it was agreed that the products of each country were to be accorded certain reciprocal advantages under their respective tariffs. For the ratification of this convention by the Congress of the United States and the Legislature of Trinidad, six months were to be allowed. Almost forthwith, the Legislature of Trinidad did its part towards the ratification. The matter came before the Senate of the United States, but that body succeeded in dilly-dallying with it until ratification was made impossible by the adjournment of Congress. By limitation of time, therefore, the convention signed in February expired about the middle of August last.

According to the provisions of the proposed treaty, the United States were to give the sugar, fruit and vegetables of Trinidad a reduction of  $12\frac{1}{2}$  per cent. in the regular duties. Trinidad, on the other hand, agreed to admit free of duty agricultural implements, cars and railway equipment, and other forms of machinery, from the United States. Besides this, reductions were to be made on breadstuffs and provisions.

By the commercial interests of the United States the convention was considered favorable to themselves, and the failure of the Senate to ratify it is difficult to understand.

The New York Journal of Commerce, in a recent issue, declared that no conceivable motive for the failure of the Senate to ratify the treaty could be assigned "other than the fact that it had the approval of Great Britain, and that to thwart any agreement with this power, no matter how advantageous to ourselves, would be popular with a portion of the electorate."

This is probably the correct explanation of the Senate's inaction.

Just before it was announced last spring that a convention had been signed between the United States and Trinidad, it will be remembered that the Canadian Minister of Finance, Hon. W. S. Fielding, announced that the Government proposed, except in regard to certain specified lines, to give the products of Trinidad free entry into Canada, on condition that certain tariff advantages were accorded Canadian products under the Trinidad tariff. The announcement that Trinidad and the United States had signed a convention, of course, nipped in the bud the intention of the Canadian Government.

Since the failure of the United States Senate to ratify the convention there has, however, been a renewed desire on the part of both Canada and Trinidad to enter into reciprocal relations with each other. At the annual meeting of the Board of Trade of the Maritime Provinces in August last, a strong resolution, calling upon the Dominion Government to reopen negotiations with Trinidad with a view to bringing about reciprocity, was unanimously adopted.

And from what we can learn Trinidad is by no means indisposed to having the question popped once more.

The Canadian commercial agent in Trinidad, Mr. Edgar Tripp,

in his report under date of May 17, 1900, said: "That in intelligent circles throughout the colony the almost unanimous opinion is one of regret that advantage was not taken of the Canadian offer. And this feeling is accentuated by the general belief that we have sacrificed the substance for the shadow, and that the convention with the United States, which stood in the way, will never be ratified."

This report of Mr. Tripp's was, it will be observed, written before it was definitely known that the convention would not be ratified.

The statement that there is a sentiment in Trinidad in favor of closer trade relations with Canada is corroborated by Mr. Charles Pickford, one of the directors of The Pickford & Black Steamship Co., Limited, who is at present on a visit to Toronto. Mr. Pickford spends the greater part of every winter in the West Indies, and he states emphatically that there is a decidedly strong sentiment in Trinidad in favor of trade with the Dominion.

Neither the Government nor the business men of the United States who are interested in the trade with Trinidad are ignorant of the sentiment that is developing in favor of closer trade between Canada and the island in question.

The State Department at Washington is known to be strongly in favor of a treaty with Trinidad, and that the merchants of New York are in a similar position is evident from a petition which they have recently addressed to the State Department on the subject. Referring to the efforts that are being made to create a treaty between Canada and Trinidad, the petition in question says: "It is not too much to say that a large portion of the trade now possessed by the United States would be entirely destroyed to the great pecuniary injury of the undersigned petitioners."

That is how the New York merchants engaged in the Trinidad trade feel, and their anxiety should stir us up in this country to hasten the consummation of the reciprocal idea.

The trade of Trinidad is the most important of that of any other colony in the British West Indies, amounting, as it does, to about \$25,000,000, almost equally divided between exports and imports.

Canada and the United States are both in the race for this trade. The question is, Which will win? Canada, apparently, stands a better chance of winning than she did six months ago. But she cannot afford to pause.

## CEYLON GREEN TEAS IN CANADA.

**C**EYLON green teas are gradually coming into evidence on the Canadian market. Within the last twelve months one of the leading package tea houses has become an active dealer in those teas, and now several other houses are experimenting, with a view to placing Ceylon greens on the market in packets.

Several advance samples of Ceylon green teas have come to hand during the past week or ten days for Hamilton, Toronto and Montreal houses, and they are showing excellent quality.

The present is a particularly opportune time for Ceylon green teas, on account of the abnormally high prices which now rule for Japan green teas, to say nothing of unusually small shipments of the latter to Canada this year,

## GERMANY AND THE CANADIAN BUTTER TRADE.

THE United States vice-consul at Frankfort is endeavoring to induce the buttermakers of the country he represents to take a livelier interest in the German butter trade.

According to the vice-consul's report, the consumption of imported butter in Germany is increasing, the quantity imported during the first seven months of the present year being 8,098 metric tons, against 5,784 metric tons for the same period of 1899. Of the quantity imported during the seven months of the present year, Holland furnished 2,850 tons; Austro-Hungary, 2,476 tons, and Russia, 1,685 tons. A metric ton, it might be stated, is a little over 2,204  $\frac{1}{2}$  lb.

The report of the vice-consul should not be without some interest to butter exporters in Canada.

Germany ranks sixth among the foreign customers of Canadian butter. But, notwithstanding that, we send to Germany alone double the quantity of butter that the United States exports to all countries.

During the fiscal year ending June 30, 1899, Germany took 84,552 lb. of Canadian butter, valued at \$12,384, while the total exports from the United States to all countries during the last fiscal year were only 42,034 lb., valued at \$7,723.

Although the exports of Canadian butter to Germany during 1899 were smaller than during the preceding year they were much larger than they were some years ago. This is shown by the following table:

	Quantity in lb.	Value.
1895.....	5,338	\$ 267
1896.....	49,072	9,370
1897.....	41,752	8,513
1898.....	117,273	17,754
1899.....	84,552	12,384

In 1894 no butter was exported to Germany from Canada, and in 1899 the quantity sent there from this country increased about sixteen-fold, compared with that of 1895.

The United States vice-consul in the report referred to says he sees "no reason why the United States should not supply the market here (Germany) with this commodity (butter) as it does with lard, meat, and grain."

If he sees no reason why the United States should not supply the German market with butter, there ought to be no reason why Canada should not be able to contribute, at least, a larger quantity than she now does.

## ADVANCE IN THE PRICE OF APPLES.

THE competition among the Canadian apple exporters seems to be as keen as ever in spite of the immensity of the crop that will be gathered this year. When the first estimate of the world's crop of apples was made, buyers throughout the country began to bargain for apples on the 40 and 50c. basis.

The shipments of fall apples to Great Britain have proved so satisfactory that the price paid to farmers has now been run up to 65, 75 and 85c., and, in some cases, we have heard that the dollar limit has been reached for fruit on the tree.

Besides the profitable shipments made to Great Britain, the fact

that the crops of the United States and Canada have been over-estimated is also working with a "bullish" effect. In addition, the quality of the fruit is proving to be very fine; much better, in fact, than last year's.

It is to be hoped this advance will not lead to a demoralization of the market. Packers throughout the country should be more careful than ever in safeguarding the quality of the fruit. Only the highly-colored varieties should be exported, for inferior qualities will not bring any higher prices than the continental domestic article.

## A WARNING TO PACKERS OF GALLON APPLES.

A REPORT is current in Great Britain that Canadian canners of gallon apples are putting up windfalls. THE CANADIAN GROCER has investigated the matter and finds that there is some truth in the report. Windfalls are being packed, but there is nothing unusual in that. And those who are in a position to know state that a windfall is just as good as a hand-picked apple for canning purposes, as long as proper selection is made. It is not, therefore, as to how the apple is taken from the tree that determines the quality of the canned article; it is this: Is it good? And, being good, is it properly put up?

While there are, undoubtedly, canners in Canada who put their gallon apples on the market in first-class condition, there are others who do not. And, when there are so many windfalls as this year, there is only so much more opportunity for careless and inefficient packers to ply their trade.

The gallon apple trade of Canada must depend, for its maintenance and expansion, upon the foreign market. The home demand for such goods is insignificant.

At present the gallon apples put up in the United States possess a higher reputation on the British market than do those put up in Canada. It should not be so. If we are to compare the quality of the apples of the two countries in their natural state the superiority is undoubtedly with those of Canadian growth. Actual competition has proved this time and again.

This superiority is, of course, due to climatic conditions, the weather in Canada being more conducive to richness in flavor, which, and not the size, is the most essential qualification in an apple.

If, then, Canadian gallon apples suffer in the British market in comparison with those from the United States, it is obvious the cause is not with the fruit, but with the canner.

If, then, Canadian gallon apples are to secure that high position on the British market that the quality of green apples warrants us in expecting, it is clear that those who put them up should aim at a higher perfection and spare no pains to secure it. And we are so convinced as to the importance of this that we have no hesitation in urging the Dominion Government to provide the ways and means for the inspection of gallon apples intended for export. The British people are most particular in regard to food products, and it is important that we should not offend their sensibilities, as there is evidently a danger of doing, while we give license to indiscreet canners.

# THE GOODS A GROCER HANDLES.

HOW SOME OF THEM ARE GROWN OR MADE.

**T**HE grocer is the natural authority on the quality, characteristics and derivation of the goods he sells. His customers look to him as one who is sufficiently posted on all matters concerning the goods on his shelves to be the best judge of their comparative worth. Consequently, the grocer who can, when asked, give his customers a more or less complete history of his wares wins their confidence and respect much more readily than he who considers it his duty merely to buy and sell.

Many grocers and more clerks are in this latter class. Some have made a study of their business. Others would like to, but have not had the opportunity. To such the following items concerning goods nearly all grocers sell may be of interest:

#### ALUM.

Alum, which, as an ingredient in baking powder, is causing a controversy in Canada just now, is a combination of sulphate of potash or ammonia with alumina. It is produced from shale in nearly all countries. It is astringent. This power to contract animal fluids and tissues makes it valuable as a gargle or for an injection. It is used to whiten tallow and for clarifying liquors. Ground alum is often used by bakers to make white bread from dark flour and in baking powders to help keep them dry and fresh in appearance.

#### ANCHOVIES

are delicious, bony fish from four to six inches long. They are caught in the Mediterranean. They are shipped in small kegs to Great Britain, where they are prepared for market in small bottles. As many inferior fish are sold as anchovies every grocer should be able to tell the real from the substitute. It can be easily distinguished by its large silvery scales, its pink, salmon color, and by the fact that the fins on the side are much nearer the head than the fins on the back. Anchovy paste is used as a relish. Anchovies were the basis of the old Roman sauces, but most of the so-called anchovy sauces of to-day are made from cheaper fish.

#### CHICORY

is the white, milky root of a plant known as the wild endive. It is cultivated in Holland, Belgium, France, Germany and England. The roots are large, fleshy and carrot-shaped. When dug up in August or September, the roots are washed out into small pieces and dried until about a quarter of their original weight. They are then roasted with a little oil to prevent burning

and ground into powder, when they are ready for mixing with coffee.

#### CHOCOLATE

was first introduced to Europe by Humboldt, who found it in common use as a beverage by the Aztecs of Mexico when he conquered that country. It is now one of the popular beverages of Europe, and as a flavoring it ranks second to vanilla. It is prepared from the roasted seeds of the cocoa tree mixed with sugar, sago, potato-flour, corn-flour or some similar farina.

#### CINNAMON

is a native of the East Indies, China and Japan. The cinnamon of commerce is the bark of the cinnamon tree, which is one of the wonders of nature. Beside the valuable properties contained in the bark, there are the buds, known as cassia buds, which are so rich in flavor. An oil, similar to clove-oil, is made from the leaves. Camphor is derived from the roots and the fruit yields an oil, called cinnamon suet, which is highly fragrant, and in Ceylon was formerly made into candles for the exclusive use of the king.

#### CLOVES

are the dried, unopened flowers of the clove tree, which is now cultivated in several tropical countries. About four-fifths of the world's supply comes from East Africa, the city of Zanzibar being the great centre of the trade. The principal method of adulterating cloves is to include an excess of stems, sticks or stalks, which contain very little virtue.

#### COCOA, THE BEVERAGE.

is made from the berries or seeds of the cocoa, a tropical evergreen tree. The berries are harvested twice a year, in May and October. When gathered, they are conveyed to the "sweating-house," where they are submitted to a process of fermentation for from 4 to 10 days. This improves their taste, and gives them a fine, rich appearance. The process is completed when the pod falls off the bean, which is the cocoa of commerce. They are then dried in the sun, and shipped in bags of about 100 lb. each. These kernels or beans are, in this state, capable of yielding genuine cocoa. But, as this product is rather too rich, and is hard to cook, it is principally sold in the manufactured state. The variety in quality and price is largely due to the proportion of cocoa beans used as compared with the amount of inferior materials. As it lends itself easily to

adulteration, the retailer should be careful to avoid new brands, when the special advantage claimed for them is their low price.

#### CREAM OF TARTAR.

Cream of tartar comes from a source that would be guessed by few. It is a product of the grape, being the powdered crystals that form out of boiling argol, which is a deposit left during the process of fermentation necessary in wine-making. It is chiefly produced in Italy, France, Spain and Portugal, but in recent years has been largely made in Germany and England, where it is sold at a guaranteed percentage of bi-tartrate of potash. It is sometimes adulterated with fine, granulated rice. This may be discovered by stirring half a teaspoonful in a large cup of boiling water, which, when poured into a glass tumbler, will show clear if pure, and milky if adulterated.

#### GINGER

is obtained from the knotty, fibrous roots of a reed-like plant, cultivated in several tropical countries, especially in Jamaica. Preserved ginger is made from roots taken from the ground early in January when they are five or six inches long and quite succulent. The dry gingers are dug up a few weeks later when the roots are firm and fibrous. The black whole ginger is made from the older, inferior roots by scalding them in water and drying in the sun. The best and soundest roots are made into whole white ginger by scraping off the outer dark-colored part and then drying without scalding. The finest whole ginger is new, dry, plump, heavy, white in color and chalky or crumbly in texture, but without worm holes.

#### MACARONI

is produced from wheat flour made into a thick paste with a little water, and forced through a mould which forms it into long tubes. It is a favorite dish in all civilized countries. The story of its origin is interesting. Centuries ago a wealthy Palermitan noble owned a cook who, in addition to being an expert in his own profession, was an inventive genius. One day in a rapture of culinary composition, he devised the farinaceous tubes now so much used, and the succulent accessories of rich sauce and grated parmesan, familiar to those who have partaken of macaroni al sugo. Having filled a large china bowl with this delicious compound, he set it before his master—a gourmand of the first water—and stood by,

# ROBERT CROOKS & CO.

BOARD OF TRADE BUILDING

## MONTREAL.

Cables :  
ROBCROOKS-MONTREAL.

Direct Importers of all Foreign Produce.

Exporters of Canadian Products.

Wholesale Only.

Also at

LIVERPOOL }  
LONDON } ENG.

NEW YORK }  
CHICAGO } U.S.A.

CAPE TOWN }  
PORT ELIZABETH } SO. AFRICA.  
DURBAN }

### IN SEASON: Our Sage, Savories, Marjoram, Currants, Thyme, Mint, Poultry Dressing, Etc.,

*in bulk, in tins, in glasses, in half-barrels, and in screw-top bottles are unexcelled.*

**ONLY THE BEST HERBS ARE USED.**

**Lucas, Steele & Bristol, Wholesale Grocers, Hamilton, Ontario**

...All Wise Grocers Carry a Full Line of...

## “Log Cabin” Brand

—CANNED—

### Fruits, Vegetables, Poultry, Etc.

THEY PLEASE THEIR CUSTOMERS.

**MILLER & CO.**

PACKERS AND PRESERVERS.

\* \* \* TRENTON, ONT.

in deferential attitude, to watch the effect of his experiment. The first mouthful elicited the ejaculation "Cari!" or in English "excellent" from the noble epicure. The next mouthful caused him to exclaim "Macari!" or "excellent, indeed!" Presently the flavor of the toothsome dish grew upon him, his enthusiasm increased, and he cried out, in a voice tremulous with emotion, "Macaroni!" "Indeed, most supremely, sublimely and superlatively excellent!" In paying this tribute to the merits of his cook's discovery he unwittingly bestowed a name upon that admirable preparation which has stuck to it ever since. Macaroni is made in Italy and France, the best of it coming from the former country.

## MUSTARD.

The use of mustard, powdered in its present form, originated in Durham, Eng., about the year 1720, where it was prepared on a small scale by an old lady named Mrs. Clements, who kept the secret of its manufacture to herself—grinding the seed in a mill and sifting it—for several years. She visited London and the principal towns in England twice a year, thus founding the reputation of "Durham Mustard." Mustard is made from a mixture of different kinds of mustard seed, white, black or brown in color, and with or without the addition of other ingredients, such as wheat flour, turmeric, cayenne, etc. It could be made from white seed alone, but, as the brown and black seeds only possess the oil yielding the piquant flavor which is so much esteemed, a mixture is necessary to produce the finest goods.

## NUTMEGS AND MACE.

The nutmeg is the kernel of the fruit of the nutmeg tree. (Mace is the covering around this kernel.) The tree, which resembles in shape and size the pear tree, yields about 10 lb. of nutmegs and 1 lb. of mace each year under ordinary circumstances, but it is said it will produce 10 times that amount when highly manured. Nutmegs are liable to attacks of insects. These can be got rid of by exposing them on sieves to the fumes of burning sulphur in a close vessel. The substitutes which have been most often sold as nutmegs are made of wood or of a paste made of flour, oil and nutmeg powder. Most of the nutmegs used in Canada come from the West Indies.

## OLIVES

are the unripe fruit of the olive shrub, which is cultivated all around the Mediterranean and in South and Central America, Mexico and California. The general method of pickling is to gather the olives young, soak them in strong lye or lime water to render them mild and tender to the taste, and afterwards to soak them several times in clean water during a week or so. Then

they are pickled in salt and water to preserve their green color, being seasoned with cloves, cinnamon or other spices. In many countries olives, both dried and pickled, are eaten before meals to create an appetite, but in Canada they are partaken of mainly at dessert to restore the palate and aid digestion.

## PEPPER.

is a general term used for various hot, pungent and aromatic pods, berries, fruits or seeds obtained from the "Piper" species of plant. In the Middle Ages all imported aromatic spices were designated pepper. The natural family of the plant is now known to be limited to four plants only, of which the black pepper, the long pepper and cayenne pepper are the only kinds in general domestic use. From the black pepper berry or seed white pepper is produced, by taking off the husk before grinding. Black pepper is more pungent than white, on account of the acid resin, known as piperine, and a volatile oil contained in the skin or fleshy part. Ground white pepper is frequently adulterated with linseed meal, flour mustard husks, ground olive stones, ground rice, ground long pepper, and even by sand and clay.

## PRUNES AND PLUMS.

Or to be more specific, they should be defined as the Julian variety of the common plum, dried whole, either in the sun or by artificial heat, without fermenting at the pit. Prunes are prepared in all countries on the Mediterranean and in California. In preparing prunes, the fresh-gathered plums are dried first in the sun till soft, spread on hurdles, and then placed for about 24 hours in a slow brick oven. After cooling, they are put in a warmer oven, and again a third or fourth time, till sufficiently dried. All surplus moisture has to be extracted from the fruit before it is packed, or it will mould in the packages.

## RICE,

which is the staple food of China, Japan, Burmah and Siam, and second to millet in India, is the grain from a plant which resembles the oat plant in shape and color. It is common as grass in many wet, marshy, tropical countries, but has been cultivated in India and China from time immemorial. After the seed is sown, the land is flooded with several inches of water, which remains until the plant sprouts. Two crops are obtained each year. A great deal of it is shipped in the husk, when it is known as "paddy." This is husked by machine. Intoxicating liquors are made from rice in China and Japan. It is also used to some extent in British distilleries.

## SAGO

comes from the mealy trunk pith of various

low palm trees, which grow in India, China, Borneo, Sumatra, Singapore, etc. The tree grows about 25 feet high. When about 15 years old, just before it flowers, it is cut down, and the soft spongy pith extracted from the trunk. Each tree yields from 300 to 1,200 lb. It is granulated by adding water and pressing through a strainer.

## TAPIOCA

is derived from the large, tubrous roots of two species of South-American manioc plants, the sweet cassava and the bitter cassava. The roots resemble large parsnips. When the rind is taken off they are grated into a pulp. They are then subjected to pressure under water until all the juice or starchy matter settles to the bottom of the water, when it is removed, roasted, and stirred well with a hot iron, and finally dried on hot plates, where it separates into a sort of white powder called tapioca flour. It then consists of small irregular granules, some of which burst and form into lumps. It is sifted into several grades, known as small, medium, bullet and flake tapioca.

## HINTS TO BUYERS.

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

**L** CHAPUT, FILS & CIE are expecting a large consignment of Dandicolle L. & Gaudin's table delicacies to arrive soon. Griffin & Skelley's dried fruits are now in stock.

"Imperial" matches, the big 5c.-box, may be had from The Eby, Blain Co., Limited.

A fine range of canned fruits, domestic and imported, is in store with The Eby, Blain Co., Limited.

A. F. MacLaren Imperial Cheese Co., Limited, Toronto, are offering a special cheese and butter tester cheap.

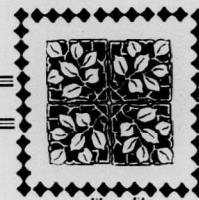
The Eby, Blain Co., Limited, have received their second shipment of Malaga raisins, in boxes, and quarter flats.

A full supply of MacWillies' "Home Industry" preserved fruit, in glass, is in stock with The Eby, Blain Co., Limited.

Eleme figs, choicest table quality, in boxes of from 5 lb. to 28 lb., are offered at close figures by The Eby, Blain Co., Limited.

A. F. MacLaren Imperial Cheese Co., Limited, Toronto, are receiving a large consignment of Roquefort, Gorgonzola, and Swiss cheese.

Condensed mince meat, in cartons, bulk mince meat, in 1-lb. and 4-lb. tins, and 5-lb. drums; also in 12-lb. and 27-lb. pails and 65-lb. tubs, is selling freely with The Eby, Blain Co., Limited.



**We Stand Behind**

THE QUALITY OF

**“L. S. & B.” BRANDS**

— AND —

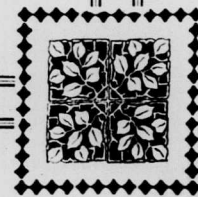
**“EMPIRE” BRANDS**

We Solicit Your Trade.

**Lucas, Steele & Bristol**

WHOLESALE GROCERS

**HAMILTON, ONT.**



# Geo. J. Clancy & Co.

## BROKERS

Canned Goods a Specialty.

59 and 61 Front St. East,

...TORONTO

# THE IMPERIAL CANNING CO.

## KINGSVILLE, ONT.

Packers of choice fruits and vegetables. For quality and flavor our goods cannot be excelled, on account of being grown in the most Southern part of Canada.

Corn and Tomatoes a specialty.

## James Harper



PORK  
PACKER

Office and  
Warehouse:

18 St. Phillip Street, MONTREAL

*Hams, Bacon  
and Sausages*

— A SPECIALTY

Telephones—Bell, Main 1273 and Main 873.

Every One  
of  
your Customers

will use Barataria

# Shrimps

if you will carry the stock.

## Price

within the reach of all.

The most delicious of the  
Lobster family.

In stock with all the Wholesale Trade.

# The G. Weeton Mfg. Co.

TRADE MARKS.



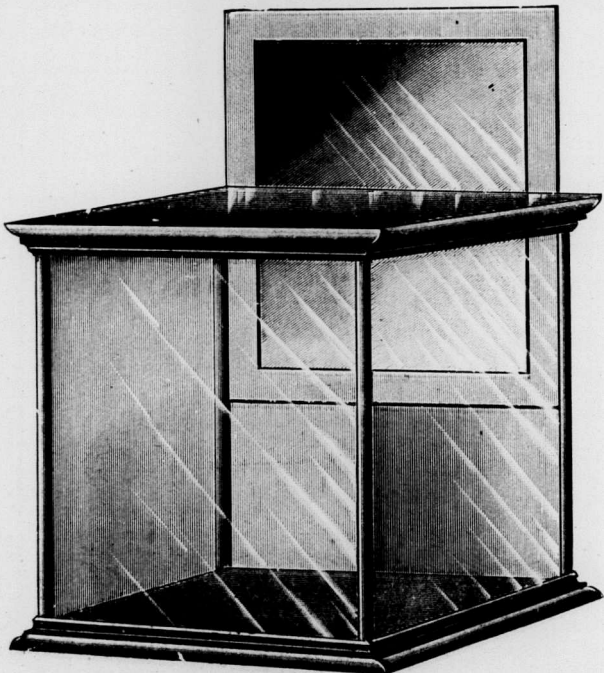
ELECTRO SILVER PLATE ON BEST QUALITY WHITE METAL  
AND SPECIALTIES.

CUT ONE-THIRD SIZE.



	Set of Four Pieces.	Tea Pot.	Sugar.	Cream, Gold Lined.	Spoonholder, Gold Lined.
<b>NO. 254—TEA SET—Satin-finish, Hand-engraved.....</b>	\$11.00	\$3.75	\$2.75	\$2.25	\$2.25
<b>NO. 686½—14-INCH WAITER—Satin-finish, Hand Engraved .....</b>	\$5.00				

Less Trade and Cash Discounts.



## Show Case Premium.

We will ship one of our **NO. 2**

24 inches Long  
24 inches High  
16 inches Wide

—with shelf and mirror back—

**SHOW CASES**, no charge, with an accepted order for our wares amounting to \$125.00 net.

This offer only holds good for a limited time.

Write for Illustrated Catalogue and Discount Sheet.

TORONTO ADDRESS:

326½ Spadina Ave.

WINNIPEG ADDRESS:

C/o Jones & Dingman.

MONTREAL ADDRESS:

Temple Building,

St. James Street.



## CHEWING GUM IN TIME OF WAR.

AS the ultimate success of any article depends on its ability to stand a crucial test the manufacturers of Adams' "Tutti-Frutti" gum have good reason to expect their business to continue to develop as it has in past years. Among athletes a good gum has long been recognized as valuable for its thirst-allaying properties and by many of the medical fraternity it has been admitted to be a good aid to digestion. Still, many have been unable, or unwilling, to see real value of any nature in gum. For this reason the victory that Adams' "Tutti-Frutti" has scored in South Africa is well worthy of note. The manufacturers, in their confidence of its true worth, presented the Red Cross Society with 4,000 boxes for the use of the troops on the march. The story of some of the brilliant marches of our troops has not failed to please not only Canada, but the Empire, for all have recognized the sturdiness of the young men who represented this country in the Transvaal.

Col. Otter, when in Bloemfontein, after the stirring events which preceded his arrival there, wrote to Mrs. Fitzgibbon, secretary of the Red Cross Society, Toronto, as follows: "I must not delay in conveying to you our most sincere and hearty thanks for what will be a most acceptable gift, this 4,000 boxes of what was a once very much despised article, but now a highly-prized one—Adams' 'Tutti Frutti' gum. I shall, on its arrival, keep it carefully for issue on our next march." A couple of months later, Col. Otter wrote to the Adjutant General, Ottawa, as follows: "Referring to your memo. of May 30 last, respecting the efficacy of the 'Tutti Frutti' gum presented by the Messrs. S. T. Britten & Co., of Toronto, for the use of the battalion under my command in South Africa, I have the honor to report that the experience of our men has been entirely favorable to its use as a means of allaying thirst, and

has, therefore, been of material benefit to them on more than one trying march."

Last year five of the largest gum manufacturers in the United States and S. T. Britten & Co., Toronto, were amalgamated under the style of The American Chicle Co. Instead of, as many of the combines did, reducing the number of their factories, this company have increased theirs. S. T. Britten, formerly of Toronto, went to San Francisco, and has opened a branch there, his former partner, J. A. Phin, assuming control of the Canadian business.

The writer had an opportunity this week of examining the process of manufacture. One taking such a trip comes away with all prejudice against gum on the score of what it is made of and how it is made completely gone. The factory is kept spotlessly clean, and the workers have to do the same. The ingredients are simply chicle, sugar and flavoring extracts. The process of manufacture is evolved, as every particle of grit and dirt has to be removed; but by the establishment of a thorough system in all departments the cost of production has been reduced to the lowest basis. When one sees how good gum is made he understands why its use has grown so rapidly, in spite of all prejudice or opposition.

## A BUSINESS CHANGE.

Mr. J. H. Simpson, the well-known Paisley street grocer, has sold his retail business to Mr. Sanford Platt, formerly of Wallaceburg, who takes possession immediately. It is Mr. Simpson's intention to go into the wholesale grocery business in Guelph with R. Simpson & Co., the present wholesale tea and coffee house. Mr. Simpson has conducted a retail business in this city for the past 14 years, and during that time has obtained an excellent reputation for fair dealing and upright business methods. With commendable enterprise he has built up a first-class trade, and the energy which has accomplished this result

will doubtless cause continued success in the new line in which the firm is about to embark. Mr. Platt, although a stranger in Guelph, comes highly recommended, and, with an experience of over 12 years in the grocery business, will no doubt be able to give all the old customers of the store, and many new ones, every satisfaction. Messrs. R. Simpson & Co. are at present arranging for larger premises in which to continue business.—Guelph Mercury.

## HOME-MADE MINCE-MEAT.

It is a notable fact that successful manufacturers of practically every article used as a food emphasize the habit of cleanliness in the production of their goods. In speaking of the rapid growth in the sales of his home-made mince meat in recent years Wm. Neilson, Toronto, gave as the reason for the development, that 10 years' experience had taught him to use only first-class goods, how to blend them properly and to keep as near to the point of perfection in cleanliness as possible.

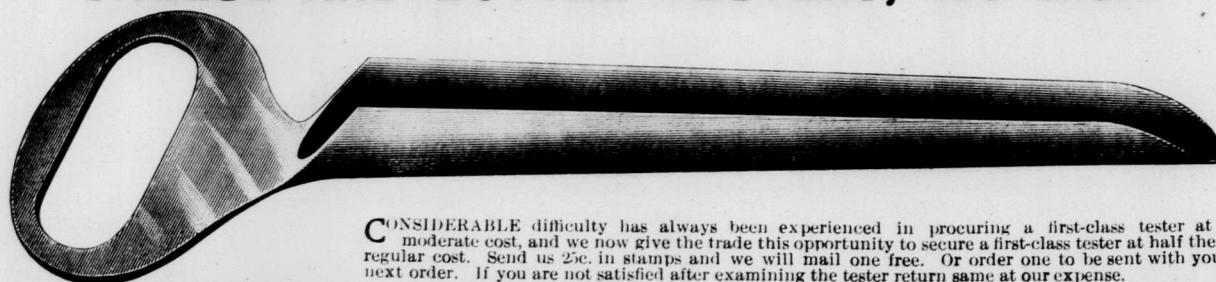
## LAMPS FOR GROCERS.

There are a line of goods that are largely handled by grocers and general merchants. In order to keep a well assorted stock it is necessary to deal with a wholesale house that carries full lines. The Rochester Lamp Co. of Canada, 24 Front St. West, Toronto, is a firm of this kind, according to its advertisement which is printed on page 145. Besides lamps for all purposes, they have in stock oil parlor heaters. The company solicits correspondence.

## NIXEY'S BLACK LEAD.

Nixey's refined black lead, blue, knife polish and other similar lines are goods which have a reputation wherever the English language is spoken. It will be gathered from the firm's advertisement, on page 99, that it is the purpose to make these goods even better known in Canada than they are at present. The firm is also noted for the beauty and variety of its showcards, samples of which can be obtained by addressing W. G. Nixey & Co., 12 Soho Square, London, England.

## CHEESE AND BUTTER TESTERS, 25c. EACH.



CONSIDERABLE difficulty has always been experienced in procuring a first-class tester at a moderate cost, and we now give the trade this opportunity to secure a first-class tester at half their regular cost. Send us 25c. in stamps and we will mail one free. Or order one to be sent with your next order. If you are not satisfied after examining the tester return same at our expense.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, 51 Colborne Street, Toronto, Canada.

# “RODERICK DHU”

HIGHEST of the HIGH GRADES  
of SCOTCH WHISKIES.

500 Cases now landing, ex Donaldson Line Steamer “TRITONIA.”  
500 Cases to follow, beginning of November.



# “BYRRH”

THE BEST APPETISER KNOWN.

“BYRRH” has a clean dry taste, but moderately alcoholic, and is, in every respect, vastly preferable to the horrible decoctions at present resorted to by men in search of an appetite.

ONLY IN BOTTLES, Cases, 12 Litre Bottles.

*400 Cases, ex Steamer “OVIDIA,” of the Compagnie Franco Canadienne.*



Boutelleau & Co., Cognac,

## FINE BRANDIES.

# Hudon, Hebert & Cie., Montreal

Sole Agents for Canada.

## A PLACE WHERE BISCUITS ARE MADE.

THE manufacture of biscuits and confectionery in Canada is growing. People are now realizing that the manufacturer can make biscuits more cheaply than any housewife; he can buy his flour, his glucose, his sugar, his coal, and, indeed, all his raw materials in large quantities at reduced prices, he can secure the latest machinery and reduce the cost of mixing and boiling and cooking to a minimum, he can make use of the highest skill obtainable; in short, he can specialize in baking as he can in making cloth. As the housewife realizes this, she is paying less attention to the kitchen and more to the grocery store. "Cookies," in the sense of the word of 20 years ago, are disappearing from the list of kitchen products, and taffy is now made in the home only when some old-fashioned Hallowe'en party is on. So candy and biscuit manufactories are growing.

One of the concerns in question is The Lang Manufacturing Co., which moved into large new premises at St. Henry, Montreal this spring and are supplying the Christmas trade from their new quarters.

This firm was established in 1886, and till this spring did business at St. Monique street, Montreal. But their trade has grown to such dimensions that they have been compelled to erect an entirely new factory, which gives them double the capacity they had last year. And yet they have worked overtime all summer, and are employing 175 to 200 hands.

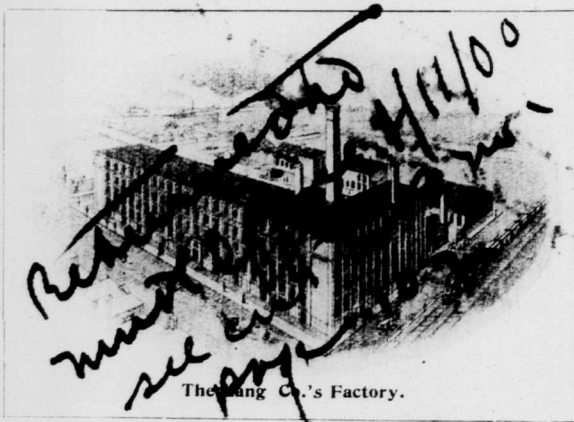
The factory is on St. Elizabeth avenue, and is a fine brick structure of four storeys and a basement. The main building is 215 x 60 ft., while the right wing, which is a separate building, in which the baking is done, is 60 x 130 ft. The engine and boiler house is outside, while about 100 yards to the rear is a brick house, in which the caretaker lives, and in which paper boxes are made. A railway siding runs into the yards. The area of the ground used is about 55,000 square feet.

The baking department is on the first floor in the right wing. A 60-ft. traveling oven, of English manufacture, has just been installed, and is cooking 30 barrels of biscuits a day. In addition are two reel ovens. On the same floor in the main building are commodious offices, to the right of the main entrance. On the other side is a large stock-room, well filled. On the second floor, above the baking department, are the biscuit mixing and icing departments. In the main building are the

candy wrapping and packing departments, and, separated off by partitions, are cloak-rooms. On the third floor are the candy boiling rooms, pan room, jap department, boiling machines, caramel cutting departments, pulverizing sugar, peppermints and lozenges departments.

On the fourth floor are made high-class candies. Here are to be found the gum, cream, and chocolate departments, with a hot-room for drying gums, creams and marshmallows. Throughout the building the latest improved machinery has been installed, chief among which are two chocolate dipping machines for which The Lang Manufacturing Company have the patent for the Province of Quebec.

Much more could be said about the marvels of the establishment but space forbids. The proof of the efficiency of the establishment is in the selling and eating of its products. Fourteen travellers are now scattered all over Canada, and the success with which they are meeting shows that they are representing a firm fortified with experience and reputation.



The officers of the company are: President, Mr. H. H. Lang; Secretary-Treasurer, Mr. Jas. Lang.

## AN IMPORTANT AGENCY.

THE granting a Canadian agency for the whiskies of Ainslie & Co., Leith, Scotland, means an important addition to the business of Chaput, Fils & Cie, Montreal, who have been entrusted with the charge of introducing them upon this market. The Clynelish distillery of this firm produces one of the finest Scotch whiskies made.

The Duke of Sutherland established the concern as far back as 1819, and for fifty years it was in the hands of George Lawson & Sons. The whisky has long been sent out to private customers all over the United Kingdom, while it has also commanded a valuable export trade. The demand for

it in that way has been so great that the proprietors were for many years obliged to refuse orders. In 1896, the valuable property passed into the hands of Ainslie & Co., of Leith, and since completing the purchase, they have received orders which they had to decline till they increased their capacity to 60,000 gallons annually. The holdings of old makes now in the distillery butts are said to be very valuable.

L. Chaput, Fils & Cie are to be congratulated upon securing such an important agency.

## WRAPPING PAPER FOR GROCERS.

IT has ever been admitted that one of the necessary features of successful retailing is having in stock the goods wanted by one's customers. The same necessity is noted in a jobbing business as in the retail way. In speaking of the growth of their business, Douglas & Ratcliff, paper dealers, Toronto, stated, the other day, to THE CANADIAN GROCER, that they owed their success largely to their making a study of the retailers' needs in wrapping papers, bags, etc.

"What is wanted in a wrapping paper," said F. L. Ratcliff the junior partner, "is attractive appearance and good strength, and the weight should be the least possible so long as the strength is not impaired. To supply papers that possess these characteristics in the highest degree necessitates a constant increase in the range of wrapping paper carried in stock."

"Our business has increased because we have kept supplied with newest ideas and have introduced the most suitable lines," added Mr. Douglas, senior partner of the firm.

"Paper bags," continued Mr. Ratcliff, "receive little attention from many dealers. Yet there is reason why attention should be given to them. In selling by weight a bag should be heavy enough to affect the scales, and thus pay for itself. In selling by the number or amount the bag should be light and strong. We have introduced a heavy bag at an ordinary price which is meeting with great favor, for holding sugars, cereals, etc."

"In twine, too, we have lately secured a line that is likely to become popular. It is a line of cotton twine in variegated colors, sold on spools instead of balls. This makes a daintier twine for small parcels than the ordinary white twine, and is handier on spools than in the ball shape."

"It takes time and trouble to introduce new lines which are an improvement on the old," concluded Mr. Douglas, "but it pays well in the end."

# F. W. Brenton & Son

EXPORTERS

**DAIRY  
PRODUCTS**

Correspondence Solicited.

**Belleville, Ontario, Canada.**

P. O. BOX 76.

## HERE'S AN OPPORTUNITY

TO  
make friends and money during the coming FALL and WINTER season, particularly at CHRISTMAS TIME:

### ORDER

a good supply of **WETHEY'S CONDENSED MINCE MEAT** and make an attractive display of it in your window. This will arrest the attention of all passers-by, because they all want mince pies now, and your TIMELY hint will reap good results.

**GIVE THIS SUGGESTION A TRIAL.**

**WETHEY'S CONDENSED MINCE MEAT** is the purest, cleanest and most delicious made in Canada, the United States, or any other country. That's the reason the housewife prefers it to all others.

Sold by all leading wholesalers and manufactured by

**J. H. WETHEY, St. Catharines.**

IT IS EASY TO BUY BUT NOT SO EASY TO  
GET THE BEST VALUE

# The OZO Co.

Limited

carry a large assortment of

## *Indian and Ceylon Teas.*

We shall be pleased to forward samples at any time.

MONTREAL

**The OZO Co., Limited.**

## Why it Sells in the Fall..

*If you have  
not seen  
our great  
advertising  
offer, we  
will be glad  
to send you  
a copy.  
It helps to  
advertise  
YOUR OWN  
business.*

**Pratts Food** sells in the Fall and Winter, because it makes Hens lay early and continue laying regularly throughout the cold Winter months ; it fattens quickly the Thanksgiving, Christmas and New Year Turkeys ; it makes them grow larger and they are better eating.

It makes Hog Killing time profitable, because the pigs fatten faster and are much larger than ordinary fed Hogs, and as they are kept free from disease, the meat in consequence is far more juicy and tender.

It helps Cows during the changeable weather from Summer to Fall. It increases the Milk during the cold weather ; it produces more butter, and fattens Cattle for killing rapidly.

It helps Horses during the Fall and Winter weather ; the hard tough pulling during the snowy season is not felt by them when fed Pratts Food constantly. It cures and prevents Coughs, Colds, Pneumonia, etc., etc.

Sheep are better able to stand the test of Fall and Winter, they grow larger and their meat has a better flavor. A Sheep in good condition always produces more and better wool.

**Make Money** by remembering to tell this to all your patrons, it will give them confidence in your recommendations, and your fair square manner of dealing with them, by telling them frankly of that which will pay them to use, as well as pay you to sell.

Spring and Summer have their invaluable uses for Pratts Foods, but do not lose the opportunity of pushing it strong during the Fall and Winter months.

**LOOK OUT FOR**  
"Just as Good Foods,"  
and Imitations of Pratts.

Did you ever know an Imitation to be  
as good as the article it imitates?

## ROBERT GREIG & CO.

Toronto.

# “High Grade Foods.”



## **Bayle's Spanish Salted Peanuts.**

$\frac{1}{2}$ -lb., 1-lb., 5-lb., cartons. Just the thing for afternoon teas, etc.

## **Bayle's Potted Cheese.** $\frac{1}{2}$ -lb., 1-lb., 5-lb. jars.

**Bayle's After Dinner Cheese.**

**Bayle's Devilled Cheese.**

Made from the choicest old cheese. Only the finest and best condiments used in its preparation.

Stimulates the appetite. Promotes digestion.

## **Bayle's Horse Radish Mustard.**

The original and genuine. Double the strength of other so-called horse radish mustards. Does not get dry. Flavor improves with age. Packed only in our self-sealing  $\frac{1}{2}$ -lb. and 1-lb. jars, two dozen jars in a case.

## **Bayle's Tobasco Pepper Sauce.**

In 2-oz. bottles, with metal top and squirt. One dozen in a box.

### **Tobasco Pods in Vinegar.**

In  $\frac{1}{2}$ -pint bottles, with metal top and squirt. Can be refilled with vinegar 25 times before exhausting the flavor and strength of the Tobasco pepper pods. One dozen in a case.

## **Bayle's Pickles, Sauces, Catsups, Radishes, Salad Dressings, etc.**

THE FINEST MADE.

“Quality is the Test of Cheapness.”

**G. A. Bayle,**

ST. LOUIS, Mo.

Agents in  
Canada:

**Robert Greig & Co.**

TORONTO.

# THE BAKING POWDER DISPUTE.

A DISCUSSION OF ITS DIFFERENT PHASES.

**B**READ has formed the principal part of man's diet for ages, but the cooks have not yet decided what ingredients should be used to produce a wholesome article. Of course, we Canadians have shown the world what flour should be used; Manitoba wheat flour stands without a rival. But what baking powder should be employed is the subject of much discussion. We do not propose to settle the question here, but a brief summary of the arguments of the debaters of the question might prove instructive to merchants who handle the article.

#### CHARACTERISTICS OF BAKING POWDER.

Baking powder is a compound used for raising bread, or other leavened food. The object attained by the use of baking powder is aeration. Substances are put into the dough to produce carbonic acid gas, which, when liberated in the form of bubbles, causes the dough to rise until it reaches a proper spongy character, at which time it is ready for the oven. It shields the boarder from getting a stone when he asks for bread. Baking powder is simply a substitute for yeast, which requires warmth and time to act sufficiently.

#### THREE KINDS OF BAKING POWDER.

There are three kinds of baking powder sold to-day. These are alum and alum phosphate powders, which aggregate, probably, 80 per cent. of the total sales; cream of tartar baking powders, which rank next in importance, and, finally, phosphate powders, which are sold only to a very limited extent. The alum baking powders are sold from about 10 to 25c. a pound; the cream of tartar at 50c. a pound. The leavening power or efficiency of the former is double that of the latter. Consequently, the economical housewife buys the alum powder. But the cream of tartar baking powder manufacturer says she pays more than the difference in doctor bills, and the Canadian Government is even now threatening to prohibit the sale of the alum powders.

#### ALUM BAKING POWDER

is produced by mixing bicarbonate of soda, or baking soda, with burnt alum, and then adding some inert substance, like starch, to give it bulk and defer chemical action between the first substances. When this powder is mixed with flour and water, and the mixture is kneaded and baked, the bicarbonate of soda and alum enter into chemical reaction and carbonic acid gas

is liberated. This leavens, lightens and aerates the bread, making it palatable and increasing its digestibility. In this process the alum is destroyed and the substances left are sulphate of soda and hydrate of aluminum. Charges have been leveled against the unwholesomeness of both of these by-products. Mr. McGill, of the Dominion laboratory, says, in Bulletin No. 68, that sulphate of soda is a "powerful purgative whose use cannot be conceived to be without injurious consequences upon the stomach and intestinal canals."

But sulphate of soda has created little discussion in comparison with that excited by alum and the other by-product, hydrate of aluminum, or, in the case of alum phosphate powders, aluminum phosphate. Alum, of course, is not healthy when taken in large doses. This has led to its being classed with arsenic in cases. Of course, such classification is absurd. Yet, if it is appreciably present in bread, it ought to be guarded against. Is it? We can hardly think so, else the cream-of-tartar men would have some examples of its effects to lay before us. As it is they have none. A student of chemistry knows that

#### WHEN TWO SUBSTANCES REACT

the reaction is not so complete that there are no traces of the original substances present. So there must be some alum in bread, as Mr. McGill points out, even if it cannot be easily found. But the amount is so small that it hardly merits consideration, when one considers that it is taken in small doses as a medicine. It is given to children, it is used by men to stop a razor cut, it is blown down throats in cases of relaxed uvula. Like alcohol, it means death if taken in large quantities, but in small quantities, even up to 20 grains, it cannot be considered seriously dangerous. Indeed, in some cases it is used for a purifying purpose.

#### THE OPINIONS OF CHEMISTS.

The other substance produced is hydrate of aluminum. Manufacturers of alum powders claim that this is insoluble in the digestive liquids, and that it passes from the body as inert matter. They assert that nothing has been adduced by any experiments to prove that the residual products of alum baking powder, which are left in the bread, produce any harmful or deleterious effects. On the other hand, Professor Ruttan, of McGill College, says that "the presence

of alkaline sulphates and of the pulpy viscid hydrate and phosphate of alumina among the other decomposition products is sufficient to explain the relative indigestibility of bread containing these salts." He says further that "while the effect of alum is to entirely prohibit fermentation, that of the products resulting from the use of an alum powder is merely to retard digestion, and not entirely to prevent it." J. West Knights, F.C.S., says that "gluten, after treatment with alum or insoluble salts of aluminum, is less soluble than ordinary gluten in the gastric juice, by about one-half. Whether the alum is in a soluble or insoluble form seems to have no great influence in its effects upon the gluten. \* \* The extent of the injury may or may not be small."

Chemists and doctors equal in importance to these gentlemen assert the opposite, and challenge proof. To the statement that in a bread made with an alum baking powder, a certain amount of phosphates was rendered insoluble and incapable of assimilation, thus robbing our animal organism of an important form of nutriment, they advance the same argument. Reliable physiological proofs are wanting on both sides. Dr. J. L. W. Thompson, F.C.P. Lond., F.C.S., a well-known authority on physiological chemistry, states: "I have been frequently consulted on these questions by the board of health. In my opinion there is nothing injurious in the use of alum baking powder. It is perfectly harmless."

Tons of alum baking powder are sold every week, and no malady is known in conjunction with its use. It must appear that alum in food in diminutive quantities is not seriously injurious to health. Yet, to be impartial, we must quote a sentence of summary from the pen of Mr. McGill: "So that, if we overlook the possible presence of unchanged alum in the residues from use of an alum powder, and suppose hydrate of aluminum alone to be found as the residue of the decomposition, we are yet forced to grant the harmful tendency of this residue, since the acidity of the gastric juice is sufficient to determine its reaction with the phosphates of our food."

#### ACTION OF CREAM OF TARTAR.

Now, let us look at the action of cream of tartar baking powder. When cream of tartar is mixed with bicarbonate of soda

# The More Competition You Have

**THE MORE ALERT YOU SHOULD BE TO  
SECURE GOODS THAT WILL OVERCOME IT.**

Never in the history of the Grocery business was competition so keen as it is to day ; there never was a time when the Grocer required to be so closely in touch with the wants of the public. The old saying : " These goods are good enough for me, I have always adhered to the same old style of doing business," has long since been relegated to oblivion, and a new order of things now transplants the old.

To keep abreast of competition to-day, the Grocer requires the choicest brands of goods that the markets afford ; at that he is only doing justice to his customers.

**NOW,**

we ask you to write us, to get samples from us and to make inquiries about the many special lines we handle. This will be a favor that we will appreciate ; we keep a staff for this purpose.

Write us to-day to send you samples :

**OF MECCA COFFEE  
OF CAIRO COFFEE  
OF DAMASCUS COFFEE  
OF SIRDAR COFFEE  
OF ZACAPA COFFEE.**

These are the goods that the public want. They will help you in your business, because they are the best goods that the markets afford.

Our special brands of Teas are equally meritorious :

**RAM LAL'S PURE INDIAN TEA  
RANGNUGGER  
GOLDEN AGE  
MASCOT.**

All of the above brands are leaders, and of a quality that cannot be excelled.

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



and a neutral filler, such as starch, a cream of tartar baking powder is produced. When this powder is mixed with flour and water, kneaded and baked, carbonic acid gas is set free to leaven the bread, and, as a side product, the tartrate of potash and soda, or Rochelle salts, is formed and left in the bread. Rochelle salts are well known as an old-fashioned medicament, once very commonly used, now not so much. According to Dr. Francis Wyatt, this is on account of its action on the kidneys and bowels. Some would have us believe that Rochelle salts are a cathartic, a medicine which so irritates the stomach and intestines that Nature sets up an inflammation and a sickness to expel it from the system, causing cramps, diarrhoea and dysentery, indigestion, dyspepsia and constipation. We have not seen any further evils mentioned! This just illustrates how far prejudices will lead opinion. Those who attack Rochelle salts seem to forget that Glauber's salts, or sodium sulphate, the by-product in the alum powder, is similar in its nature and has the same effect as the substance they attack. On the other hand, Mr. McGill attacks Glauber's salts, but says nothing about the effects of Rochelle salts.

#### NOT APPROACHING ANNIHILATION.

On the whole it does not appear that, as a race, we are approaching annihilation because we eat aerated bread. The evil effects of the by-products have been much exaggerated. The truth is that there are two groups of manufacturers fighting for the baking powder market, the fight is waxing keen, and they are resorting to the tactics of "throwing mud" at one another. Even the chemists and doctors cannot settle the matter. Till they do, would it not be well for them to carry on their discussions in secret, leave us free from the idea that we are indulging in poisons and happy in the notion that we can use either potion with perfect safety? E.H.C.

#### WILL MAKE WAX PAPER.

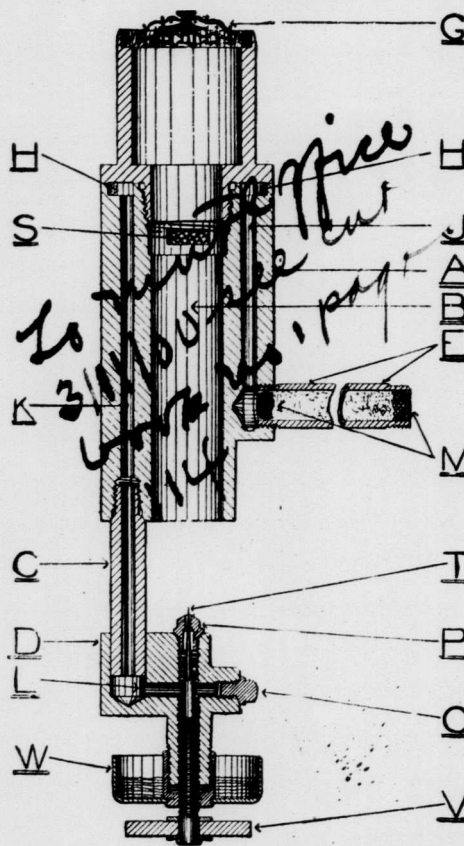
I. D. Bradshaw & Co., Toronto, have added to their chewing gum and pop corn business the manufacture of wax paper, having lately installed the most up-to-date machinery for the purpose. They are having a large demand for these goods. They offer one of their catalogues to any subscriber of THE CANADIAN GROCER who asks for it.

#### A STRIKING ADVERTISEMENT.

The writer of the advertisements of "Ram Lal's" teas generally succeeds in making his work effectual and attractive, but rarely has he succeeded in producing a more striking effect than in the firm's advertisement in this issue.

#### THE AUER GASOLINE LAMP.

THE general use of incandescent gas and electric lighting has been brought about by the constant demand for increased and cheaper illumination and consequently the inconvenient and in places of any size the dangerous oil lamp has been driven out of use. The smaller towns and country places, however, still continue to use this old system from force of circumstances. But The Auer Incandescent Light Manufacturing Co., Limited, Montreal, have lately placed a gasoline lamp on the market which, by reason of its strong light, extreme convenience and fine appearance, bids fair to make lighting even more



Mechanism of the Auer Gasoline Lamp.

brilliant and economical for out-of-town places than it is in the cities.

The Auer Gasoline Lamp is a nobby affair that gives 100 candle-power for each burner at half the cost of oil, acetylene, or incandescent electric light. It is claimed to be the only lamp giving 100 candle-power for 50c. per month, used three hours a day, and this reckoned on a high cost of gasoline. The strength of the light may be better imagined when it is remembered that the ordinary incandescent electric light is 16 candle-power and the usual oil lamp is even less. It is convenient because it is the only lamp that does not have to be taken down to fill, the reservoir being removable. It is also self-cleaning.

The idea of a lamp burning gasoline is

liable to frighten some people, but the absence of any attendant danger is proven by the approval it has secured of The Canadian Fire Underwriters' Association. The best of material and workmanship are employed and the makers will give satisfaction or refund the money. It is made in four styles, one to set on the table (\$7.50), one a bracket lamp (\$7), one to hang from the ceiling (\$8), and another with a double burner (\$11).

The accompanying illustration shows the mechanism of the generator and the progress of the gasoline from the reservoir to the burner tip. After leaving the stop valve on the fixture arm, the gasoline passes into tube E, packed with sand to act as a filter, held in position by gauge cups M, then into casting A, through channel J, into vaporizing chamber H, where the gasoline is vaporized by heat supplied from sub-flame burning at S, a feature of the lamp. The gas or vapor now leaves chamber H and passes through channel K to channel L, where it passes through needle hole in nipple P into tube B. Here it is mixed with air to secure a blue heating flame at gauze G. The size of the flame can be regulated by the needle valve.

Altogether it is a complete and ingenious arrangement that ought to come into use both in the home and place of business, particularly where a lamp must be used.

#### STOCK AND POULTRY FOOD.

From now until the spring storekeepers in towns and villages will have a greater demand for a stock and poultry food than for almost any other single line handled. There is no article sold that requires more extreme care in its selection than this does.

If a meritorious food is offered the goodwill of customers is gained, while custom is lost and ill-will earned quite as readily if an article is offered that will, in all probability, cause the loss of, or injury to, valuable animals or poultry.

Nothing encourages respect and good feeling toward a storekeeper so thoroughly as to help a customer when in trouble with sick or unprofitable live stock.

In this connection THE CANADIAN GROCER is glad to call the special attention of storekeepers throughout the country to the immense success attained by Pratts food, which many believe to be the best regulator for cattle and poultry that is sold throughout the civilized world. It is distinctly a high-grade preparation, and the large and growing business in Canada is ample evidence that Pratts foods are meeting with the success in this country that their merit justifies.

# The Leaders of all English Tobaccos.

ESTABLISHED

1749



JAMES TURNER & CO.,

Sole Agents for  
Canada.

HAMILTON.

## BEE BRAND CEYLON TEA

AWARDED...

### Gold Medal

at the Paris Exposition,  
1900, being the highest  
award made for teas.



Wholesale Agents...

L. CHAPUT, FILS & CIE., MONTREAL.  
 WARREN BROS., & CO., TORONTO.  
 THE A. MACDONALD CO., WINNIPEG.  
 HALL & FAIRWEATHER, LIMITED, ST. JOHN.



Registered Trade Mark of

The Co-operative Tea Gardens Co., Colombo, Ceylon.

COPYRIGHTED IN ALL COUNTRIES, 1896.

## THE CANADIAN EGG TRADE.



ANADIAN eggs continue to grow in popularity with the British public. During the first eight months of the year Canada has exported to Great Britain 70,011 great hundreds of eggs, in comparison with 30,672 hundreds during the corresponding period last year. Last year John Bull took 9,654,220 dozen, and this year, judging by the increase of 133 per cent. in the shipment of fresh eggs during the summer months, the exporters will vastly increase their output. In 1890 the number of eggs exported to Great Britain was trifling, not more than 3,000 dozen having been sent.

## MOST OF THE CREDIT

of this gratifying result is due to Canadian merchants and shippers, who have been taught by experience that an egg is a thing fragile and delicate, yet capable of scientific treatment to preserve its freshness. Cold storage on board railway and steamship has been provided, and, although a month must elapse between the time the egg is taken from the nest and is eaten by John Bull, yet we are able to place new-laid eggs upon the British market that do not belie their name.

## SPRING SHIPMENTS.

But the difficulty of placing eggs gathered in the spring upon the British market in the fall is by no means insignificant. Just after Easter, eggs begin to drop in price, for our people become tired of them and the hens are laying at their best. The market is glutted, so far as the Canadian consumer is concerned, and we have produce for export. But the British market is also well supplied, prices are low, and it doesn't pay to ship anything but fresh stock.

## METHODS OF PRESERVING EGGS.

The question arises, how can we preserve the eggs in good condition through the summer? Various devices have been employed. Cold storage is the first agency thought of. By this means the goods are kept in a low, even temperature and in air that is constantly changing. But there is a limit to its preserving power. Exporters say that the egg has a peculiar woody taste when it has passed a considerable time in cold storage. The delicate flavor is destroyed and its quality deteriorates.

## LIME PICKLING

has long been in vogue and is growing in popular favor as improvements in the system are made. Perhaps the most valuable improvement made in recent years is the

glycerine process patented by D. D. Wilson & Co., of Seaforth, Ont., and controlled in Quebec by Hyslop & Hunter, Montreal. The treatment by this process costs only one cent a case more than the ordinary lime pickling and increases the value of the eggs about one cent a dozen. Glycerined eggs are a mean between new-laid eggs and ordinary lime-pickled. They have a glossier appearance than the lime-pickled, are cleaner and have a smoother surface, all of which makes them more salable. Moreover, after being put through this process, they will remain good for an indefinite time.

The ordinary lime-pickled egg is not a good boiling egg, because, when put into boiling water, the shell breaks to pieces.

## THE GLYCERINED EGG

boils like the fresh article.

The preparation of eggs for export is a long tedious process. Each egg as it comes into the warehouse in the spring is carefully examined and tested. It is important that eggs showing any sign of a crack should not be placed in the preserving vats, so men are employed to detect cracks by the "ticking" process. Eggs are ticked against one another, until each one is thoroughly tested, and the workmen become so expert that few cracks, even those that are not visible, escape them. Each man will pass about 800 dozen a day through this process.

## THE TESTING PROCESS.

Then they are put through the ordinary candling process—called candling because it was once done before the candle, for which the electric light is now substituted. The candlers are so expert that they can determine the age of an egg almost to a day, by a glance at the "void." The eggs are also grouped into different sizes, for the English grocer sells eggs by weight. The average weight of a "hundred" is about 15 pounds.

The goods that are fit for export are put into pickling vast about twelve feet deep, where they remain till the time for shipping comes. They are then dipped out of the vats in racks, washed thoroughly, and in cases where the glycerine process is used, the treatment is completed by a final dip in a prepared solution.

## THE PACKING BOXES

employed by Canadian exporters which hold the eggs in paste-board compartments are growing in favor. The continental shippers still pack in straw in large boxes that hold 112 dozen. These are so made that they can be sawn through the middle to give the small buyer half a box when he wishes it; but the English jobbers since

they have made the acquaintance of the Canadian boxes that hold only 36 dozen are sawing these big awkward boxes with some reluctance. A story is told of an objection made by an Englishman in regard to the small boxes in which the eggs are put in pasteboard compartments by the Canadian exporters. In a report, he said, "I wish you wouldn't send eggs in those pasteboard racks, for it takes my man too long to pick them out." But gradually the English conservatism is wearing away and the inconvenience of having eggs packed in straw is becoming recognized. This year the demand is greater than ever, and Canadian eggs are not only accepted but are asked for on the British markets.

## THE PRICE OF EGGS.

And yet withal the Canadian farmer is obtaining a better price for his eggs than he did when our exporters could not compete on the British market. In 1896 and 1897 the Montreal price of choice, first-grade eggs in the first week of June, when the farmer is gathering his largest crop, was 9c. to 9½c. The farmer was getting about 8 cents a dozen. This year many dealers throughout the country did not pay lower than 12 to 13 cents a dozen. This is an advance of at least 4 cents a dozen, due entirely to the finding of a market in Great Britain. Prices are now higher than they were when we were exporting so many to the United States and when so little expense for care and pickling was involved. As a leading exporter said the other day, it was the best thing that ever happened our egg trade that the McKinley Bill of 1890 placed a duty of 5 cents a dozen on eggs and stopped our shipping them across the border. We are now sure that our business will not be disturbed by the imposition of an import duty. Britain will never place a duty on food-stuffs coming from the colonies, even if she should on those of foreign countries.

## THE FUTURE OF THE TRADE

seems bright if our merchants and exporters continue to exercise the same care in guarding the market as they have shown in cultivating it. Grocers and provision dealers throughout the country can do much by shipping receipts to their commission merchants or exporters as soon as convenient to do so. We must keep our stock good to hold the market. Merchants can do much to mould the ideas of the Canadian farmers and dissuade them from selling their small and eating their large eggs. Stray nests should not be emptied into the basket for the egg-man or for town. If the farmer knows why he is getting 4 cents a dozen more for his eggs than he was in 1897, he will surely appreciate the boon enough to consult his best interests by selling the best quality of eggs for export. E. H. C.

# THE PARIS EXHIBITION

## 1900

### HUNTLEY & PALMERS LIMITED OF READING AND LONDON

Have been awarded (as will be seen from the Official list of awards at the Paris Exhibition) **TWO "GRAND PRIZES"** for their Plain and Fancy Biscuits for home consumption and for exportation. This is the second occasion upon which the Jury of a Paris Universal Exhibition have conferred upon HUNTLEY & PALMERS, LIMITED, the highest honours obtainable.

In 1878, the Jury in awarding to HUNTLEY & PALMERS, LIMITED, the **ONLY "GRAND PRIZE"** given to the Biscuit Industry, expressed their judgment in the following terms, —

*"Unrivalled House, known throughout the world for its enormous production and the excellent quality of its manufactures."*

The Jury of 1900 have enhanced the value of their renewed award, by the addition of the following special mention, — —

*"This Firm has not ceased to progress either in the extension of its business or in the excellence of its manufactures."*

## THE MARKETS OF TRINIDAD

**T**HE last Trade Returns of this Island show imports of 180,452 bbls. of Flour, of which the United States sent 179,550 ; 190,651 bushels of Oats, of which Canada sent only 11,431 bushels ; 608,977 lbs. of Butter, of which Canada sent only 18,000 lbs.; 246,586 lbs. of Cheese, of which Canada sent only 21,108 lbs. We handle large consignments of Fish from Canada, and have been doing what we can to introduce other Food productions. If interested, kindly write or wire.

**RUST, TROWBRIDGE & CO.,** PORT-OF-SPAIN,  
TRINIDAD.

Exporters of Sugar, Cocoa, Cocoanuts, Molasses, etc. Vessels Chartered, etc.

Cable Address—Randolph, Trinidad. Codes Used—A B C, 1883 Edition, Lieber's Standard Code and others.

# .. TRINIDAD ..

**We Export** Cocoa, Sugar, Cocoanuts, Coffee and all kinds of Local and Venezuelan Produce.

**We Import** English, French, American and East Indian Foodstuffs, French and Spanish Wines, etc.

**AGENTS FOR:**—Guardian Fire and Life Insurance Company, Limited, Scottish Amicable Life Assurance Society, Peter Dawson's Celebrated Scotch Whiskies, Laurent Perrier & Co's Champagnes, Crosfield & Sons' "Comet" Soap, Barriason's and other Brandies.

**GEO. R. ALSTON & CO.,** Port of SPAIN,  
TRINIDAD.

A. B. C. CODE.

Cable Address  
"ROEBUCK"

**W. L. Johnson & Co.**  
BARBADOS, W. I.

**Commission and General Merchants.**

IMPORTERS OF AND DEALERS IN

English and American Provisions and  
**CANADIAN PRODUCE,**  
Plantation Supplies, Live Stock, and  
**Shippers of Local Produce.**

1900

**Sandbach,  
Parker & Co.,**

DEMERARA, BRITISH GUIANA.

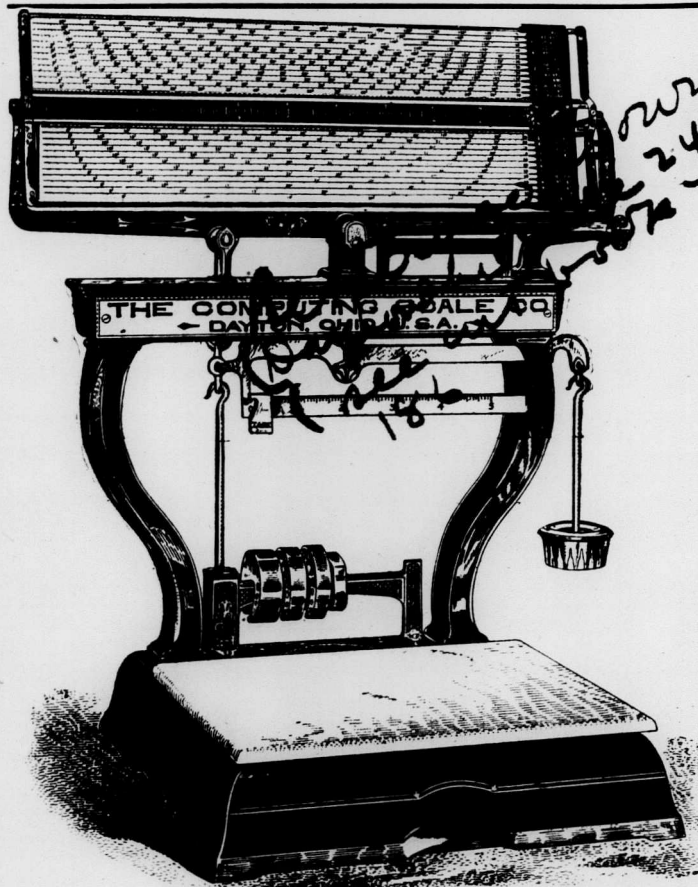
**General Commission Merchants  
Importers and Exporters.**

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

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

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

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



**A Perfect Chart...  
Computing Scale for \$50**

**SOME OF ITS FEATURES:**

The pound and ounce beam is in the centre of the chart, thus separating the chart, making it easy to read the values.

The figures are large and easy to read.

The poise is operated from the centre of the chart with no chance to bind.

Painted a rich maroon, finish enamel, full nickel trimmings.

The weighing capacity in pounds and ounces is 110 pounds.

Price per pound capacity 3c. to 50c. per pound.

**SOLD ON EASY MONTHLY PAYMENTS.**

THE

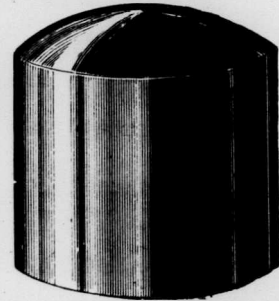
**COMPUTING SCALE CO.**

DAYTON, OHIO, U.S.A.

Or Money-Weight Scale Co., No. 47 State St., Chicago, Ill.  
Money-Weight Scale Co., No. 142 Chambers St., New York, N.Y.  
James A. Bossack, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Canada.  
L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Canada.

# JAMES' BLACK LEAD

# "DOME" REGISTERED TRADE MARKS



## 2 CELEBRATED DOMES.



*St. Paul's Great Dome.*

The exterior length of St. Paul's Cathedral, London, exclusive of the projection of the steps, is 515 feet; the interior, 479 feet; the width across the transepts from door to door is 250 feet; that across nave and aisles, 102 feet; and between the stone piers, 41 feet; the western front, 180 feet; the diameter of the octagonal area, at the crossing of nave and transept, 107 feet; the diameter of the drum beneath the dome, 112 feet; of the dome itself, 102 feet. The height of the central aisle, 80 feet. The total height from the pavement of the church to the top of the cross, 365 feet. That of the western towers 221 feet. The cost of building St. Paul's as first completed, may be estimated at a million sterling.

HAS BEEN AWARDED



**Gold & Silver MEDALS, & DIPLOMAS**



At many INTERNATIONAL EXHIBITIONS.



**SOLD EVERYWHERE THROUGHOUT CANADA.**

**JAMES' Grate Dome BLACK LEAD**

Clean! No Dust!

STICKS FAST TO THE GRATE.

Used in the Royal Palaces.

Distinguished from all other Stove Polishes as a 'Real Work Saver,' and a Protector of Furniture, Carpets, Curtains, Ornaments, Mirrors, and Pictures from Dust and Flaking. Grates polished with 'James' Dome' maintain a lasting Brilliance, and do not need rubbing every day. It is a Gold Medal Black Lead and has distanced all competitors at International Exhibitions, in all cases obtaining the highest award for superiority of manufacture, rapid polishing properties, and cleanliness in use.

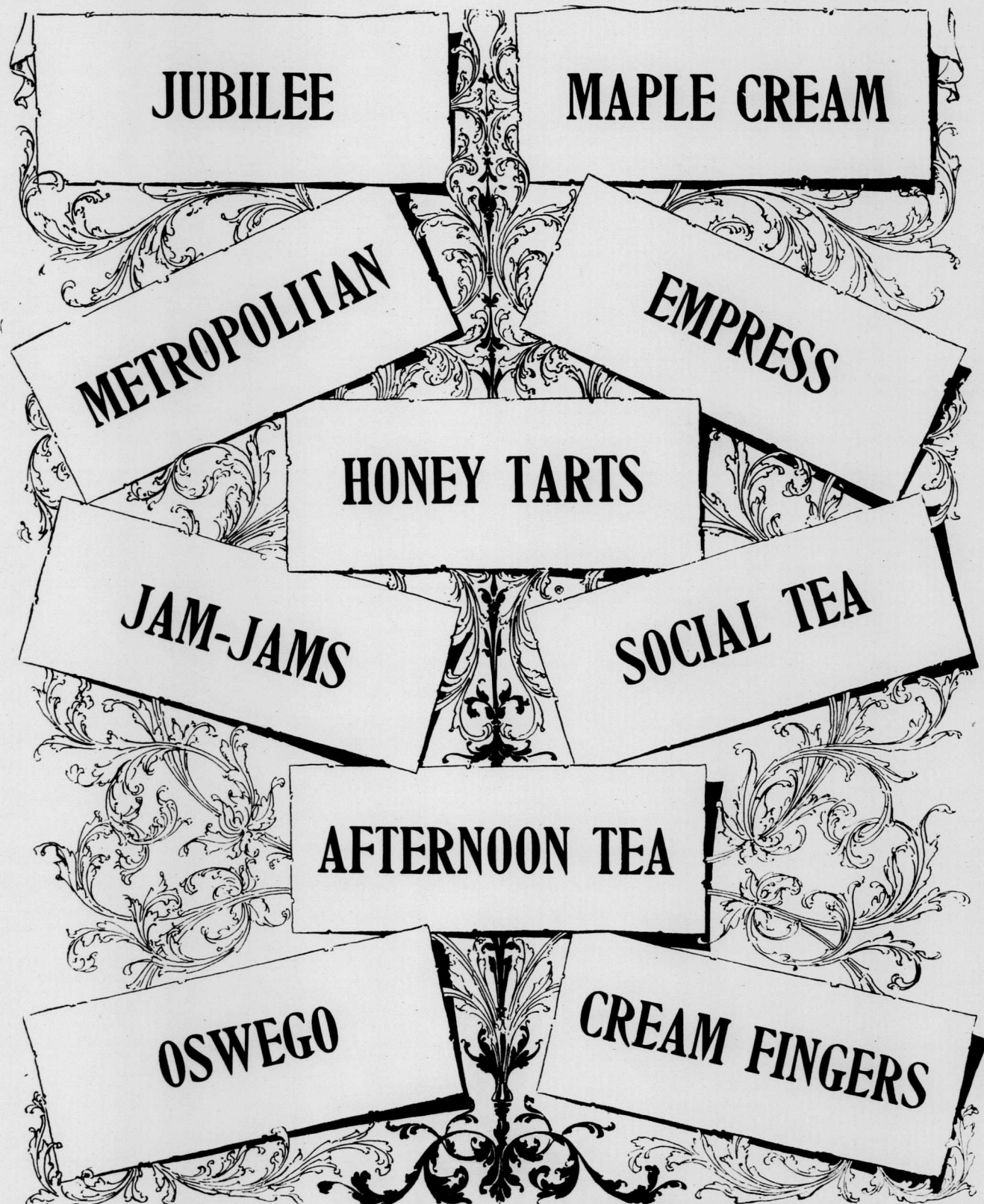
**CAUTION!**—Its great popularity has led to a flood of imitations similar in shape, but vastly different in quality. To avoid disappointment, purchasers should see that each block bears the words "JAMES" and "DOME."—The word "DOME" is a Trade Mark, and must not be applied to any other Black Lead than that manufactured by

**EDWARD JAMES & SONS, PLYMOUTH & LONDON.**



**TO THE GROCERS THROUGHOUT CANADA.**

The following lines of biscuits are guaranteed to be the MOST RELIABLE, ATTRACTIVE, and BEST TRADE-WINNERS made in Canada—or any other country. They're just what you want for the XMAS season. You will be consulting your best interests by handling them. THEY ATTRACT AND RETAIN TRADE.



ALSO FULL LINE OF CHOICE CONFECTIONERY.

Manufactured  
by

**THE LANG MANUFACTURING CO.,**

St. Henry  
Montreal



## WHAT OUGHT TO BE A GROCER'S PROFIT?

**A** CERTAIN soap firm in Great Britain annually offers a prize for the best essay on a subject appertaining to the grocery trade. Its latest offer was for an essay based upon the following questions: "What ought to be a grocer's profit? bearing in mind the present increased cost of working expenses, etc. Can the public be charged the extra, or how can the increased expenditure be met?"

The first prize was won by A. S. Barr, Woods Green. The following is an extract from Mr. Barr's essay:

"One trader is satisfied with 10 per cent., another works on a 15 per cent. basis, while yet others contend that 20 per cent. is little

ENOUGH TO COVER WORKING EXPENSES and leave a small net profit. The case is further complicated by one tradesman basing profit on cost as against another who makes turnover his basis for calculating profit. Manufacturers have tried to assist traders in obtaining a fair profit by fixing a stated selling price for their own wares, with the result that certain traders felt aggrieved, looked upon the move as an intrusion, and they would not be dictated to, and said they would sell at what price they chose; likewise various associations have taken the matter up and endeavored to arrange uniform prices which would return a fair percentage, but the attempt has invariably failed. What then should be a fair profit, and how is that profit to be fixed and secured? Take, for example, a shop doing £100 per week. To work this shop will be required a manager at, say, £2; assistant, £1 10s.; assistant, £1 5s.; junior, 12s, and two porters, 18s.—total wages, £6 5s. weekly; rent at £65 per annum; rates and gas, £28 per annum; incidental expenses, 4s.; stabling, 15s., and leakage, £1 per week respectively; totalling £10; equal to 10 per cent. for working expenses, to which add 1¼ per cent. for interest on capital invested. Considering that 6 per cent. is a reasonable net profit, these figures show that a gross profit of 17½ per cent. on turnover is required, and to gain this percentage on turnover there must be added 21¼ per cent. to cost.

### COST OF MANUFACTURE.

"Another important question is: How can the increased cost of manufacture be met; can the public be charged the extra without interfering with trade? Yes, by manufacturers advancing cost price, and in cooperation with retailers advertising such advance. Let there be a card hanging in retail stores notifying the advance in price; and the goods which do not return 17½ per cent. on turnover quietly drop or keep

in the background. Boldly advertise advances and reductions. Advertising stimulates trading; it also dispels the erroneous idea of having been overcharged."

TWELVE AND A HALF TO FIFTEEN PER CENT. A FAIR PROFIT.

The following is an extract from an essay submitted by another contestant:

"For my own part, I consider 12½ to 15 per cent. a fair profit for a grocer doing, principally, a cash trade, whilst 17½ to 20 per cent. is deemed necessary, and calculated to be indispensable, for the maintenance of your business if a 'family' trade is done and credit given. In calculating the profit on goods, it must clearly be remembered that the profit should be based upon the returns, otherwise mistakes are likely to arise. For instance, on an article costing 6d. and sold at 10d. there is a profit on the



The Japan Tea Parlor at the Paris Exposition.

cost of 25 per cent., but on the return it is only 20 per cent. An easy way of calculating profits is by adopting the following rules:

Add to cost 1 2 cost price to give 33 1 3 p.c. on returns.			
"	13	"	25
"	14	"	26
"	15	"	16 2 5
"	16	"	14 2 7
"	17	"	12 1 2
"	18	"	11 1 9
"	19	"	10
"	1 10	"	9 1 11
"	1 11	"	8 1 3
"	1 12	"	7 9 15

"As to how the increased expenditure can be best met, I would suggest the pushing of those articles bearing the best profit, and by refusing to stock proprietary goods not showing the necessary amount of profit. Needless to say, your business must be carried on at the lowest expense, yet without that false economical idea that the cheapest is the best \* \* \* What assistants you have, let them be the very best. They may

require a living wage, or even a little remuneration."

### A HINT TO SMALL TRADERS.

From still another of the competing essayists the following is taken:

"If, as a general rule, they are content to pay cash and to take away the goods with them, business may, in a brisk market, be found profitable at 12½ per cent.; whereas, if the grocer has to send out for orders, deliver by horse and cart, give credit and render periodical accounts, 20 per cent. will not be too much—horse and cart work, in actual experience, alone representing a difference of 5 per cent. \* \* \* It is, for instance, a far too common practice, especially with small traders, to give away the benefit of a purchase or contract luckily made before a rise in the market, but to bear the loss themselves when the market falls. \* \* \* The chief remedy lies in noting what goods pay to sell, and resolutely pushing to the front only such as are both reliable and remunerative. Friendly arrangement may also be made with neighboring tradesmen to readjust prices when they prove unsatisfactory. Initiative in this direction will often be found to meet with a satisfactory response."

### A SIMPLE SUGGESTION.

From a fourth essay the following extract is taken:

"To find what a fair profit should be calculate what percentage on returns your working expenses amount to; charge to working expenses your own salary. Having found this, add thereto 5 per cent.; fix the selling price so as to leave this percentage of profit. To give an instance: Suppose your working expenses are 10 per cent. add 5 per cent.—equals 15 per cent. You must fix the selling price so that you receive 15 per cent. on returns \* \* \* Capital must be turned over from eight to twelve times a year, according to class of trade and amount of book debts. Buy for cash and take all discounts."

### A GOOD WATCHWORD.

The Imperial Canning Co., Kingsville, Ont., realize the value of a sound argument in advertising. Knowing the value of flavors in canned goods, and the fact that the climate of the southern part of Canada is the best possible for the production of the finest fruits and vegetables, they have made their watchword: "The flavor of our goods cannot be excelled owing to our semi-tropical climate." The sentence appears on all their letter-heads, etc., as well as on much of their advertising. It is not surprising that the soundness of their argument carries conviction with it, and that their goods are among the popular brands on the market.

HIGHEST AWARDS and PRIZE MEDALS at EXHIBITIONS.  
Appointed by Royal Warrant Black Lead Manufacturer to



HER MAJESTY THE QUEEN AND

TRADE



"CERVUS."

MARK



H.R.H. THE PRINCE OF WALES.

FOR "CLEANLINESS" USE ONLY.



# NIXEY'S

## REFINED

# BLACK LEAD

The Richest, Deep Lasting, Most Economical and Profitable Black Lead in existence. Sold in 1d., 2d., 4d., and 1s. sizes.

Insist on having the Original Block Black Lead, and still the best.




For **SNOW**  
White **LINEN**  
ALWAYS BUY

# NIXEY'S

# BLUE

In Bags, ready for use.  
In 1-oz. Squares.  
In Pepper Boxes.



In 2, 5 and 10-cent Blocks.

Sells freely.

SAVE YOUR KNIVES BY USING

## Nixey's Knife Polish

EASY BRILLIANT LIKE SILVER

6 & 1/2 TINS

WILL NOT WEAR BLADES - VERY BEST

Emery Cloth, all numbers.

NIXEY'S Egg Shell Enamel  
BERLIN BLACK.  
Dries dead in a few minutes  
No smell.  
6d., 9d., 1/-, 1/6 and 2/- bottles.

NIXEY'S Fine Black Varnish.  
GLOSSY BLACK.  
In 6d. and 1/- bottles.

NIXEY'S "CERVUS" OYOLE CHAIN LUBRICANT IN 6d. TUBES. ENORMOUS DEMAND.

All kinds of Round, Square, Block and Powder Leads. Apply for Revised Price List and Advertising Novelties, Show Cards, etc., to.

## W. G. NIXEY, 12 Soho Square, London, Eng.

## HOW SHALL CANADA INCREASE HER APPLE TRADE?

THE QUESTION DISCUSSED BY D. O. M.

**T**HERE is no question but that the Canadian apple growing and exporting industry is, and has been for some years, in an unsatisfactory condition. Last year was, as everybody connected with the business knows, the worst of many bad years. In fact, it is a question whether there ever was a worse year for the shipper of apples. There seemed to be a combination of circumstances especially intended to make the season a disastrous one. High prices were paid at the orchards; the crop proved larger than was anticipated, buyers, to cover their losses, packed inferior fruit, which had such a demoralizing effect on the market that nearly every return meant a loss to the shipper.

While, however, it is easy to prove that the industry is not on a satisfactory footing, it is not an easy matter to effect the necessary revolution to put the business in a prosperous condition.

### DISHONEST PACKING.

It is, of course, manifest that the trade should be protected from the dishonest man who resorts to "topping" or "facing" to swell his profits, regardless of the effect the practice is bound to have on the trade. This practice is largely due to the habit of buying by the "orchard" or "lump" system, by which the buyer, after making an estimate of the probable output of an orchard, pays the owner a lump sum for the fruit on the trees. Naturally, when he discovers he has overestimated the crop he is tempted to make good his loss by packing poor apples with a top or face of first-class stock. This system of buying should be discontinued, and a proper system of inspection must be instituted if the export trade of green apples is going to prove a profitable business to Canadian growers and shippers.

### DRIED VS. GREEN APPLES.

But the question of the day is: "Should Canada export her apples in the green state?" It will be a most exceedingly difficult matter to prevent dishonesty in apple packing. In fact, it seems almost unreasonable to expect its prevention when we do not prevent the topping of tender fruits sold on the local markets in baskets.

Whither, then, shall we turn? Reason seems to answer: "To evaporated and dried apples." The experiences of the past few years seem to indicate that this is the form in which most of our apples will arrive in Great Britain, Germany and other distant markets in the not distant future.

### INTERESTING STATISTICS.

The following statistics, showing the

exports of both dried and green apples from Canada and the United States, will give a good idea of how the dried apple trade has grown in recent years:

	Canada.		United States.	
	Green.	Dried.	Green.	Dried.
1893.....	\$2,731,954	\$200,813	\$1,497,967	\$ 482,085
1894.....	8 8,889	98 998	242 617	168,054
1895.....	1,841,710	250,418	1,954 318	461 214
1896.....	1,417,571	48,058	931,289	1,340,507
1897.....	2,513,637	179,644	2,371,143	1,340,159
1898.....	1,307,059	125,658	1,684,717	1,897,725
1899.....	2,624,470	429,656	1,210,459	1,245,733

This statement shows that, while the exports of green apples are practically unchanged, the shipments of dried stock have much more than doubled. It shows, too, that the exports from the United States have increased in greater proportion than have the shipments from Canada. This is a significant fact, for all acquainted with the relative development of trade in the two countries know that in nearly every line Canada has gained on her big rival. The reason for it is found in the fact that until with the last year or two Canadians have been satisfied to send their stock abroad through New York houses, and much of it has gone via the port of New York. Naturally, this has retarded the growth of the Canadian business, for European buyers had not been taught to look to Canada, as they should, for their best stock, and Canadian dealers had not established a good connection across the Atlantic.

### THE GERMAN MARKET.

Within the past year or two there has been an improvement in this regard however. Canadian dealers are manifesting a determination to seek the best market for their goods and European buyers are learning more of this country. Within the past fortnight the names of 16 firms, all dealers in dried apples and other fruits in Hamburg, Germany, have been sent to the Ontario Department of Agriculture. These names were accompanied by the information that there is a large and growing demand for these goods in Germany.

While in London this summer the writer had occasion to discuss the matter with several large importers of that city. The general opinion was that the taste for these goods in Great Britain has just begun to assume large proportions, and that the next few years will witness unusual growth in the business.

### THE QUALITY OF CANADIAN APPLES.

There is no reason why Canada should not obtain a large, if not the major share in this increase. The apples grown in Ontario, in all the Eastern Provinces, and especially in the Annapolis Valley, Nova Scotia, will compare favorably in point of flavor with

those of any apple grown. If properly evaporated or dried and packed in attractive packages they would have little difficulty in finding a market. Both rings and whole apples have good sale in Germany and in Great Britain.

If these markets are to be won for Canada, however, packers will have to put up their goods honestly and attractively. Canadian cheese, above all other products of this country, has been protected from dishonesty in manufacture. The result is that it is the product which has established the supremacy of Canada as a dairying country. The same results can be attained in the apple industry.

Must the advisability of shipping apples in the dried state rather than green be demonstrated? It is practically established in the fact that the shipment of apples in the green state is

### A GAMBLE,

including a great share of risk, while experience has shown that evaporated apples, when judiciously handled, have uniformly paid well. The keeping qualities of the evaporated fruit give to the holder as much power over prices as the buyer, but when shipped green they must be sold promptly, thus giving to the buyer complete power over prices.

Canadian apple exporters, if they are to effect the

### MOST SATISFACTORY SOLUTION

of their present difficulties, must be in the position to control the offerings of green apples. That much has already been admitted. To do this there must be a more careful selection of the apples to be shipped. If last season a third of the green stock shipped had been culled out and only the soundest and most attractive fruit shipped, there would not have been the glut nor the loss from goods arriving in poor condition that was the case. If there had not been this glut and loss, the market, instead of being a demoralized one, would have yielded a good profit to shippers. In future it should be the object of shippers to move carefully, select their green fruit, and pay more attention to the development of a permanent market for evaporated apples.

I have made no mention of canned apples. This is hardly necessary, as the demand for them is being met in a way satisfactory, both to the Canadian canners and to the British consumers. This trade is a growing one, but is not likely for some time to reach proportions sufficient to materially affect our aggregate apple trade.

# Two Continents Testify.



RELIABLE GROCERS THROUGHOUT THE WORLD SELL

## MacLaren's Imperial Cheese

which received the highest award for excellence at the **WORLD'S FAIR CHICAGO 1893**

and has now been awarded the **GOLD MEDAL AT THE PARIS EXPOSITION 1900.**

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

**A. F. MacLAREN IMPERIAL CHEESE CO., Limited, TORONTO, CANADA.**

# MONSOON TEA.

We always say to the retail merchant, if you get a customer to try a packet, and she or he does not like it better than any tea they have ever used, refund the money and we will take the tea from you.

But Monsoon tea has a habit of staying sold; we have never had a packet returned. Beyond a doubt, Monsoon is the tea which will please your customers.

**MONSOON TEA CO., TORONTO.**

## ART JELLY POWDER

IS SUPERIOR TO ANY OTHER.

FLAVORS  
DECIDEDLY  
FRUITY

WINE, HONEYSUCKLE, PISTACHIO, VIOLET,  
ORANGE, CHERRY, GRAPE FRUIT, PINEAPPLE,  
LEMON, STRAWBERRY, RASPBERRY, VANILLA,  
CALF FOOT.

Write for Our Prices.

**Mayell & Co., Toronto.**

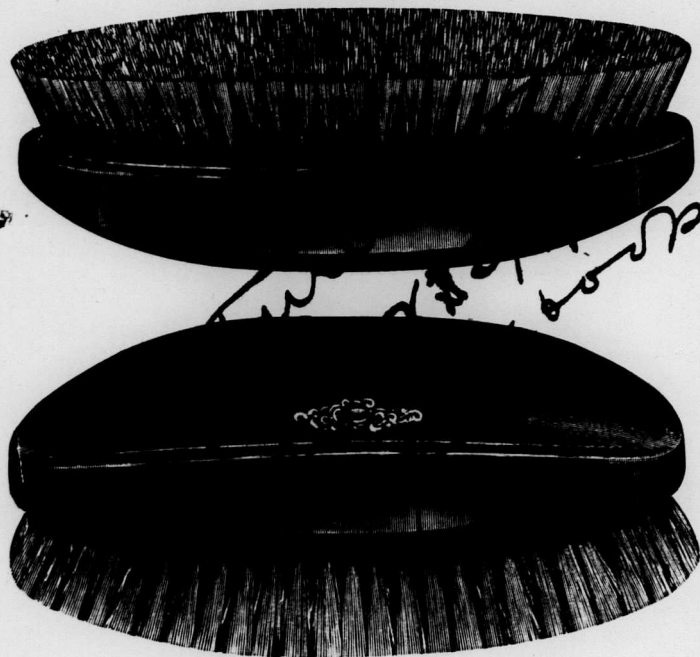
**Bacon,  
Hams,  
Pure Lard,  
Sausages, Etc.**

Bacon and Hams are mild cured, after the character so sought after by Old Country connoisseurs.

**The Farmer's Co-Operative  
Packing Company**

OF BRANTFORD, Limited, ONT.

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



# Military Hair Brush Package . . .

Made of pure bristles with Ebony Backs and Sterling Silver Mountings. A handsome Xmas Gift. Sold with the following assortment of Gum :

1 Tutti Frutti, 36-5c. Bars . . .	\$1.80
1 Pepsin . . . . . 24-5c. Bars . . .	1.20
1 Kola Nuts . . . . . 20-5c. Bars . . .	1.00
2 Red Jacket . . . . . 100-1c. Pieces . . .	2.00
1 Pair Hair Brushes . . . . .	3.50
	<hr/>
	\$9.50

Price to Retailer, \$4.75.

PLEASE NOTE—We can only put 1 Box of Tutti Frutti in this assortment, but the balance can be made up as required.



We are now giving the following premiums as a

## SPECIAL OFFER

to the Xmas Trade :

Silver Pie Knife,  
Berry Spoon, or  
Tailors' Bent Trimmers

Either of the above with . . .

1 Box Adams' Tutti Frutti, 36-5c. Bars,	\$1.80
or with . . . . .	
1 Box Britten's Red Jacket, 150-1c. Pcs.	
1 Box { 10-5c. Bars Havana Fruit . . .	} \$1.00
10-5c. Pkgs. Kola Nuts . . . . .	
50-1c. Pieces Red Jacket . . . . .	

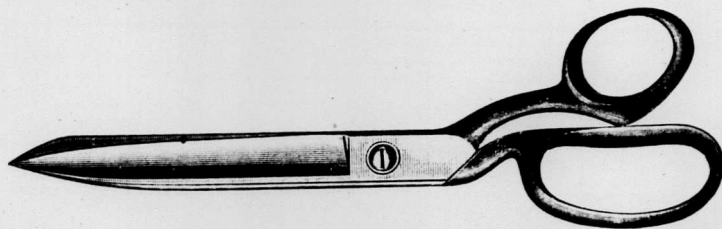


Write for catalogue giving full list of premiums.

# American Chicle Co.

Defries St.

TORONTO.



## A Hint to the Trade

In purchasing premiums one is apt to judge the premium and lose sight of the fact that he is getting unsalable goods with it. Don't abuse the public, it's your living. Adams' Tutti Frutti, Britten's Red Jacket and Kola Nut are always in demand. Insist on your jobber giving you these brands.

Fine  
Goods  
for  
Your  
Best  
Trade



From  
France

Etablissements F. Delory, Lorient, France. They have nine factories packing 15,000,000 cases per year of French Peas, String Beans, etc., and the following brands of Sardines: Trefavennes, Martel, Club, Alpins, Delory, Rolland, Lemoigne, Lementec and St. Louis—in  $\frac{1}{4}$ -tins,  $\frac{1}{2}$ -tins, and tins; also in glass.

From Louit, Freres & Cie, Bordeaux, France. Their celebrated French Chocolate for eating and cooking; Anchovies in Oil and in Salt; French Mustard, Macaroni, Vermicelli; Mushrooms, Peas, Haricots Verts (String Beans), Macedoines (Mixed Vegetables), in glass.

From A. B. Schwartz, Strasbourg. Their famous Patés de Foies Gras and Potted Game—standards from which the quality of all other goods of this nature are judged.

From Baptistin Barrielle, Apt, France. Crystalized and Glacés Fruits.

From A. Lenoir, Fils & Blanchard, Gendre, Paris, France. "Specialty" Champignons (Mushrooms), and Potted Meats.

From Bernard, Bizac & Co., Souillac, France. First choice Truffles in  $\frac{1}{16}$ ,  $\frac{1}{8}$ ,  $\frac{1}{4}$ , and  $\frac{1}{2}$ -tins; also in bottles.

From L. Fichot-Landrin, Paris, France. Breton's Vegetable Colors—all sizes and all colors.

Jas. Violett & Co., Bordeaux, French Prunes.

Olives  
from Spain

The choicest crops from the best vineyards and **the pick of the crops always.** From Dunipe & Co., and R. Aguilar, Seville, Spain, packed with that wondrous skill and care that has made the name Dunipe & Co. famous everywhere.

**HENRI JONAS & CO. - Montreal.**

*Sole Agents for Canada for above firms.*

**IMPORTERS OF FINE GROCERS' SUNDRIES.**

## A WOMAN WON'T BE FOOLED THE SECOND TIME.

IF, when the cook or housewife comes to your store and asks for Jonas' Flavoring Extract, and you don't keep it, but offer her some trashy substitute, claiming it's "just as good," you MAKE A MISTAKE that is sure to CREATE TROUBLE—do you ask WHY?—Well, she takes that "substitute" home, and, owing to its WEAKNESS and IMPURITY, her cooking is a failure—but, it's not her fault—IT'S YOURS for selling her such a poor extract. THE NEXT TIME she'll go to SOME OTHER GROCER who will give her what she wants—Jonas' Flavoring Extract, for it's PURE, STRONG, RELIABLE.

The result of this mistake is that

### YOU LOSE A VALUABLE CUSTOMER.

**Attract Trade Rather Than Lose it**

by always having a good supply of JONAS' FLAVORING EXTRACT on hand.

**They've Been on the Market now for Thirty Years**

and in the opinion of PARTICULAR people they are unequalled for PURITY and STRENGTH.

### ALL WIDE-AWAKE GROCERS SELL THEM. DO YOU?

## Jonas' Military Dressings

### ARE ALL RIGHT

in the opinion of every man, woman and child who has used them. They are perfectly waterproof, and make Boots, Shoes, Rubbers and Harness look like new. All live, up-to-date grocers and storekeepers will find them a great help in building up a good, profitable business in this line.

## HENRI JONAS & CO., Mfrs., MONTREAL



## STERILIZED UNSWEETENED CREAM.

IN order to supply the immense demand for St. Charles Cream in Canada, and other English colonies, the St. Charles Condensing Co. (controlled by English and Scotch capital) have built a fine factory at Ingersoll, Ontario, which is now in full operation. The company are also operating a large plant at St. Charles, Illinois, U.S.A., where their head office is located.

St. Charles Cream is prepared from the best milk obtainable in the finest dairy sections of the world, evaporated in vacuum, to the consistency of very rich cream, canned and then perfectly sterilized by a secret scientific process, insuring pure and safe product, especially valuable for infant feeding, and all culinary uses.

It is particularly commended as perfect for infant feeding, having been used for years by the leading institutions in all parts of the world. Physicians everywhere, after a thorough test, have pronounced it, when



properly diluted, a perfect substitute for mothers' milk.

By the addition of water, a milk or cream of any desired richness is produced, particularly adapted to culinary purposes.

St. Charles Cream is used largely by the armies and navies of the world, it being recognized of especial value from the fact that it is a perfect substitute for milk or cream in its original form for all uses, which cannot be said of much of the ordinary condensed milk on the market, which consists of from 40 to 44 per cent. cane sugar.

The cream has been shipped to all parts of the world, and is guaranteed to keep perfectly in any climate. The demand in the countries where the climate is particularly trying is growing very rapidly, and the cream is reported as giving perfect satisfaction to dealers and consumers.

The label and package throughout are especially attractive, and the manufacturers exercise scrupulous care in maintaining the high quality of the cream.

Foreign merchants selling high-grade food products, are invited to write to the St. Charles Condensing Co., St. Charles, Ill., U.S.A., for full information as to prices, etc., and will certainly find it to their advantage to handle this excellent article.

## "STERLING" BRAND GOODS.

"WHAT'S in a name?" asks Shakespeare. Evidently T. A. Lytle & Co., manufacturers of "Sterling" brand pickles, sauces and cordials believe in a name with a significance, and of late years they have demonstrated that they also believe in living up to the standard of worth which their brand signifies. It is an undisputed fact that in years past Canadian pickles have been inferior in many respects to the imported article, but of late the productions of Lytle & Co. have been of such a high standard that they do not hesitate to place their goods in comparison with the most highly reputed. Having discontinued the manufacture of vinegar, Lytle & Co. have sought to largely extend their bottling business. They make a complete range of high-class pickles, and are constantly adding to their lines of other goods. Their jams, jellies, marmalade, catsups and horseradish have established a sound reputation and have a steadily growing sale. This spring they installed a first-class laboratory, and started to manufacture flavoring extracts, fruit syrups, unfermented phosphate and fruit wines, fruit oils, dry and liquid colors, lime fruit juice and bitters. This departure has proven a popular one, as the goods are attractively bottled and of "Sterling" worth. Their general display of pickles, sauces and condiments won the gold medal (the highest award) at the Toronto Industrial Exhibition this year.

The writer was given the other day an opportunity to examine the process of manufacture in the Lytle works. One taking a trip through this factory could not fail to be impressed with the cleanliness and thorough system prevailing throughout. Everything combines to the most economical production of first-class goods so well that one readily understands when he has completed a visit to the different departments how T. A. Lytle & Co. have maintained the position their "Sterling" goods hold on the Canadian market.

## AN AFTER-DINNER DELICACY.

What is claimed to be one of the choicest after-dinner delicacies that have been offered to the Canadian retailer and consumer is Bayle's after-dinner cheese, put up in ½ lb., 1 lb., and 5 lb. jars. Robert Greig & Co., Toronto, have recently been appointed Canadian agents for Bayle's goods.

## THREE "AROMAS."

AMONG the many proprietary articles which have been placed before the Canadian consumers through the grocery trade during the past year or so, there are none more deserving of special notice than that of "Aroma" Ceylon tea, "Aroma" coffee, and "Paradise" baking powder, which were placed upon the market just one year ago by W. H. Gillard & Co., Hamilton, Ont., after exhaustive tests and long practical experience as to the requirements of the public, feeling every confidence in the peculiar and distinctive merits of their goods to give universal satisfaction. They have succeeded even beyond their expectations, and, to-day, these specialties command a large and ready sale in all parts of the country.

Being packed by the most approved methods, at a minimum of expense, the cost of the goods is in the contents—not mostly in the packages, and if the hundreds of unsolicited letters from satisfied users mean anything W. H. Gillard & Co. should be assured of a largely increased sale in the future.

A handsomely illustrated booklet will be sent to anyone asking for same.

W. H. Gillard & Co. report that they have been particularly fortunate this year in the selection and purchase of their teas, and their range comprises values unsurpassed anywhere, both for quality and with regard to the prices at which they are offered to the trade. In Ceylon orange Pekoes, especially exceptional values can be seen with this firm.

## WILSON'S GROCER SCALE.

Scales have improved as much as any other article used by the grocer within the last ten years, and Canada is keeping to the front in the art of up-to-date scales. The Wilson Grocer Money-Weight Scale is so constructed that the weight, value and price are all shown on the beam. This is a great advantage, as it avoids much complication of having to find the weight and values separately. The scale is mounted on a patent swivel base so that it can be turned to any angle or from either side of counter. A special feature about the Wilson scale is the agate in the beam bearing and ball bearings under the platform, where all the strain comes. The platform is Italian marble, and the scale, instead of being painted, has several coats of enamel, giving it a beautiful appearance. The weights, instead of being nickled cast iron, are solid brass, and all the brass parts are heavily nickled. The catalogue will be mailed free by addressing C. Wilson & Son, 69 Esplanade street, Toronto.

# The Geo. Matthews Co., Limited

PETERBORO, ONT.

OTTAWA, ONT.

HULL, QUE.

Pork Packers and  
Export Provision Merchants.

**BACON CURERS.**

**LARD REFINERS.**

“Rose Brand” Meats and Lard (Registered).



Representatives in England :

Messrs. Mills & Sparrow, 33 Tooley St., London, S.E.

Messrs. Marples, Jones & Co., 8 Mathew St., Liverpool.

# The Geo. Matthews Co., Limited

## AMONG TORONTO RETAILERS.

### *Why He Doesn't Build.*

A grocer north of Bloor street, who is doing a large, paying trade, gave me an interesting reason why he does not erect a larger and more handsome store than his present one, which is so crowded with goods from floor to ceiling and from one end to the other that it seems cramped.

"Well, it's just this way," he said, when I suggested the matter: "I'm doing a good business here, and if I let things run on as they are my competitors will do the same, and the chances of an up to date, new man coming into my field are small. But, if I build fine premises, my neighbors will follow suit if they can, and others will begin to look upon this section as a fine place to start. I am content to let well enough alone."

"Is your business increasing?"

"Yes. You see, it's this way: I have lived here for years, and nearly all the young fellows who have grown up around here, and who get married and start house-keeping, have known me nearly all their lives. And, as I have generally 'stood in' with most of them, I get a good share of their trade. Every year increases their number, so my business keeps on growing. I expect to put on another rig soon. This investment will not excite the attention that a new store would, but I believe it will be of even more value to my business."

### *Two Methods of Starting in Business.*

There are undoubtedly many ways of doing the same thing well. Within the last three months two firms have opened grocery stores on Yonge street. The proprietors of both firms came from the United States, bringing with them methods of their own, which are entirely different from each other. Both seem to have succeeded in establishing their business in a satisfactory manner, which, as many beginners have gone to the wall on Yonge street in recent years, is sufficient evidence that their methods of establishing their business have been good. One of these firms is known as the "Viv" Co., Limited. My attention was directed to it by their window-display which consisted of a representation of a coffee roaster. By means of an electric mechanism, the roaster, which stood about four feet high, was given a realistic appearance. Coffee was seen entering in the green state and issuing as the roasted product. The bins, sluices, etc., were opened by automatic figures. I entered the store, and was shown the mechanism. The only thing I learned by the study was that the coffee was made to run as it did by

a revolving set of pockets or carriers such as are in use in mills, elevators, etc. The policy of the proprietors of this store was in starting to make the window-display the means of attracting buyers into the store. When in, they are invited to partake of the special blend tea and coffee put up by the firm. The proprietor of the Viv Company told me that he would be content to sell only tea and coffee at first, in the belief that he could develop a general trade with such customers as bought these articles from him.

The other store I referred to in starting was Thompson & Co., corner Alexander and Yonge streets. Mr. Thompson came to Toronto from New York. His policy in starting was to issue large circulars, printed in red, advertising "specials." Each week he made a "cut" on some article. The first week it was on sugar, and buyers came to him from one end of Toronto to the other and bought sugar only, asking him to send it. Needless to say, a trial of that was sufficient. Next week his circular stated that all purchases of sugar at the "cut" must be accompanied by a purchase of regular grocery articles. He has all his goods ticketed, and, as he started doing business on a rather close margin, he has won a good share of regular customers already.

THE RAMBLER.

## A DISPLAY STAND AND TABLE.

Of late years, grocers and, in fact, all merchants have devoted so much attention to displaying their wares that it is but natural that the genius of the inventor should be devoted to the improvement of their facilities for doing so. The evolution from the bulky, home-made stand to the neat, attractive combination stands and tables now offered has been a natural and rapid result of the opinion regarding the display of goods which has been manifested in the past few years. One of the tables on the market, which is well recommended, is the "Imperial," which is constructed to revolve and tilt to any angle and be securely locked. It has five leaves, 60 inches long. These are curved, thus making the display more effective. The table is made in a variety of shapes and styles. Walter Woods & Co., Hamilton, Ont., are the selling agents in Ontario, Manitoba and the Northwest Territories.

## WHOLESALE ELECT OFFICERS.

At the annual meeting of the Wholesale Grocers' Association, of New York, the following officers were elected: President, G. Waldo Smith; First Vice-President, F.

W. Ormiston; Second Vice President, F. H. Leggett; Treasurer, August Koenig. Directors—T. C. Clark, E. H. Sayre and E. D. Depew, of New York; C. E. Brown, Springfield, Mass.; Geo. P. Bergen, Brooklyn, N.Y.; A. P. Bartlett, Providence, R.I., and F. W. Hannahs, Newark, N.J.

## CHINAWARE AND GLASSWARE.

The unique methods of business followed by E. W. Klotz, Toronto, agent and importer of chinaware and glassware from Europe, has resulted in a steady increase in the number of orders placed through him by cash buyers. In his advertisement in this issue, Mr. Klotz draws special reference to Wood & Sons, of Burslem, England, high-grade earthenware, which are shipped direct from maker to buyer at factory prices. For the import season of 1901, which opens February 1, for fancy china and glass, he will show samples from the leading makers of England, Germany, Austria, Hungary and France. These goods will be specially imported to suit individual requirements, landed at Montreal or Toronto, freight and duty paid.

## SECRETS OF CANNING.

As a rule business secrets are jealously guarded, but The Brighton Canning Co., Brighton, Ont., devote their advertisement on page 55 to the secrets of the methods by which their "Thistle" brand has won the reputation which it now possesses in Great Britain as well as throughout Canada. The firm have made it their policy to keep only goods of uniformly high quality, devoting every attention to the growing, packing and handling of their products. An evidence of the success of The Brighton Canning Co.'s methods is furnished in the fact that they have already sold their entire pack, of which over 20 cars are going to British Columbia.

## BAYLE'S GOODS.

Bayle's Spanish salted peanuts are put up as follows: ½-lb. cartons, 50 in a case; 1-lb. cartons, 25 in a case; 5-lb. cartons, 6 in a case. Potted cheese: ½-lb. jars, 2 doz. in a case; 1-lb. jars, 1 doz. in a case; 5 lb. jars, ½ doz. in a case.

## READY TO HANDLE MORE GOODS.

George J. Clancy, commission dealer, Toronto, is looking for several new lines to handle. Mr. Clancy has a good connection, and is now agent for several first-class houses manufacturing grocery lines, especially canned goods. But as his business keeps extending he is open to handle several more lines, either for export, import or domestic trade.

**SPECIAL:**

## Ceylon Orange Pekoes



We are offering extraordinary values, selling at 18 to 23c. goods that have always been sold at 25 to 30c.—300 chests only and cannot be replaced. *Don't miss this chance*—you have never had an opportunity like it before :

<i>Ceylon Pekoes</i>	-	-	-	15 to 18c.
<i>Assam Pekoes</i>	-	-	-	15 to 23c.

### New Season's Young Hysons

All bought before recent advances. You can buy them from us cheaper than you can import.

## We Remind You That

**AYLMER CANNED GOODS** command the highest price because they lead in quality. Consumers know this and are always prepared to pay a little more for Aylmer. We have a limited stock of Peas and Corn.

## Mediterranean and Californian Fruits



**MALAGA RAISINS, VALENCIA RAISINS,  
SULTANA RAISINS, MUSCATEL RAISINS.  
ELEMÉ FIGS, COMADRE FIGS.  
CANDIED PEELS : YORK, AURORA and C. & B.  
CALIFORNIA PRUNES, FRENCH PLUMS,  
APRICOTS, PEACHES.  
ALMONDS, WALNUTS, FILBERTS.**

All bought before advances and our customers get part of saving in price.

# W. H. Gillard & Co.

Wholesale Grocers,  
Tea and Coffee Importers

... Hamilton, Ontario.

**THE** secret of business success lies in offering the people the things they want.

Your trade will need the very best starch obtainable during the next three months.

**LAUNDRY  
RUBBER  
STARCH**

STANDS UNEQUALLED.

ORDER EARLY...

MANUFACTURED BY  
**C. C. COLEMAN, Waterloo, Que.**

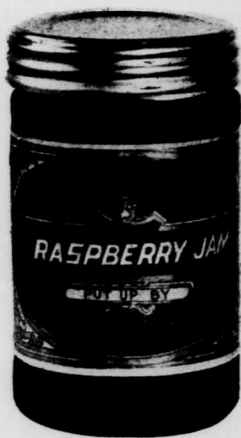
SELLING AGENTS:  
**ROSE & LAFLAMME, Montreal.**

**FIRST ARRIVAL OF NEW  
LARGE**

**LABRADOR SALMON,  
GREEN COD.**

CANNED LOBSTERS,  
CANNED MACKEREL,  
CANNED CLAMS.  
COD OIL. S. R. PALE SEAL OIL.

**J. & R. McLEA,**  
23 Common St., \* \* MONTREAL.



... PUT UP ...

1-lb. glass jars, 2 doz. in case.  
6-lb. tin pails, 9 pails in crate.  
7-lb. wood " 6 " "  
14-lb. " " 6 " "  
30-lb. " " " "

One trial order will make you a regular customer. \* \* \*

You want the  
Your Customers want the

**BEST**

T. C. GRAHAM,  
Manager.

**JAMS AND JELLIES**

They will get them  
if you order . . .

**Canada Preserving  
Co.'s Goods,** Hamilton,  
Ont.

We guarantee  
Satisfaction  
in every  
case.

TORONTO AGENTS—

**Seyler, Sanderson & Co.**  
28 Wellington St. West.

MONTREAL AGENT—

**W. Louis Haldimand,**  
32 & 34 St. Dizier St., Montreal.

FACTORY—

**Canada Preserving Co.**

2 & 4 Pine Street,

. . . Hamilton, Ont.

# GOLD MEDAL PICKLES AND CATSUPS



Our new "Sterling" Brand South Africa Relish.

In no season have we been better prepared to meet the extraordinary demands of the trade for "Sterling" Brand goods, coming from every section of our broad Dominion.



The shopping public everywhere have learned the goodness of "Sterling" Brand Pickles, Jams, Jellies and Marmalades, and grocers from the Atlantic to the Pacific will be asked for these goods.

Take No Other Brand.



Canada's famous "Sterling" Brand Pickles.

This season we are putting on the market "Sterling" brand flavoring extracts. See that you have a complete line.



Make sure that your stock includes a complete assortment of "Sterling" brand jams, jellies and marmalades.



Famous "Sterling" Brand Marmalades.

Where "Sterling" Brand Goods Are Made.  
Largest Pickle Factory in Canada.

These are the goods that carried the Gold Medal at the Industrial Exhibition, Toronto, 1900.

Every grocer who has regard for the best class of trade will carry a complete line of "Sterling" Brand goods.

## T. A. LYTTLE & CO.

124-128 Richmond St. West,  
TORONTO.



Famous "Sterling" Brand Catsups.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**S**ALES of 125 barrels of new and old Amalia currants were reported in New York on Saturday on the basis of 12¾c. for 50 barrels of old and 75 barrels of new at 13c. for country shipment.

Sales aggregating 1,500 cases of Southern tomatoes, 3 lb. standards, were reported in New York on Saturday on the basis of 80c. delivered. A considerable business was reported also in 3-lb. standard Jerseys at 82½c. delivered.

## CANE SUGAR CROPS.

Willett & Gray say: "It is too early to estimate closely the outturn of the cane crops of the world, but our latest information is such as to lead us to expect a very heavy increase over the crops of last year. The crops which will show an increase are those of Cuba, Louisiana, Porto Rico, West Indies, Demerara, Egypt, Mauritius and Hawaii. Those which will outturn smaller are Java, Brazil and Queensland. The present indication is that there will be a net increase of 550,000 tons in the cane crops of the world. The excess in beet crops is expected to offset the deficiency in visible supplies of the world, but the increase in cane crops is likely to prove larger than the normal increase in consumption."

## SHIPMENTS OF PERSIAN DATES.

As setting at rest all doubts and contradictory reports regarding the movements of the first tide shipment of dates from Persia, it was officially announced to-day that the Turkestan sailed from Bushire for New York direct on Tuesday, October 16 last, with a cargo of 75,000 boxes of dates, consigned to G. F. Nixon. Barring delay, the vessel is due to arrive here on or about November 19 next. Bushire is about 120 miles from Bussorah on the way out. Last year, according to official data, the first tide steamer for this port sailed from Bushire on October 12, arriving on November 14. It is expected that the direct steamer will beat shipments via London and Liverpool by about five days.—New York Journal of Commerce, October 20.

## CANNED SALMON ON THE COAST.

A press despatch from San Francisco, under date of October 13, says: "Wrangle advises following packs of salmon: Alaska Pachon, 60,000; Klenget, 29,000; Klanock, North Pacific, 30,000; Hunters Bay, Alaska pack, 50,000; Boyer Warnock, 4,000 cases; Ice Straits, Wrangle Narrows, 12,000. All salteries packs limited only by barrels on

brand Alaska packs. Alaska Packers, Highland Landing, 60,000; Barnes, Gerard Point, 25,000; Snettisham, 12,000 cases; Yes Bay, 60,000; Forbes, Chikoot Inlet, 20,000; Lorens Ketchikan, 60,000. The Fraser river sockeye pack to the date of closing amounted to 161,450 cases, the output of 43 canneries. The largest and most valuable cargo of the season left San Francisco October 12, by the German ship Alsternixe for London. The cargo was valued at \$528,598. There were 91,096 cases salmon. The salmon was the largest shipment ever made from here. The ship Llewelyn J. Moise arrived at San Francisco October 12, from Fort Wrangle, with a cargo of 50,000 cases of salmon."

## PECULIAR POSITION OF SULTANA RAISINS.

Business in Sultanas is on a more limited scale, and in some cases lower prices have been accepted. Considerations in regard to this article are much on a level with those of currants, and, with an estimated crop of 17,000 tons no improvement can be anticipated. At the same time there is room for variations, as the past has seen a fall of from 3 to 5s. in some qualities. The lowest qualities are now cheaper than Provincial currants, and the fruit is in much better condition. This position is in the highest degree exceptional; in fact, it may be said to have never occurred before, and, in all probability, will not last very long, but the position at present is that good, sound, old dark Sultanas can be bought at 45s. and 46s., whereas sound old Provincial currants are worth 50s.—Produce Markets' Review.

## THE CURRANT SITUATION.

During the past week transactions in currants have been limited in extent. The dislocation in trade usually connected with a general election, reacting through the consuming markets on the central one, probably accounts for this to some extent, but a more important factor is that the heavy supplies of the season are now at hand. A great proportion of the cargoes of the steamers now just about arriving has already been sold, and the knowledge that speculators had to receive these goods, mostly bought at or near the present level of high prices, caused some apprehension to be felt as to whether all engagements would be fulfilled. The liquidation, however, has now in great part been effected, and in all cases without any hitch. So far as supplies are concerned, the position of the market may now be considered as an ideal one. There will be, during the next

week, an ample supply of all qualities of currants available for distribution, just at the time when the demand is heaviest; and, at the same time, when all existing engagements have been fulfilled, Greece, the producing country, will have practically disposed of the whole crop of 1900, together with the remnant of that of 1899. Thus, instead of the uncertainty as to the future, which must always be felt with a stock of some 100,000 tons remaining unshipped at the end of October, the trade this year has a perfectly clear position before it, and the demand can arrange itself with the knowledge that the quantity of currants available for the United Kingdom is definitely known.—Produce Markets' Review, October 6.

## THE UNITED STATES TOMATO PACK.

The Trade, Baltimore, Md., says: "It is developing almost as a certainty that tomatoes will not amount to an average pack in quantity. Thus a well-informed packer, one who is in a position to have unusual facilities for information, writes of the tomato pack in Indiana as follows, under date of October 5:

"The tomato pack of Indiana is closed without a frost. After computing gallons and 2's into 3's, the total will show a pack not exceeding 45 cases per acre. An average pack in this State, one year with another, is over 90 cases per acre. We estimate the total pack at not more than 600,000 cases, and less than 100,000 cases unsold."

"In other words, Indiana, which is of all States in the West the tomato packing State, has but half an average pack, and even of what she has gotten, five-sixths of it are already sold and presumably gone into consumption. This is not doing much better than Indiana did last year, when she was compelled to make a strong call on Maryland to eke out supplies. And Maryland has no surplus to spare this year in tomatoes.

"Therefore, tomatoes can be reckoned on to hold their present value strong all through the winter; and the packers can confidently count on a very heavy demand for futures in the early months of next year.

"As comparing Maryland's condition in this respect with Indiana, we have before us the report of an Eastern Shore packer, who runs two factories in different counties, who reports as follows: He planted the same acreage in amount in 1889 and 1900, viz., 425 acres; in 1889 he got from his crop 129,000 No. 3 cans, and from the same acreage in 1900 he got but 70,396 No. 3 cans, a considerable falling off as all will agree—but little more than half a crop."



# Tartan

## BRAND

Canned Vegetables

Soaps

“ Fruits

Spices

“ Salmon

Baking Powder

Coffees Package Teas

Extracts

---

TARTAN BRAND goods are a guarantee of quality.  
 TARTAN BRAND goods are the handsomest packages.  
 TARTAN BRAND goods are the most attractive to customers.  
 TARTAN BRAND goods are trade-winners.  
 TARTAN BRAND goods are guaranteed.

---

We Stand Behind The Guarantee.

# BALFOUR & CO., Hamilton



# Fruits      Fruits      Fruits

Our stock is well assorted and we have many other lots yet to arrive.  
Have your choice now and select the best fruit at the lowest price.

*New Currants—Fine Filiatras*—barrels, cases and half-cases.

*New Currants*, cleaned, in cases and half-cases.

*Valencia Raisins*, best brands, f.o.s., selected and Imperial 4-crown layers.

*Bevan's Table Raisins*, in boxes and quarter-boxes,

**BULL, TIGER, LION and ELEPHANT CLUSTERS.**

*Eleme Figs*—finest layer figs in large and small boxes.

*Tarragona Almonds, Figs in Tapnets, Shelled Almonds,*

*Pure Grenoble Walnuts, Shelled Walnuts,*

*Griffin & Skelley's California Prunes*, "Princess" Brand, in  
5-lb. tins., finest quality.

*Prunes, Griffin & Skelley's California*, in 25-lb. boxes, 30/40  
to 90/100.

*Prunes, Oregon.* Quality is fine, 25-lb. boxes, all sizes.

*Dufour French Prunes*, in 28-lb. boxes.

*Sicily Filberts*, in bales.

*Peels*—Lemon, Orange, Citron—Corsican drained. Batger's 1/2  
and 1-lb. cut mixed.

*Evaporated Apricots, Peaches, Pears, Nectarines.*

*Malaga Loose Muscatels*, 3-crown, 50-lb. boxes.

*California Loose Muscatels*, 2, 3 and 4-crown.

*California Seeded Raisins*, in 1-lb. cartons, choice and fancy.

In Teas, we have one of the largest stocks in the Dominion, Japans, Blacks, and Green  
Ceylon, Gunpowders, in half-chests and packages.

Write us for Samples and Prices.

We are Sellers.

---

## L. CHAPUT, FILS & CIE.,

WHOLESALE GROCERS  
AND TEA IMPORTERS,

**MONTREAL.**

# We Represent the following European and American Firms:

**Gonzalez Staub & Co., Cognac**—Fine Brandies.

**Boulestin & Co., Cognac**—Fine Champagne Brandies.

**J. Prunier Co.**—Very good Brandies.

**Dandicolle & Gaudin, Limited, Bordeaux, and London, Eng.**—Table Delicacies, Wines, Liquors and Cordials; Cherries, Fruits and Preserves; Peas, Sardines and Vinegar.

**Dubonnet, Paris, France**—Quinquina Wine—the best tonic and appetizer.

**C. Dervos & Co., Cognac**—Grands crus de la Charante Brandies.

**James Ainslie & Co., Leith, Scotland**—Famous Scotch Whiskies—“Glenlion” Brand, as supplied to the Royal Navy.

**P. Hoppe, distiller, Schiedam**—Celebrated Night Cap Gin

**P. Hoppe, distiller, Amsterdam**—Fine Holland Liquors in ordinary and fancy bottles.

**E. Martinazzi & Co., Torino, Italy**—Famous Italian Vermouth.

**Greenbank Alkali Works, St. Helens and Liverpool, England**—Manufacturers of Lye, Caustic, Soda and Potash, Chloride of Lime.

Sole proprietors of the celebrated registered brands of Japan Teas: “Beaver,” “Owl Chop,” and “Owl Ceylon” in packages.

Representatives of the “Bee” Brand Ceylon Teas in packages.

**Williams Bros. & Charbonneau, Detroit, Mich.**—Fine Pickles and Jams, Sauces, Preserves, Mustard, Catsup, Horse Radish and Waldorf Baked Beans—plain and Tomato Sauce.

**Aunt Abbey's** celebrated Cooked Rolled Oats, manufactured by **Steward & Merrian, Peoria, Illinois.**

We are always at your disposal to furnish you with information and quote prices. It will pay you to get our quotations. Our stock is the most complete in every line.

## L. Chaput, Fils & Cie.,

Wholesale Grocers,  
Tea Importers,

**MONTREAL.**

Oranges  
Fruit  
and  
Sugar

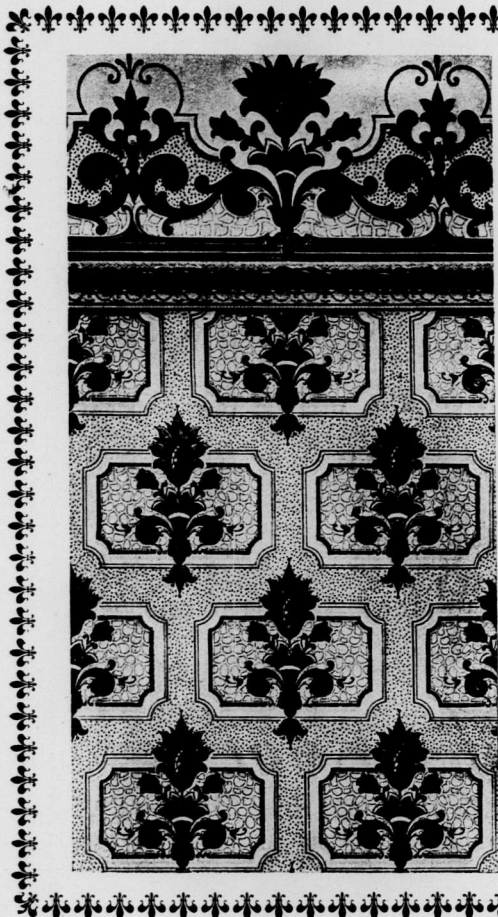


KNOWN EVERYWHERE.  
USED EVERYWHERE.  
LIKED EVERYWHERE.

**UPTON'S**  
Marmalade  
Jams and  
Jellies  
Satisfaction and Profit.

SOLD BY ALL WHOLESALE GROCERS.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,  
**TORONTO,**  
Selling Agents.



*Stanton*

## Wall Papers

**FOR 1901 TRADE.**

We can count many grocers amongst our customers who have proved wall papers a profitable side line, and the idea is growing. If you do sell wall papers already, you'll want to see the "Stanton" line, if you never have sold them and want to, you ought to see the Stanton line for it's the most beautiful, most salable, and most attractive-priced line we've ever put on the road. See our traveller or write for samples.

**M. STAUNTON & CO.,** Manufacturers. **TORONTO.**

### THE RETAIL PRICE OF JAPAN TEA.

THE stocks of Japan tea in Canada are lighter this fall than they have been for some years. From the opening of the season prices of Japan tea at the primary markets have been high. This has been chiefly caused by an abnormal demand from the United States, where the heavy stocks laid in before the duty was levied three years ago have been exhausted and where a large supply is now wanted.

It has been known also that the crop would be short; and now we are assured that the shortage will amount to 10 per cent. of the total output of 40 000,000 lb. With this contingency in view, American buyers rushed prices up at the beginning of the season, and, although there have been numerous bears, values have been well maintained.

In Canada, particularly, has the bearish attitude predominated. Dealers have refused to buy, and, in consequence, we find to-day that all stocks of Japan tea are light. To September 15, 1900, we have imported into Canada:

	Lb.
From Yokohama .....	3,191,816
From Kobe.....	611,132
Total .....	3,802,948
Same time last year.....	7,394,845
Decrease.....	3,591,897

At the same time the increase of shipments into the United States amounts to 1,835,866 lb. over last year, and at the present moment prices are ruling 3 to 5c. higher than last year's values on mediums and good mediums.

The question is naturally asked: If American buyers were eager to buy why did Canadian dealers not also lay in stocks? Why did they wait in a rising market till the teas were all bought and till they could be held, as they are now being held, for further advances? The answer seems to be that, at the advance, medium Japans cannot be sold at 25c. per lb. to the Canadian consumer. When mediums were worth 14c. per lb. to the jobber, as they were last year, he could wholesale them at 18c., and the retailer could sell them at 25c. per lb. for a reasonable profit. But now these teas are worth 17 and 18c. per lb. to the wholesaler. He must sell them for 21 or 22c., and the retailer, to sell them at a

profit, has to charge 30c. The difficulty is to change the retail price from 25 to 30c. per lb. in face of the competition with package teas. Importers would like to see it done, and it perhaps would be a good thing for all concerned, except the consumer, if it could be worked satisfactorily.

As it was last year, there was nothing in the business for the importer or the shipper from Japan. This year the Japs have refused to consign to Canada.

Canadian importers had to hold teas over from last fall to this spring for the advance, so they are not again taking the risk this year. With this increased price assured by the sale of tea at 30c., however, it is likely they will return to the trade. At the 30c. rate there would be an increased profit of 5c. to be distributed between importer, wholesaler and retailer.

But the difficult thing is to get 30c. Ordinarily it would be easy to advance a 25c. article 5c., but when 25c. per lb. package teas are in competition the attempt to raise the price from 25 to 30c. is a difficult matter. As yet the wholesalers and retailers have not attempted to do so, for they are still working off their old supplies, but when these are exhausted the question must be decided.

# Keep Right On Experimenting

with new brands of Cigars—that's your privilege. It costs you good money though and the loss of many customers. I am just as sure that sooner or later you will send for a trial order of my Cigars as I am that the sun will rise to-morrow morning.

History is only repeating itself in your case—you are one out of a few grocers in Canada who are not selling my "Pharaoh," 10c., my "Pebble," 5c., and my other brands. If you are in the mood for it you might drop me a line to day and put an end to this "experimenting"—doubt—uncertainty.

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

# Lamps and Lamp Goods

We have a better line than ever of good goods at a fair price.

You get value for every dollar's worth you buy from us.

Write for Prices, Illustrations, etc.

**Gowans, Kent & Co.**

**TORONTO and WINNIPEG...**

**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**

## Look into the Past!

Let the growth of the public's confidence in the high quality of the two standard brands we name below convince you of the value of permanent trade, which, we take it, is what you are after. Look into their past for a moment. Ask yourself fairly and squarely if there is any *cause without good reason for it!* And then—be convinced of the wisdom of buying *standard goods.* *Be guided by those who know!*

### "Hand-in-Hand" Brand Bi-Carb. Soda.

Let the reputation of the makers of the "Hand-in-Hand" Brand Bi-Carb. of Soda stand for its **full worth** when you order Bi-Carbonate of Soda.

If you want a pure, strong, white Soda, with 98 50/100 of pure Bi-Carb. of Soda in it, get the "Hand-in-Hand" Brand, made by the United Alkali Co. of Great Britain. **Be guided by those who know!**

### The "Griffin" Brand California Fruits.

The Griffin & Skelley Co. are growers and packers—their goods come to you at first hands. The high, unvarying quality of their canned fruits is a standard from which the quality and packing of all other brands are judged.

The labels used on their cans are in perfect keeping with the perfection of their fruits—peaches, apricots, pears, etc. As an attractive shelf ornament for the high-class grocer the goods are beyond compare.

**ARTHUR P. TIPPET & CO., Agents,**

8 Place Royale,  
Montreal.

23 Scott St.,  
Toronto.

**THE WATSON, FOSTER CO'S**

**1900-1901 LINE.**

**IS STILL COMPLETE**

---

IN EVERY GRADE, STYLE AND EFFECT  
NECESSARY TO A WELL APPOINTED

**WALL PAPER BUSINESS.**

---

NO COMPETITION, DOMESTIC OR FOREIGN,  
HAS THIS SEASON INFLUENCED OUR ABILITY  
TO MEET THE MOST EXACTING DEMAND IN  
ALL THAT IS GOOD IN APPLIED ART AND  
DECORATIVE EFFECT IN WALL PAPERS.

---

OUR GOODS RETURN A PROFIT WHEN SOLD  
AND CONTINUE AN ADVERTISEMENT WHEN  
HUNG. - - - - -

---

THEY HAVE MADE OUR BUSINESS A SUCCESS.  
THEY WILL MAKE YOURS. - - - - -

**THE WATSON, FOSTER CO.**

LIMITED

**MONTREAL.**

We Want to sell you Paper



Some of our Specialties

Heavy Sugar Bags (Red and Yellow)  
 Grocers B. Manila  
 Spool Cotton Twine (Variegated Colors)

ANYTHING IN PAPER WE HAVE.

**DOUGLAS AND RATCLIFF**

34 CHURCH STREET, TORONTO  
 'PHONE 1773.

The Rochester Lamp Co.  
 of Canada.

24 Front St. West TORONTO.

Carry in stock a full line of

**LAMPS**

for all purposes.

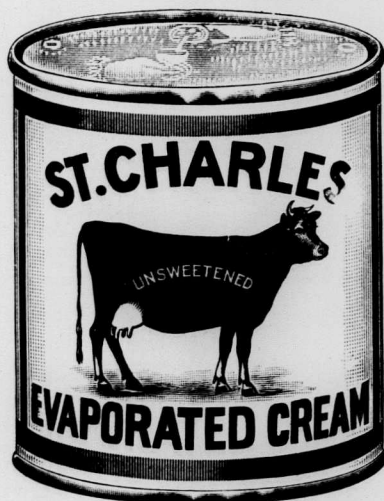
Lamp Chimneys, Gas and Electric Shades and Globes, Crystal and Decorated Glass Lamps.



No. 19 Parlor Heater.

Our No. 19 Parlor Heater is a perfect Oil Heater, and will warm a room 15-foot square in cold weather.

Write us—we are always gladly at your service.



IT PAYS TO PUSH THE SALE OF

**St. Charles Cream**

Absolutely the best of all.

The very remarkable increase in the consumption of St. Charles Cream the world over proves the value of this brand to the retail grocer.

**No stock is complete without it.**

A coupon worth saving is packed in each case. Write us for prices and advertising matter.

**JAMES TURNER & CO.**

Wholesale Grocers.

HAMILTON, ONT.



**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH

**IN**  
**CAKES**  
WELL KNOWN AND RELIABLE.

**DURABLE**  
**3000 TONS SOLD YEARLY**

**SUN PASTE**  
STOVE POLISH  
DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

**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.



#### SELF-SEALING JAR PACKAGES.

Editor CANADIAN GROCER,—Your fine periodical is O. K., but we sometimes think it might be more assistance to the retailer if used in the right way, viz., as a medium to ventilate our grievances, and to assist us to remove them.

For instance, the retailer has a bona fide grievance in the very inferior packing or crating of self-sealers.

Now, we have to buy this line of goods early when the retailer is unable to judge whether there will be a full fruit year or a lean fruit year. Consequently, to be on the ground floor, he buys, as a rule, for a full fruit year.

If it happens to be a lean year he will have to carry over half of his jars. This is the point. It has been very exasperating to us to find in too many crates one to four sealers broken, and also to have to replace to customers upon whom we could rely more often three than less.

Now, the reason is improper packing. The manufacturers have sacrificed the retailer's profit for the sake of a cheap product to the consumer. Let them put up a proper package and we will have a chance to make a little profit anyway.

The wooden slat in the crate is no good. It must go, and now is the time for the retailer to kick for 1901 in the columns of your publication.

Mine is not the only case. My neighbor complains as I do, and of a different shipment.

We received a small shipment this year packed in cardboard sections, like egg sections. These came better, but we must say the cardboard ought to be three times as thick and to stand higher in the crate, then we will have some show to make a

profit, as it is the poor packing which causes us the loss.

Again, jars are evidently not inspected when they leave the factory. The top of the jar is often imperfect and frequently has a hole in the thread.

As the profit is not large, we feel bound to bring it before your readers for redress, and that some friendly action be taken to induce the manufacturers to put up a better package. If it costs more to do so, the retailer is willing to pay it for the sake of a safety package of some kind.

Remember O'Connell's maxim, to "agitate, agitate." If we do not protest in this matter we will have to put up with breakages in the future. As the matter can be remedied by representing to the factory that we want a better package and are willing to pay the extra cost, there ought to be no difficulty whatever.

I would suggest that the cardboard section be made three times as thick and twice as high, then, I think, we would have a safety package.

E. BEATTIE.

Highgate, Ont., October 5, 1900.

[REMARKS.—The subject referred to by Mr. Beattie is an important one, and THE CANADIAN GROCER takes pleasure in throwing its columns open for its further discussion.—THE EDITOR ]

#### A FINE DISPLAY.

In his advertisement in this week's CANADIAN GROCER, Mr. E. D. Marceau makes a fine display of his trade-mark and special registered brands of coffees, spices and teas. It is quite an imposing array.

#### CHARCOAL AS A FUEL.

Hamilton & Co., charcoal dealers, Toronto, whose advertisement appears in another column, are the firm whose enterprise and vigor contributed so largely to the general introduction of charcoal as a domestic fuel into Toronto. They are now in a position to supply dealers at outside points. Correspondence is solicited.

#### PURE VS. ADULTERATED PEPPER.

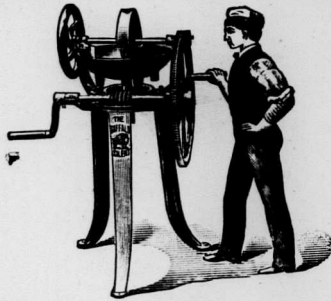
As a rule a manufacturer of any line of goods is protected from dishonest competition in the readiness with which a consumer discovers the real value of the inferior article, thus enabling the maker who puts up a consistently good article to win a reputation of great value. But this does not hold true equally in all cases. In pepper it is particularly difficult to detect adulteration. Mayell & Co., Toronto, in referring to this fact the other day, stated that the most common method of adulterating pepper is to mix with the whole pepper berry or seed the pepper shells. As these shells are composed of 40 to 75 per cent. of foreign matter this becomes a serious loss to consumers, but it is held that some manufacturers of pepper sell ground pepper in which these shells have been mixed as pure pepper, arguing that pepper shells are pepper.

The fallacy of their argument may be readily seen. But how their action interferes with such firms as Mayell & Co., who sell only the pure article as such, may be understood when it is known that the adulterated article is sold as pure at prices below what the wholesale dealers can import whole pepper in large quantities for. Practically the only way the trade can depend on getting pure pepper is to pay the standard price, and to buy only from houses that are known to be honest, who sell pepper mixed with shells as "compound pepper."

#### THE ORANGE CROP OF FLORIDA.

A conservative estimate of Florida's orange crop this year places the yield at 1,000,000 boxes. An extra large yield will be had in Manatee, Hillborough and De Soto counties. The groves are in a healthy condition, and within two weeks the fruit will begin to be marketed. Before the freeze in 1895, when the yield was 5,000,000 boxes, they sold at 50c., but this year the average price per box is \$2.

**SAUSAGE MACHINES.**



7 Sizes.

**Best Meat Cutters in the World** at special low prices.

We make all machines used by Butchers.

REFERENCES:

- Park, Blackwell & Co., Lindsay, Ont.
- Geo. Klein, Berlin, Ont.
- Ingersoll Packing Co., Ingersoll, Ont.
- Jones E. Rowatt, Sudbury, Ont.
- Canadian Packing Co., London, Ont.
- M. O'Halloran, Lindsay, Ont.
- Brantford Pack'g Co., Brantford, Ont.
- John Sly, Montreal, Que.
- Geo. F. Fisher, Montreal, Que.
- John Bros., Victoria, B.C.
- Kobold & Co., Winnipeg, Man.
- J. Rhodes & Co., Brockville, Ont.
- T. Eaton, Toronto, Ont.

**JOHN E. SMITH'S SONS, Buffalo, N.Y., U.S.**

**E. W. B. SNIDER**

MILLER

ST. JACOBS, ONTARIO, CANADA.

Manufacturer of . . .

ONTARIO AND MANITOBA

**HIGH-GRADE FLOURS**

"Graham Flour and Wheat Gritz a Specialty."

Manitoba will be mixed with Winter Wheat as desired.

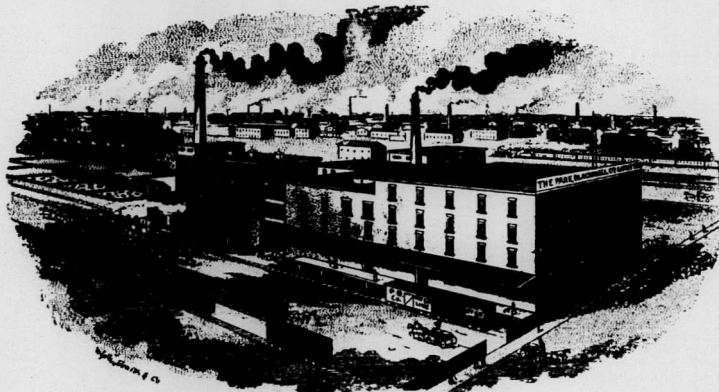
MILLS AT \_\_\_\_\_

St. Jacobs, Ont.—Special Brand "Walzen," high-grade Winter Patent.  
New Dundee, Ont.—Special Brand "Bell," high-grade Winter Patent.

**WOODILL'S  
German Baking Powder**

OVER 40 YEARS AGO

was placed upon the market and has, in every report on Baking Powders issued by the Dominion Government, been classed among PURE CREAM OF TARTAR Baking Powders. It deservedly commands the public confidence.



PACKING HOUSE, QUEENS WHARF.  
TELEPHONE NO 1608.

**Mess Pork  
Short Cut Pork  
Plate Beef**

**CREAMERY BUTTER  
DAIRY BUTTER  
CHEESE**

**New Long Clear Bacon**

**New Roll Bacon . . .**

**New Sugar Cured Hams**

LOWEST PRICES TO THE TRADE.

**THE PARK, BLACKWELL CO., Limited**

Pork Packers and Provision Merchants

**TORONTO.**

Car S.P. No. 69309, consigned to us, left Fresno on the 19th instant, via C.P. & U.P.Ry.,  
C.M. & St.P. and G.T.R. with

# 1,000 BOXES

## "Chateau Brand" California Three-Crown Loose Muscatel Raisins

This lot is to fill our orders for 1,000 Boxes Campuzano Malaga Fancy  
Three-Crown Loose Muscatel Raisins.

On the 13th instant we received a LETTER COMMUNICATION from M. Campuzano, of Malaga, Spain, conveying the information that it was utterly impossible for him to fulfil his contract with us, or any portion of it, for the 1,000 boxes Malaga Fancy Three-Crown Loose Muscatel Raisins he sold us on the 31ST AUGUST for shipment in October.

Mr. Campuzano alleges, in support of his action, that this year's small crop of Malaga Raisins has been considerably damaged by rain, and that he prefers abstaining altogether from executing his orders, rather than to ship goods not up to his Standard of Quality and susceptible to not keeping. He claims that this is a case of "FORCE MAJEURE," for which he cannot be held liable, and which relieves him of the obligation of living up to his engagements.

These contentions, of course, are subject to discussion and will be dealt with on their merit in the suitable way, but our buyers cannot wait the issue of this matter to get their orders executed. Neither do we ask them or expect them to do so.

As we always deliver what we sell, equal or better, regardless of the conditions in which we are placed by uncontrollable circumstances, or by the unfaithfulness of our sellers in filling their contracts, we only ask of our buyers to accept at the same price Three-Crown Californias, instead of Campuzano's Loose Muscatels, which we cannot deliver at present, for the above imperious reasons.

Our sales of Campuzanos were made at prices ranging from 8c. to 9c., according to market fluctuations, and California Three Crowns have not cost to import this season less than 8 $\frac{3}{4}$ c.

Muscateis, which we cannot deliver at present, for the above imperious reasons.  
 Our sales of Campuzanos were made at prices ranging from 8c. to 9c., according to market fluctuations, and California Three Crowns have not cost to import this season less than 8¾c.

Somebody is going to lose money on this operation, but you are not, and you never will in any similar occasion when dealing with Hudon, Hebert & Cie.

**1899 Crop Malaga Raisins...** *In Splendid Condition*  
*Can hardly be told from New Season's*

Bevan & Co's Royal Buckingham Clusters	-	-	-	\$3.40
Bevan & Co's Royal Buckingham Clusters, 20 1-lb. cartons,				4.00
Bevan & Co's Imperial Russian Clusters	-	-	-	4.50
Bevan & Co's Excelsior Windsor Clusters	-	-	-	4.50
Elster's Excelsior Clusters	-	-	-	4.50

*Ex Dominion Line Steamer "LYCIA," from Bristol*

A shipment of J. S. Fry & Sons' **CHOCOLATE AND COCOA** consisting of 80 cases of 112 lbs. or

**FOUR TONS.**

**Hudon, Hebert & Cie., Montreal**

## PRESERVED FOODS: THEIR PREPARATION AND NUTRITIVE VALUE.\*

By Dr. Goodfellow.

THE preparation of food is of paramount importance to the human race. As the living units gradually congregate in special spots on the world's surface in immense numbers, and as the food-producing districts are unequally distributed over its area, it follows that in the future the surplus of available food in the prolific seasons of the year will require to be preserved for use in the famine seasons and for the maintenance of those who live in crowded countries incapable of producing locally the food required for the people living within their boundaries. There can be little doubt that reliable preservation of food, combined with rapid transport, will be the means in the far future by which the world's inhabitants will be fed. I need scarcely dwell on the importance of food preservation to Governments. It is the only practical method of feeding an army, and must always form the backbone of the commissariat.

### IT IS A MATTER FOR REGRET

that, owing to recent revelations, many kinds of preserved foods have been looked upon with suspicion, and there is a common notion that they are not nutritious, and, in fact, dangerous foods. It is partly my endeavor to night to remove these suspicions, and to show you that preserved foods lose little, if any, of their nutritive properties under the process of proper manufacture. With a view of thoroughly investigating the modern methods of preserving, and making my information as reliable as possible, I placed myself in communication with a well-known English preserving firm, who, solely in the public interest, heartily entered into my project, and placed the whole of their immense factories at my disposal. The decay of all food is due to the growth, in or on the food, of small living motes known as microbes. These microbes are exceedingly minute, and, when they find a fitting soil (food is a good soil) in which to grow, they develop in immense numbers very rapidly and set up a series of changes in the food, accompanied by the production of gases of foul odor, to which we give the name of putrefaction. In order, then, to properly preserve food, it is necessary to: 1. Destroy the putrefactive germs in the food. 2. To prevent the access of germs to the sterilized food. By modifying the food so as to make it a less favorable medium for the growth of germs, we also, to a certain extent, preserve

food, as in the coagulation of the albumen of meat during the cooking process. By the addition of certain bodies inimical to the growth of the putrefaction germs, food may be preserved. Such bodies are termed antiseptics, and include salt, boracic acid and salicylic acid.

### IF FOOD BE KEPT

under conditions unfavorable to the development of the germs it may be kept good for long periods; and the method of carrying carcasses in frozen chambers or in chambers containing circulating sterilized air come under this category. I am, however, mainly concerned to-night in the first method whereby the germs are first destroyed in the food and access of air, which is always laden with microbes, entirely prevented. The germs in the food are destroyed generally by cooking, and the food, while still hot, is packed in tins or jars with gelatine or fat and hermetically sealed. The following is a brief account of the fundamental principles of the process: The food is cleared of all offal, and in many cases, of bone, so that only the actual digestible portions are utilized. The food is then subjected to the cooking process by means of steam and placed in tins with gelatine or fat. The object of adding gelatine is to completely fill the spaces in the tin, as it is essential that no air should linger in the tin. The lid containing a pin-hole is now soldered on, and the tin placed under the influence of heat up to 212°F, the pin hole being free to the air. The moisture of the contents of the tin is converted into steam which blows through the hole in the lid with considerable force carrying all air with it. When the steam is seen beginning to cease its escape a drop of solder closes the hole and the operation is complete.

### THESE FUNDAMENTAL OPERATIONS

secure: 1. Sterilization of the food, as the germs are destroyed at 212°F. 2. The expulsion of air from the contents of the tin. 3. The exclusion of air from the tin. It is clear that under these circumstances the food cannot putrify and will keep wholesome for long periods. There are many modifications of the original method. Sometimes the food is put in raw and cooked in the tins. In other cases oil is employed as the preserving medium, as in sardines. Again, thick layers of fat are used to exclude the air, as in potted meats and chicken and ham rolls, but every modification must secure the objects mentioned previously. In tins, as the food cools so it contracts, and

the pressure of the external air drives in the ends so that they become slightly concave.

### HOW TO CHOOSE TINS.

1. Only choose those which bear the name of reputable firms. The recent revelations in the police courts emphasize the importance of this. Tins which only bear the brand and not the name of the manufacturer are best left alone. The name of a reliable firm is a good guarantee that at least wholesome food was employed in the first instance, and every reasonable care taken in the preparation. 2. Choose tins with concave ends. If the tins bulge ever so slightly it indicates that gas has been generated inside the tin by prefactive changes, and gradually forced the ends outwards. 3. In cases of potted meats, chicken and ham rolls, etc., always ask to be served from the latest delivery.

### HOW TO USE PRESERVED FOOD.

When the tin is opened empty it completely into a dish. Never allow the contents to remain in the tin for subsequent use, as it may lead sometimes to a slight solution of metallic substances, owing to oxides being formed by the action of the air, and the subsequent formation of compounds by the action of the acids on the contents. Always examine the contents after removal from the tin by the sense of smell. The slightest unpleasant odor should condemn the food. This is most important, for poisons, termed ptomaines, are formed in putrefying food, which are most deadly in their action. The contents of the tin should be eaten fresh if possible, as they are more prone to decay than fresh meat. If these simple precautions were adopted we should hear no more of the ill effects of preserved foods which occur now and again through carelessness in choosing and lack of examination. But the public may rest assured that there is no more danger in eating properly preserved foods than in eating fresh meat if only a little common sense is exercised in their selection and examination. I have examined some hundreds of various kinds of preserved foods from the stock of reputable firms, and in no case have I met with a sample which was unfit for human food, and the specimens ranged from stewed kidneys and beefsteak to turbot, herrings and haddock.

I may now pass on to the important point of nutritive value, and here preserved foods win all along the line, as far as actual weight of nourishment is concerned. Of course there is a slight loss of flavor in some cases, and in certain kinds of preserved food there is a slight loss of blood salts, but these differences are so slight as to render them unimportant. I have been at some pains to demonstrate the comparative value of fresh and preserved foods, and with this

\* A lecture recently delivered in London, England.

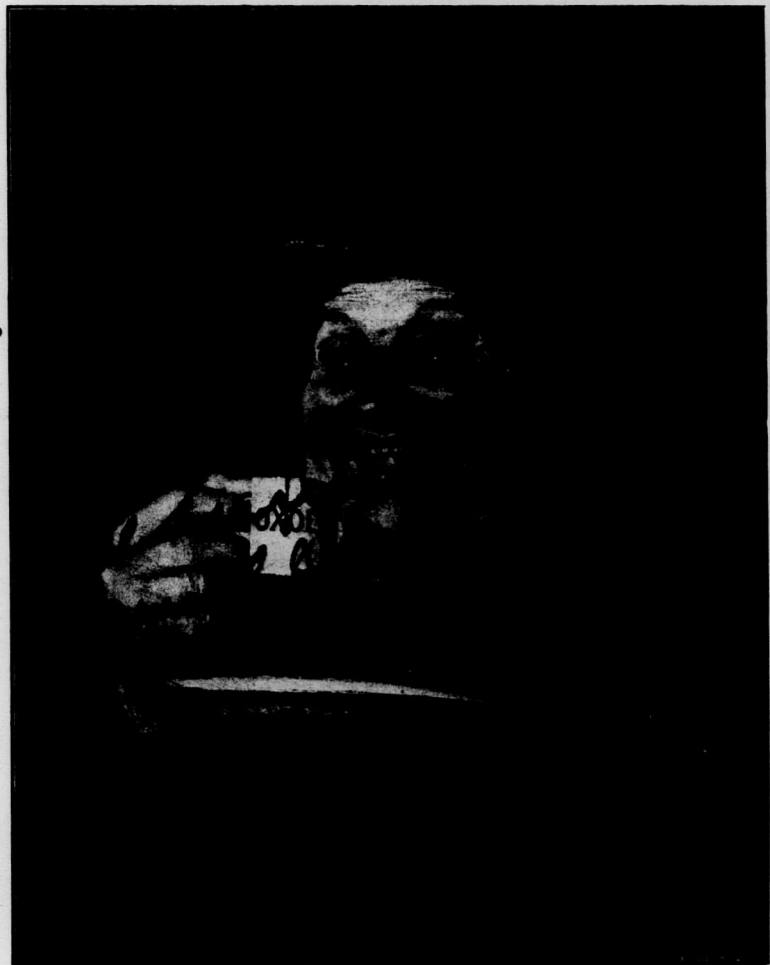
THE 

# OXOL

## Fluid Beef Coy's

preparations are becoming more popular every day, their palatable flavor and rich nutritious qualities are constantly securing new patrons, who, when once they have used **OXOL**, will not take any other brand.

  
**Oxol Fluid Beef Co'y,**  
**MONTREAL.**



  
=====

# 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**

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

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

Superior Quality  
Always Good

view one of our leading preserving firms kindly supplied me with the fresh food and also the preserved form. These I carefully analyzed, and I have pleasure in bringing the results before you in a few typical examples :

	Stw'd Kidneys.	Fresh Kidneys.
Water.....	48.52	52.63
Proteid (Flesh forming)....	47.52	33.48
Fat.....	.89	1.08
Ash.....	1.95	1.89
Waste.....	1.12	1.02
	100.00	100.00

An advantage in favor of the preserved specimen of about 15 per cent.

	Fresh Beefsteak.	Stw'd Beefsteak.
Water.....	50.69	50.35
Proteid (Flesh forming)....	34.10	37.60
Fat.....	10.32	7.32
Ash.....	4.89	4.73
	100.00	100.00

An advantage of almost 3.5 per cent.

	Fresh Herring.	Presd. Herring.
Water.....	48.89	47.82
Proteids.....	34.34	42.83
Fat.....	5.73	5.01
Ash.....	2.95	3.02
Waste.....	8.09	1.32
	100.00	100.00

An advantage of over 8 per cent. in favor of the preserved food. These samples will suffice for my purpose, and show that preserved food is certainly not inferior in actual nutritive constituents to fresh food. Where there is a gain the result is due to the fact that, in the preliminary preparation of the food for cooking, the waste and offal parts, sometimes including fat, is removed; and sometimes to the lower quantity of water present. A very suggestive fact is that fresh

codfish and turbot are now being preserved as well as cooked herring, mackerel and haddocks. Remembering the practically inexhaustible supplies of the ocean it is a matter for congratulation that means have been found to preserve the vast surplus of fish caught in the season which formerly lay rotting on the land as manure, and at the best only served as food for the time being for the country off the shores of which they were caught, but can now be kept for supply all the year around and for export to our colonies. I do not, of course, advocate the use of preserved food in preference to or in the place of fresh food, but I very earnestly say that it forms a very wholesome supplementary article of diet at once cheap and nourishing, and in view of the low rate at which it is sold is deserving of the attention of the people; besides giving us a greater variety of diet in seasons when many fresh foods are not in the market.

The army rations which I examined in my investigations for this lecture, are of a very interesting nature, and show what can be done in the direction of perfect diets in the preserved form. And the health of our army in South Africa is splendid testimony to the efficiency of the rations, as millions of these have been supplied to the Government for the commissariat. They consist of beef with correct proportions of such vegetables as carrots, potatoes, onions and beans. They may be eaten cold, but preferably they are heated in the closed tin for 30 (thirty) minutes in boiling water or 10 minutes over a camp fire. The following is a typical analysis, compared with the standard diet, the proportions being given in percentages of dry food :

	Army ration.	Standard.
	average.	diet.
Proteid (flesh-forming).....	21.6	20 parts.
Fat.....	11.2	12 "
Carbo-hydrates { Heat } { producing }	63.4	64 "
Salts.....	3.8	4 "
	100	100

From these analyses the average ration is practically a perfect diet.

I hope, in conclusion, that I may have succeeded in interesting you in this far-reaching subject, and removing any prejudice against properly preserved food, and at the same time if you have gained any knowledge on the proper selection and use of such foods, I am amply repaid for the time and labor involved in the preparation of this lecture.

### GOING BACK TO A CASH SYSTEM.

Lumsden Bros., wholesale grocers, Hamilton and Toronto, have tried the net cash and the credit systems of trading and have decided to adopt a system different from either of these. The net cash was the most satisfactory of the two, but it was open to the objection that many customers who bought at net cash prices did not pay as promptly as they should, they buying at net cash prices and paying in a credit system time. The system Lumsden Bros. now propose adopting is to have short dates and large discounts. The effect of this will be to put the buyer who pays within the first date at such an advantage over any who take a lengthy time to settle their account that all customers will naturally make a big effort to get the big discount offered. Meanwhile, this firm is experiencing a steady extension in the demand for their "Social" tea, and for their coffee and baking powder, which they are selling under the coupon system.

## HIGH-CLASS GOODS COMMAND SALES.

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

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

Brantford Packing Co.,

-

Brantford, Ont.

# THE DAVIDSON & HAY, LIMITED, WHOLESALE GROCERS, TORONTO, ONT.

**A HALIFAX WHOLESALE GROCER.**

The advertisement of Chas. H. Harvey, Halifax, in this issue, appeals directly to buyers of West Indian coffees, pimento, ginger, lime juice, cocoanuts, etc. In addition to a regular whole sale grocery business, Mr. Harvey carries on an extensive importing business in these lines. A shipment of 300 sacks of pimento is expected by him in a few days. Correspondence is solicited from any of the trade interested in these goods.



**Batty & Co.**

ESTABLISHED 1894

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.

THREE REASONS WHY ALL GROCERS SHOULD SELL

## Hamilton's Charcoal.

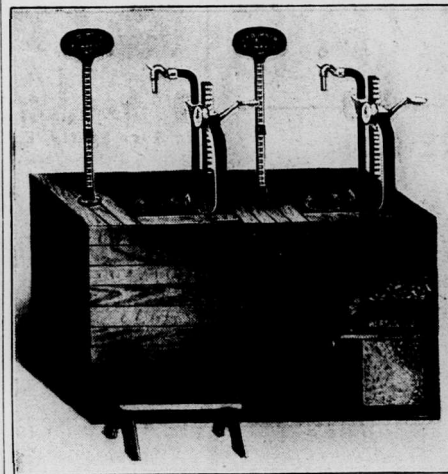
- 1st.—It is the only Charcoal on this market that is made in Canada.
- 2nd.—It is a superior article to any importation.
- 3rd.—We introduced its use for domestic purposes, and first placed it on sale with the Grocers.

**HAMILTON & CO.** - - - **Toronto.**

Telephone 414.

FOOT OF SPADINA AVE.

## Emerson, the Philosopher



Wrote— "To feel that our efforts are appreciated is the sweetest part of life." The Good, Gray Poet's words "ring true." Appreciation is sweet when it comes not as flattery, but as an honest sentiment. We submit the following:

**FORT WAYNE DRUG CO.**  
IMPORTERS AND JOBBERS OF  
**Drugs, Varnishes Oils, Chemicals and Sundries.**

FORT WAYNE, IND.,  
May 17, 1900  
S. F. BOWSER & Co.,  
Fort Wayne, Ind.

GENTLEMEN,—We are pleased to say that the Fifteen Oil Tanks which we have of various sizes are in first-class condition after being used over a year. All of these have rendered excellent service. We would be at a loss if it were impossible for us to duplicate any order for these goods. We cannot understand how any house can call themselves well equipped conducting a first-class business without the Bowser Self-Measuring Oil Tanks. With kindest regards, we are

Very truly yours,  
FORT WAYNE DRUG CO.  
Per F. W. Sihler,  
Sec'y.

THIS CUT SHOWS

Our Double First Floor Outfit  
FOR  
**..HEAVY OILS..**

These tanks are built with a "pocket" in which the pump stands always submerged in oil, hence there is no "sticking" or "gumming." Accurate GALLONS, HALF-GALLONS AND QUARTS. They will handle Varnishes, Raw and Boiled Lin seeds, Turpentines, Fillers and Non-Lubricants generally to your entire satisfaction. Catalogue free. Send your address.

**S. F. BOWSER & CO.,** P. O. Box 564, TORONTO.  
Factory: FORT WAYNE, IND.

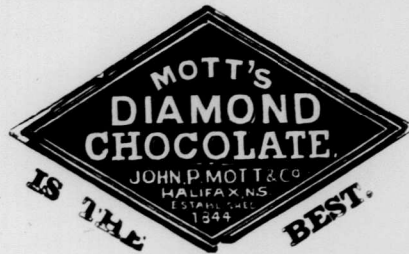


ARE YOU A BUYER of  
**Hardware, Metals,  
Paints, Oils, etc. ?**

Drop a Post Card, if you wish it, and we will send you a copy of the latest issue of **Hardware and Metal**, the leading authority on these trades. Address:

The MacLEAN PUBLISHING CO., Limited,

Board of Trade, MONTREAL.  
26 Front St. West, TORONTO.  
109 Fleet St., E.C., LONDON, ENG.



ASK FOR  
**MOTT'S**

**DON'T PAY FREIGHT  
ON WATER**

**CONCENTRATED GRAPE WINE VINEGAR**, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—Great saving in weight and freight. Write for sample.

Agents—

**SEYLER, SANDERSON & CO.**

28 Wellington St. West, **TORONTO**

Agents for **HEINRICH FRANCK SOHNE & CO.**

German Chicory, Coffee, Extracts and Essences  
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

**Refrigerators**



This cut represents No. 13.

BUY

**EUREKA**

it is the best.

WHY ?

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

**Eureka Refrigerator Co.**

54 Noble St., Toronto

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

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

**BRITISH BUSINESS CHANCES.**

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

**FREE INSERTION**

in "Commercial Intelligence," to the Editor  
**'SELL'S COMMERCIAL INTELLIGENCE,'**  
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

**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

**Fine JAPAN RICES**

JAPAN GLACE,  
JAPAN MIKADO,  
POLISHED CRYSTAL,  
SNOW JAPAN,  
JAPAN ICE DRIPS.

**MOUNT ROYAL MILLS BRANDS**

D. W. ROSS CO'Y., AGENTS,

MONTREAL.

**EPPS'S** GRATEFUL.  
COMFORTING.  
IN 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**



Illustrated Catalogue and Prices Furnished.

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

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

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

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

**WHITE & CO.,** Wholesale Fruit and Commission Merchants, Importers of Nuts, Figs, Dates, Etc. **64 Front St. East, Toronto.**

McLAREN'S



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

# No Other Starch



does better work, and makes the ironing easier than Bee Starch.

You can recommend it to your customers, who are sure to be pleased with it.

*Retailers* make a good margin on . . .

## Bee Starch

*Bee Starch* is a patented Starch, which saves the ironer a good deal of work, as it requires no cooking, and the iron cannot stick to the linen when it is used. Bee Starch has been very successfully introduced in Canada, and its owners are anxious to make arrangements for responsible representatives in other British Colonies. Correspondence should be addressed to

### The Bee Starch Co.,

10 Lemoine Street,

MONTREAL, CANADA.

# THOS. KINNEAR & CO.

49 Front Street East, TORONTO.

Our stock is now complete with

## Ceylon, Indian and Japan Teas.

Style and Quality unsurpassed.

Write us for samples and prices.

WHOLESALE ONLY.

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**X**AVIER FORGET, general merchant, St. Adele, Que., has assigned to Lamarche & Benoit. His assets will be sold on October 26

Barret & Connel, grocers, Montreal, have assigned.

J. W. Keast, grocer and provision dealer, St. John, N.B., has assigned.

D. Barnett, grocer, etc., Toronto, has assigned to R. Tew, Toronto.

Garton & Farquhar, grocers, Winnipeg, have assigned to C. H. Newton.

The sheriff is in possession of the stock of A. J. Fraser, general merchant, Loggieville, N.B.

A compromise, 60c. on the dollar, has been accepted by the creditors of Joseph Asselin, jr., grocer, Montreal.

A. W. Stevenson has been appointed curator of Smith, Fischel & Co., manufacturers of cigars, St. Jerome, Que.

R. A. Smith, grocer, etc., Niagara Falls Centre, Ont., has assigned to N. B. Colcock, and a meeting of his creditors will be held on October 30.

W. J. Sutherland, grocer and baker, Alliston, Ont., has assigned to H. W. Wright, Alliston, and a meeting of his creditors will be held on October 27.

#### PARTNERSHIPS FORMED AND DISSOLVED.

Forbes & Giasson, grocers, Caughnawaga, Que., have registered partnership.

James and Andrew Roy registered on October 9 as partners under the style of James Roy & Son, grocers, Westville, N.S.

James N. Boutilier and A. Le Brocq have registered partnership under the style of Boutilier & Le Brocq, general merchants, Bedford, N.S.

#### SALES MADE AND PENDING.

Rueben Clarke, grocer, Ottawa, has sold out.

The assets of I. Trudel & Co., grocers, Montreal, have been sold.

The stock of James Tierney & Co.,

wholesale grocers, Kingston, Ont., has been sold by bailiff's sale.

T. F. Lockhart, grocer, Dundalk, Ont., has sold out.

The assets of Mrs. Lessard, grocer, St. Ursule, Que., have been sold.

A. F. Parsons, grocer, Windsor, N.S., is offering his business for sale.

The assets of W. J. Inglee, grocer, etc., Aylmer, Que., have been sold.

The assets of Thos. Gratton, grocer, etc., Hull, Que., are offered for sale.

The stock of M. Elliott & Co., grocers, Montreal, has been sold by bailiff.

J. C. Price, general merchant, Ridgeway, Ont., is advertising his business for sale.

The stock of Thomas Figsby, general merchant, Hemmingford, Que., has been sold.

The business of the estate of Robert Evans & Co., seed merchants, etc., Hamilton, has been sold.

The stock, etc., of Thomson & Co., general merchants, Schreiber, Ont., is advertised for sale by auction on October 31.

#### CHANGES.

Julia Stephens, grocer, Hamilton, Ont., has sold out to Jane George.

C. R. Johns, grocer, Winnipeg, has been succeeded by T. Avison.

E. E. Zeigler, general merchant, Virden, Man., has sold out to N. Rosen.

H. M. Douglas, general merchant, Innisfail, Man., has sold out to Campbell Bros.

J. A. Leslie, provision dealer, Port Morien, N.S., has sold out his branch at Little Glace Bay, N.S.

Robert Burton, general merchant, Cobden, Ont., has been succeeded by J. E. Ross.

A. W. Smith, grist miller, Durham, N.S., has been succeeded by Howard and Selwyn Smith.

A. W. Hendry, general merchant and fisher, Liverpool, N.S., has sold his general store to E. R. Fraser.

W. H. Wentzell & Co., wholesale and

retail grocers, Halifax, N.S., have opened a branch at Sydney, Cape Breton.

J. H. Simpson, grocer, Guelph, Ont., has been succeeded by Sanford Platt.

Hill & Mallary have bought out J. M. Toombs & Co. and Emerick & Foster, general merchants, Carman, Man.

The Adam Forbes Trading Co., Ltd., general merchants, Rathwell, Man., have sold out to H. Ferguson & Co.

#### NEW FIRMS STARTING.

Mary M. Mailer is starting as grocer in Newcastle, N.B.

Michael Mulcahy is opening a grocery store in Halifax.

H. S. Bond is opening as cigar dealer, etc., in Ottawa.

M. R. Campbell is starting as grocer, etc., in Brussels, Ont.

McKenzie & McDonald have started as provision dealers in Little Glace Bay, N.B.

J. D. O'Hanley has begun as tobacco dealer in Stellarton, N.S.

#### FIRES.

A. Terre (Mrs. J. Terre, proprietress) grocer, Nanaimo, B.C., has been burned out.

S. Macnee Richmond, wholesale tea and spice dealer, Portage la Prairie, Man., has suffered loss by fire.

#### DEATHS.

James M. Simington, baker, etc., Moosejaw, N.W.T., is dead.

#### MR. STEWART CANED.

Honors have been falling thick and fast of late upon Mr. G. H. Stewart, of D. S. Stewart & Son, Thistleton, Ont. On Wednesday evening, October 17, the local lodge of C.O.F., of which he is financial secretary, held a reception in his honor and presented him with a gold-headed cane. On the following Saturday, the choir of the Methodist church presented him with a handsome family Bible.

Mr. Stewart made suitable supplies on each occasion.

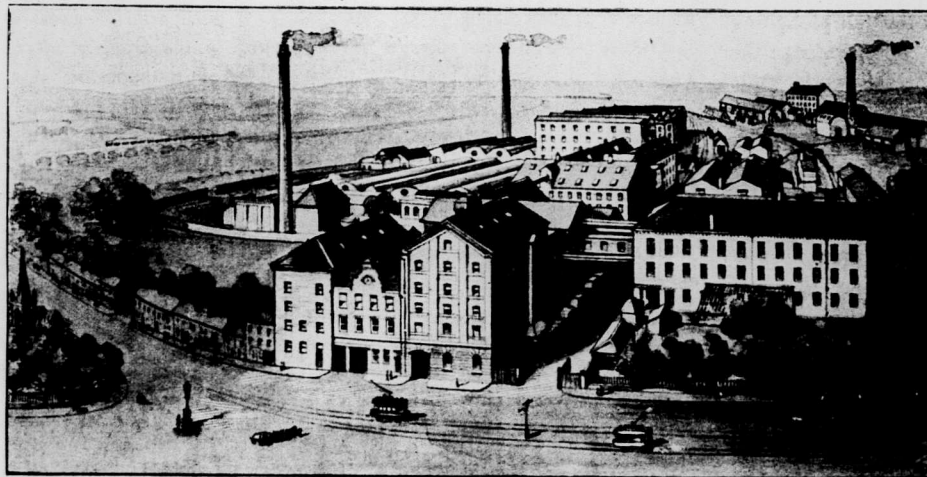
WE WERE  
PIONEERS  
OF THE TRADE.

Established 1831.

We Were Serving  
H. M. Queen Victoria  
60 Years Ago.

Appointed Biscuit Makers to  
H. M. the Queen by Special  
Warrant dated May 8th, 1841.

LOOK AT OUR FACTORY NOW.



We Have Many Novelties...  
and New Goods You Would  
Do Well to Handle.

OUR AGENTS

WILL MAIL SAMPLES OR CALL.  
SEND THEM A CARD.

FRANK MAGOR & CO.

MONTREAL.

C. E. JARVIS & CO.

VANCOUVER.

**CARR & CO., Limited**

Biscuit Manufacturers

Carlisle, England.

## MANITOBA MARKETS.

Winnipeg, October 22, 1900.

**T**HE continued admirable weather for threshing and outdoor work of all kinds has improved the tone of trade generally, although the actual volume of business has not increased for the simple reason that farmers are far too busy to come to town to make purchases. The local dealers are, therefore, not increasing their stocks at the present except in the matter of a fairly good sorting trade. The prospects, however, are so generally improved, that wholesale merchants are in much better spirits than they were some weeks ago.

**WHEAT**—Comparatively little new wheat has as yet been marketed, but what has come in has shown a much better sample than was anticipated. There will be no very general hauling of wheat until the threshing is all done and the fall ploughing also. Except in cases of necessity, the farmers will not leave the fall work while the weather is fine. The moonlight nights were all utilized and the threshers hummed busily all through the long hours. More perfect threshing weather than the last two weeks would be difficult to imagine, and every man has made the most of it. Prices for such wheat as has been marketed are very fair, but showed a somewhat lower tendency on Saturday.

**FLOUR**—Business is good and prices have remained steady. Quotations are: Ogilvie's Hungarian patent, \$2.30; Glenora, \$2.15; Lake of the Woods Five Roses, \$2.30; patent, \$2.15.

**CEREALS** — There are a good many changes to note in this market. The market for split peas is weaker, the quotations being from \$2.25 to \$2.50, as against \$2.50 straight. Rolled oats have advanced, and are now quoted at \$1.80 to \$1.85; standard and granulated, \$2.30.

**RICE**—Trade is normal and the market is without change. Patna,  $5\frac{1}{4}$  to  $5\frac{1}{2}$ c.; B rice,  $4\frac{1}{2}$  to  $4\frac{3}{4}$ c., and Japan rice,  $5\frac{1}{4}$  to  $5\frac{1}{2}$ c.

**DRIED FRUITS** — New Valencia raisins have arrived and are very high in price at present. They are jobbing at \$2.95 for fine off-stalk and \$3.25 for selected. Currants continue to advance in strength; 12 to 13c. for Filiatras is asked, and higher figures are anticipated, as these quotations are much below what new goods could be laid down for. New prunes are in, and reversing the experience of last year, small sizes are very plentiful and large sizes hard to obtain. Prices range from  $4\frac{3}{4}$  to  $10\frac{1}{2}$  and 11c., according to size. Evaporated apricots are firm at  $11\frac{1}{2}$  to 12c; peaches,  $8\frac{3}{4}$  to 9c. New evaporated apples are to arrive early in the week, and will job at  $5\frac{3}{4}$  to  $6\frac{1}{2}$ c. Dried apples are also in transit, and will be

nearly as expensive as evaporated. Quotations are expected to be  $5\frac{1}{2}$  to 6c.

**SUGAR**—Sugar has remained without change for the week. Trade is fair and prices are \$5.75 for granulated and \$5.10 for yellows.

**CANNED GOODS**—In tomatoes there is some difficulty in quoting a market. Nominally, the prices are \$2.20 to \$2.30, but as some houses have secured goods outside of the association at lower figures there are houses quoting tomatoes at \$2.15 to \$2.20. There is no doubt that those who bought at association prices cannot touch these figures. Peas and corn are quoted at \$2; strawberries, \$4; raspberries, \$3.50; 2-lb. peaches, \$4; 2-lb. pears, \$3.75; cherries, \$4.50.

**CANNED MEATS**—Market is very firm. Lunch tongue has advanced 25c. per case for the 1-lb. tins.

**COFFEE**—Without change at  $10\frac{1}{2}$  to  $11\frac{1}{2}$ c. for high-grade Rios.

**CURED MEATS**—Trade fair and market firm with upward tendency. Hams, 14c.; breakfast bacon,  $12\frac{1}{2}$ c.; backs, short and long, 11c. Dry salt, long clear bacon,  $10\frac{1}{2}$ c.; shoulders,  $9\frac{1}{2}$ c.

**GREEN FRUIT**—The market is active, especially in regard to apples. Winter varieties are arriving in excellent condition. Jamaica oranges are on the market this week. They arrive in barrels containing from 400 to 500 each. The quality is not very satisfactory. The price is \$10 per barrel. Arrivals of Concord and Niagara grapes are growing scarcer, and prices have slightly advanced. Plums and peaches are practically over, although a few crates of each are still offering. Good winter apples, \$2.75 to \$4.00, according to variety. Snow apples scarce at \$3.50. Oranges, \$10 per barrel; lemons, \$6 per case; cranberries, \$8.50; winter pears, \$3 per box; Malaga grapes, per keg, \$8.50; Concords, per basket, 27c.; Rogers, 40c.; Niagara, 30c.

**BUTTER**—Creamery in fair supply at 20 to 22c. at factories. Dairy butter, 15c. for choicest fresh made. Summer dairy, in round lots, 12 to 13c.

**CHEESE**—Market not quite so strong. 10c. is being paid for extra good cheese, but  $9\frac{1}{2}$  is accepted for lower grades.

**EGGS**—In fair supply at 15c. Winnipeg.

## BISCUITS AND CONFECTIONERY.

A sign of the times is the attention that the largest manufacturers are now devoting to the dealers in the smaller centres. It has always been an easy matter for retailers in the large cities to get the best goods. Now, it seems to be the policy of wide-awake dealers to place on an equal footing all dealers of good standing, regardless of the size of the community in which they do

business. During the past summer tourists to various points in Ontario have commented on the excellence of the confectionery to be had in almost every town. The Toronto Biscuit and Confectionery Co. have done much to bring this about by offering a range of bon-bons, toffees, chocolates, etc., which compare favorably with the best to be had in Canada, at a price which makes their sale easy in any community. Their range consists of "Sweets of Existence," Chocolate and Royal bon-bons, Shamrock, Royal and Queen Victoria chocolates, Royal, Satin and Perfection toffees. These are put up in  $\frac{1}{2}$ -lb., 1-lb. and 2-lb. boxes. That they have been greatly appreciated by the trade is evidenced by the growth in their sales. For their "Land of the Maple" cream sodas in 11, 7, 3 and  $2\frac{1}{2}$  lb. tins, this firm have also won a good reputation. That their whole range of biscuits and confectionery is of a superior standard of excellence is attested by the fact that they won the gold medal at the Toronto Industrial last September for the excellence of the display of these goods made by them.

## INQUIRIES REGARDING CANADA.

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

1. A Glasgow merchant and manufacturer's agent is open to represent a Canadian wool-pulp factory.
2. A Scotch firm manufacturing stable fittings, manhole covers, gully traps, gratings, etc., desire to have agents in Canada to take up their class of work.

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

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

1. A manufacturer of medium and cheap grades of umbrellas and parasols seeks active Canadian firm willing to introduce their goods.
2. A Nottingham correspondent asks for names of Canadian manufacturers of wood flooring blocks.
3. A firm of wholesale clothiers is prepared to appoint responsible Canadian agents.
4. A manufacturer of chains and anchors asks to be placed in touch with Canadian importers of their lines and would be prepared to appoint agents should prospects prove favorable.
5. A Yorkshire firm invites offers of old rails.

## ANSWERS TO CORRESPONDENTS.

In this department any inquiry on trade matters will be answered. Correspondents not wishing their names to be known will kindly say so in making the inquiry.

Sweet & Co., Halifax—Claxton's pickles are made by Alfred Robitaille & Cie., St. Johns, P.Q. Fred Hughes, St. Peter street, Montreal, is selling agent.

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

## "Daisy Fruit"

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

THE HOME CAKE CO  
GUELPH, ONT.

## THE BEST CLOTHES PINS

are manufactured by

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

Write for Price

Boeckh Bros. & Company  
TORONTO, ONT.

# Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

## BUSINESS NEWS

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

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

"Clippings from any Canadian paper on any subject."

### CANADIAN PRESS CLIPPING BUREAU,

505 Board of Trade Bldg., MONTREAL, QUE.  
Telephone Main 1255.  
26 Front St. West, Toronto. Telephone 2148

## POPULARITY

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

# EMPIRE

## SMOKING TOBACCO

In 5, 10 and 15c. Plugs.

EMPIRE costs you only 36 cents, and pays a good profit.

EMPIRE is well advertised.

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

EMPIRE is A BIG PLUG FOR LITTLE MONEY.

Made by

THE EMPIRE TOBACCO CO.  
LIMITED  
MONTREAL, QUE.

## OUR SPECIALTIES!

AT RIGHT PRICES.

FANCY BANANAS.

" LEMONS and ORANGES.

" PINEAPPLES.

## HUGH WALKER & SON

Wholesale Fruits,

GUELPH, ONT.

# WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,  
DIGESTING EASILY.

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

Manufactured by

## THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor

CORNWALL, ONT.

CHAS. F. CLARK, President.

JARED CHITTENDEN Treasurer.

...ESTABLISHED 1849...

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

### OFFICES IN CANADA

HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER B.C.

HAMILTON, ONT.  
QUEBEC, QUE.  
VICTORIA, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal

A Good Leader in Tea is the fundamental part of an "up-to-date" Grocer's business.

## "SALADA" CEYLON TEA BLACK OR GREEN

is the pioneer brand that set out to revolutionize the Tea trade of this continent. Its success is a matter of common knowledge.

You can share its success—by selling this Tea; lead packets only.

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

### COWAN'S

Hygienic **Cocoa**  
Royal Navy **Chocolate**  
AND  
Famous Blend **Coffee**  
are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

### FINE CARPET BROOMS

Also a full line of  
Medium Grade and  
Bamboo Handle  
Brooms

**SPECIAL VALUE.**

Walter Woods & Co.  
HAMILTON.

### Most Excellent Coffee



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

Trial Order Solicited.

### Toronto Salt Works

TORONTO, ONT.

Write us for **SALT** of any kind.  
Also **SALTPETRE**, car lots or less.



### HORSE-SHOE SALMON

Is packed ONLY from the finest

Fraser River Sockeye Salmon.

For twenty years the leading  
brand on the Canadian Market.

**It pays to buy the best.**

For Sale by all Wholesale Grocers  
throughout the Dominion.

IS MORE THAN A TRADE-WINNER

## GRAND MOGUL TEA

IT IS A PROFIT-MAKER.

An average of 40 per cent. on all grades over 25c. is a good showing. Can you average as much on bulk teas, after allowing for waste, wrapping, etc., and succeed in winning new trade? If not, push **Grand Mogul** which always pleases and brings in new customers.

T. B. ESCOTT & CO., London, Ont.

# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

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

### ONTARIO MARKETS.

Toronto, October 25, 1900.

#### GROCERIES.

NOTHING particularly striking has transpired in the wholesale trade during the week. The wholesale houses are still busy shipping goods ordered some time ago. As far as immediate business is concerned, the orders, while numerous, are, as a rule, small. In canned goods, the most interesting feature worthy of note is the arrival of shipments of new season's pack. There is a great deal of complaint among some of the houses as to the small proportion of their orders which is being filled by some of the packers. The price of salmon continues firm. In other lines of canned goods, the situation is much the same as a week ago. Coffees are quiet and fairly steady as to price. The demand for sugar is light, and the outside markets are easy. A fair trade is being done in syrups and molasses. A moderate trade is being done in spices, and prices generally rule firm. Teas are quiet, but firm. Further shipments of foreign dried fruits are to hand. In the primary market, both currants and Valencia raisins are slightly easier, but this will not affect local quotations. The demand for foreign dried fruits on the local market is fairly good. Payments are rather slow.

#### CANNED GOODS.

Shipments of new season's canned salmon are coming to hand this week and being taken into the different warehouses. Orders on retail trade account are now being filled. While some packers are filling their orders others again are able to supply no more than 10 per cent. of the quantity which they booked. As standard brands are most affected, there is quite a little discontent being expressed. The demand for canned salmon keeps up fairly well, in spite of the high prices, and the market is just as firm as ever. Practically, no new orders are coming to hand for canned vegetables, but some houses report that more inquiries have been

received during the past week than for some time. Quite a few shipments of back orders are going out. Prices remain much as before. The better brands of tomatoes are selling at 85 to 87½c., but there are brands on the market which are being quoted at lower figures than those mentioned. The price at which most of the orders are being taken is 85c. Corn rules at 77½ to 80c., and peas at 80c. No interest is being taken in canned fruits, and very little is being done in canned meats. A fair trade is still being experienced for canned herring, mackerel, and finnan haddie.

#### COFFEES.

The local market is rather quiet with prices as before, green Rios being quoted at 10c. upward. In the outside markets prices are, on the whole, fairly steady.

#### SUGAR.

There is quite a little uncertainty in regard to the future of the market. The raw mar-

See pages 146 and 147 for  
Toronto, Montreal, and St.  
John prices current.

kets in both Europe and America are easy. Raw cane sugar declined ½c. on Monday in New York on small sales amounting to only 1,100 tons, but, up to the time of writing, no change has been made either across the border or in Canada in the refined article. Mr. Licht has issued his estimate of the beet sugar crop. He places it at 5,800,000 tons, which is much larger than the output of last year. In addition to this, an increase of 500,000 tons is looked for in the world's cane sugar crop. These influences have, naturally, had a bearish effect. In the meantime, people are only buying refined sugar sparingly.

#### SYRUPS AND MOLASSES.

A fairly good trade is being done in bright table syrups, and particularly in the corn variety. A fair inquiry is being experienced for molasses.

#### SPICES.

Advices from the primary markets state that pepper is becoming firmer, and that cloves are advancing. Pimento, on the other hand, is slightly easier. Ginger is holding firm. Locally, spices are quoted as before. Wholesale houses report a small

sorting-up trade, principally in pickling spices.

#### TEAS.

Low-grade teas at about 15c. are practically exhausted in Japan, according to advices to hand this week. A tea that was offered at 15c. a few days ago from Japan could not be obtained when a cable reply was sent. On a tea that was offered at 20c. a cable bid of ½c. less was refused. Medium teas are also scarce in Japan. Another source of strength to the Japan market is an increase in the rate of exchange. Importers here are making very little effort to buy, and it is the general opinion that they have enough stock of old teas to do them in the meantime. It is a question, however, whether they can get along with these until next July. The Indian tea market is a little firmer. Locally, however, there have been some transactions in Indian and Ceylon teas during the past week at low prices. Quite a few shipments of China green teas are arriving, but there is not much demand for them, and prices are much higher than last year.

#### FOREIGN DRIED FRUITS.

CURRANTS—The market in Greece, according to cables received this week, is slightly easier. The prices which have been quoted for the past few weeks from Greece were practically nominal, as no one seemed inclined to pay them. It is now the opinion that an effort is being made to bring them down to a practical basis. The lower prices in Greece are scarcely likely to affect quotations on this side of the Atlantic, as the figures which wholesalers are quoting have not, as a rule, been on a parity with the Grecian market. The ruling price for fine Filiatras locally is 13 to 13½c. per lb., with ordinary grade quoted at 12½c.; Patras currants are quoted at 15c., and Vostizzas at 16 to 18c. One wholesaler is reported to have paid as high as 20c. this week for extra fine Vostizzas. The demand for currants on retail trade account is good considering the high prices which are ruling.

VALENCIA RAISINS—These are also a little easier in Spain, but, as local quotations have not reached the parity of those ruling in the primary market, no change is looked for here. Further shipments are arriving and there is a fair demand. Ruling prices are: Fine off-stock, 9c. per lb.; selected, 9½c. and layers, 10 to 10½c. per lb.

FIGS—Shipments of figs are due this



week. The demand is just fair. There is quite a range in the quotations on Element figs, which of course is due to the difference in quality. Five-crown figs in 10 lb. boxes, are quoted at 11 to 12c. and low to medium grades at 9½ to 10½c.; 7-crown figs 28-lb. boxes are quoted 16c.; comadre tapnets at 3¼ to 3½, while quotations on 1-lb. glove boxes range all the way from 8½ to 10½c.

**MALAGA RAISINS** — There is very little demand so far for Malaga raisins.

**PRUNES**—The demand is only moderate with prices as before. A few Californian "Ruby" prunes will be here in a day or so. They will sell at about 8c.

**CALIFORNIAN EVAPORATED FRUITS**—A few apricots are going out at 13c. and peaches are quiet at 10½c.

#### GREEN FRUITS.

The Scott street fruit market was closed on Monday, as the receipts of native fruits have fallen off so much that they can be easily handled by the wholesale merchants at their own warehouses in the city. The receipts of peaches, pears and grapes are moderate, and the price of best qualities is well maintained. The movement of fall apples is not as brisk as a week ago, and prices have dropped 25 to 50c. per bbl. Bananas are also moving slowly. Prices are steady at \$1.25 to \$1.75. The price of Palermo lemons has dropped \$1, 300's now selling for \$3.50 and 3.60's at \$2.50 per box. Messinas and Malagas are unchanged. Malaga grapes are firm at last week's prices. The demand is fair. Oranges are in good demand at steady prices. Cape Cod cranberries are scarce, and prices have risen 50c. A further advance is looked for. Canadian cranberries are firm at \$5.50 to \$6 per bbl. Sweet potatoes are moving well at \$3 per bbl.

#### COUNTRY PRODUCE.

**EGGS**—The market is in a healthy, satisfactory condition. The demand for export is keeping the market well cleared, and as the local demand, both for boiling and for bakers' stock, keeps good, prices are firm throughout. Guaranteed fresh eggs are worth from 18 to 19c. Held fresh are steady at 16 to 17c., and pickled at 15 to 16c.

**BEANS**—There is a fair demand, though the low price of potatoes is affecting the movement. We quote hand-picked at \$1.50, and mixed at \$1.40 to \$1.45.

**HONEY**—The market continues stiff, as offerings are moderate. Clover strained is firm at 9 to 10c. Clover comb has advanced 25c., and is now \$2.25 to \$2.50.

**POULTRY** — There is a good demand, but the weather has not been satisfactory for fattening, and offerings are moderate, especially for good stock. We quote: Chickens,

40 to 50c. per pair; ducks, 60 to 75c. per pair; geese, 6½ to 7c. per lb.; turkeys, young, 10 to 12c. per lb.; old, 9 to 10c. per lb.

**GAME**—A fairly good supply of wild ducks is coming in. There is a good demand. We quote: Teal and widgeons, 25c.; blue bills, 50c.; red heads, 60c.; black, 75c. per pair.

**DRIED APPLES** — The local movement is light at 3½ to 4½c. for dried, and 5 to 6c. for evaporated. The export movement has not yet opened.

**POTATOES** — The warm weather has delayed buyers from placing orders for quantities to store. And, as offerings keep large, prices are weak, at 2 to 5c. below last week's prices, the quotation for cars on track, Toronto, now being 27 to 29c. per bag.

#### BUTTER AND CHEESE.

**BUTTER**—The market is in a dull, unsettled state. The export price is below what is ruling locally, and there is no sign of an improvement. Meanwhile, stocks, especially of inferior qualities, are accumulating, and prices, though unchanged, are easy. We quote: Dairy prints, 18 to 19c.; tubs, 18 to 18½c.; creamery prints, 22 to 23c.; boxes, 19 to 20c.

**CHEESE**—The local trade is but moderate in volume, but the export demand has kept up so well that the outlook seems favorable to a continuation of the present high range of values. The local jobbing price is steady at 11½ to 11¾c. for early makes, and 12c. for Septembers.

#### FISH AND OYSTERS.

The mild weather of the past week has limited the demand for oysters and cold water fish. Trout and whitefish are more plentiful, and as they are ½ to 1c. easier there is a good demand for them. We quote: Trout, 7½ to 8c.; white fish, 7½ to 8c.; perch, 3c.; blue pike, 3c.; grass pike, 4½c.; yellow pickerel, 7c.; bluefish, 5 to 6c.; herrings, 3 to 3½c.; steak cod, 6 to 6½c.; haddock, 6c.; white halibut, 13c.; fresh sea salmon, 17c.; redsnappers, 11c.; fresh mackerel, 14½c. each; haddie, 7½ to 8c. per lb.; ciscoes, per 100, 90c. to \$1; Bay of Fundy herrings, splits, \$3.25 per half-bbl., \$5.75 to \$6 per bbl.; shore herrings, \$2.75 per half-bbl. and \$4 per bbl.; boneless fish, 4½ to 5c.; quail-on-toast, 4½ to 5½c.; pure cod, 5½c.; shredded cod, \$1.80 per box. Oysters, Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.30 per gal.; Baltimore selects, \$1.60 per gal.; New York mediums, 80c. per 100; New York selects, 90c. per 100.

#### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—Prices are unchanged. Manitoba No. 1 hard wheat is firm at 68c. Toronto

freights, and \$1 grinding in transit. Ontario wheat is steady at 58c. at outside points. There is not much doing on the local street market. Prices are steady as follows: Wheat, white and red, 69 to 69½c.; goose, 69c.; peas, 56 to 59c.; oats, new, 28 to 29c.; old, 32 to 34c.; barley, 44 to 49c.; rye, 53 to 54c.

**FLOUR** — There is a good demand. Prices are steady. We quote as follows: Manitoba patents, \$4.75; Manitoba strong bakers', \$4.50; Ontario patents, \$3.75 to \$3.85; straight roller, \$3.50 to \$3.75, Toronto freights.

**BREAKFAST FOODS**—The demand, both domestic and export, keeps good. Prices are steady as follows: Standard oatmeal and rolled oats, \$3.30 in bags, and \$3.40 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4.00.

#### HIDES, SKINS AND WOOL.

**HIDES**—Prices are unchanged. We quote: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steer hides are worth ¼c. more. Cured hides are quoted at 8 to 8½c.

**SKINS**—There is little doing. Prices are easy. We quote: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at 55 to 70c.

**WOOL**—Business is quiet at unchanged prices. We quote for combing fleeces, 15 to 16c., and for unwashed, 9½ to 10c.

#### SEEDS.

Alsike keeps dull. Another decline brings the range of value to from \$5 to \$7 for common to choice samples. Red clover is also weak, in sympathy with declines in the United States market. The range is now \$5.50 to \$6 for ordinary to finest qualities. There is practically nothing offering in timothy.

#### MARKET NOTES.

Wild ducks are offering freely at 25 to 75c. according to breed.

Trout and whitefish are ½ to 1c. cheaper, and are offering more freely.

Shipments of new season's canned salmon are arriving this week.

Palermo lemons are \$1 per box cheaper. Cranberries are 50c. per barrel dearer.

Further shipments of new foreign dried fruits are being taken into stock this week.

Among the exports to the United States from Toronto last week was 27,000 lb. of Salada Ceylon tea.

Both currants and raisins are slightly easier in the primary markets, but no change has taken place locally.

Mr. Ross W. Hayter, representing Whittall & Co., of Colombo and London, received a cable on Tuesday, after the Ceylon sales, stating that leafy teas over 7½d. had advanced ¼d. and 1d. per lb. He also received a letter from Calcutta stating that on account of the want of rain in Sylet and Cachar, there is likely to be a general all-around rise in the price of Indian teas.

Toronto Commission Houses.

**CANADIAN PEACHES**

are now coming in, and there promises to be a heavy yield in both early and late varieties.

Plums, Pears, Apples and all fruits are handled by us and special attention is given to them.

Foreign Fruits and Nuts will always be billed at lowest market price. All orders receive our prompt and careful attention. Consignments of fruit will be personally cared for.

**McWILLIAM & EVERIST**

Wholesale Commission Merchants.

25 and 27 Church St., TORONTO, Can

Telephone 645.

Butter Cheese  
Eggs Poultry

Consignments Solicited.

Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,**

... Limited.

70 and 72 Front St. E., Toronto.

**SMOKED MEATS  
PURE LARD**

Our "MAPLE LEAF" brand is unexcelled.

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

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

Pork Packers and Commission Merchants

76-78-80 Front St. E. - TORONTO.

**EGGS WANTED**

If any to offer, write, wire or 'phone us, we are prepared to pay extreme prices delivered at your station.

Agents for large Butter Tub Manufactory in Quebec, write us for quotations f.o.b. Factory or Toronto.

**Rutherford, Marshall & Co.**

68 Front Street East, Toronto.

Telephone 2889, 2841.

**DAWSON Commission Co., Limited**

**FRUIT, PRODUCE AND COMMISSION MERCHANTS.**

Cor. Market and Colborne Streets.

**TORONTO**

... EVERY ...

**COMMISSION MERCHANT**

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

**QUEBEC MARKETS.**

MONTREAL, October 25, 1900.

**GROCERIES.**

**T**HE wholesale houses are busy filling contracts placed some time ago, and large distributing shipments are being made. The advantage of placing future orders has this year been very evident, for on many staple lines, such as salmon, sardines, lobsters and dried fruits of all kinds, the market has been a rising one. As the values continued to advance the number of orders increased, and so the number of contracts for futures now being filled promises to be a record-breaker. Business on new account is not of large dimensions, in spite of the fact that navigation will likely close in three weeks. The demand for sugar is slow, dealers buying only from hand-to-mouth from fear of new movements on the part of the American refiners. In the city no new developments have occurred, and it is claimed that merchants will have a chance to work off any supplies they may lay in now before the arrival of new crop raw sugars causes a drop in the value of the refined article. Raw sugars are still high and of short supply, and there is nothing to warrant an easy market. There is quite a movement of syrups and molasses. Canned goods, so far as new orders are concerned, are slow. Rice is in good demand. Bosnia prunes are lower, and all prunes are in good demand, as are also figs. People are becoming acquainted with the high prices of Valencia raisins. Teas are still dull.

**SUGAR.**

There is a difference of opinion in regard to the sugar market. Wholesale houses report the feeling weak, dealers buying from hand to mouth and business being of small dimensions. They claim that the American refiners reduced prices for the purpose of obtaining their raw material at low figures, and that the game is not finished. If the American prices come down then, on account of coming into competition with the bounty-fed American article, Canadian refiners must recede also. But will further reductions occur within the next three weeks or month? Those of unimpeachable judgment are of the opinion that the market is settled till new beet sugar, which is three weeks late, is brought forward. This would give dealers an opportunity to lay in stocks for a month and have time to work them off before the drop occurs. There is certainly some risk in deferring buying till after the close of navigation, for then freight charges come high. Granulated is still \$5, and yellows \$4.20 to \$4.90 per 100 lb.

**SYRUPS.**

The most noticeable feature of the trade in syrup this year is the demand for the

NEW

**CURRANTS**

FINE FILIATRA PATRAS  
VOSTIZZAS

NOW IN STORE.

**WARREN BROS. & CO.**

TORONTO.

Toronto Fruit Merchants.

**APPLES! - APPLES!**

It may pay you to write to us re "Export Business." Our cable October 15, 1900, from

YEOWARD BROS.,

Liverpool, Eng.,

"STRONG DEMAND, 15s. to 22s. 6d."

ONTARIO AGENTS:

**CLEMES BROS.,**

51 Front East, TORONTO.

English Commission Merchants.

**A. S. HOOPER & CO.**

WATER ST., LIVERPOOL.

Commission Agents.

**SEED, GRAIN and  
General Produce.**

We make a specialty of

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

Consignments and Correspondence Invited.

Victoria Fruit Merchants.

From the Atlantic to the Pacific,

**OKELL & MORRIS'**

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

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

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

New Brunswick Lobster Cannery.

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

**W. S. Loggie Company,**

CHATHAM, N.B.

Limited

**P**ERSONS addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

higher, rather than the lower, grades. Corn syrup is in fairly good demand at old figures, from 2½ to 3½c., according to quantity.

#### MOLASSES.

Most of the trade is being supplied with Barbadoes, but some lots of New Orleans are moving. There is also a better call for best grades of molasses, and this fact gives the Barbadoes a firmer feeling. Prices are 41c. for small quantities, and 40c. for car lots. The most popular line of New Orleans is one selling at 25c.

#### CANNED GOODS.

Business on new account is only fair. Salmon is selling at last week's figures, \$1.75 to \$1.85 for flats, \$1.60 to \$1.65 for talls and \$1.40 for spring salmon. Wholesalers report an increased demand for spring salmon, as the trade hesitate to pay the high prices set on Fraser river sockeye. It is evident, also, that high prices are turning the consumptive demand from salmon to mackerel, which can be obtained at \$1 to \$1.10 per dozen. Dealers expect mackerel to become a popular article, in time. In vegetables, there is nothing new to note. Tomatoes are worth 85 to 90c.; corn, 80c.; peas, 77½c. to \$1.05, and beans, 82½. Fruits are unchanged. We quote: Strawberries, \$1.70 to \$1.85; cherries, \$1.95 to \$2.15, and raspberries, \$1.45 to \$1.65 per dozen.

#### SPICES.

A good trade is being done in spices. Pepper, nutmegs, cassia and cayennes are reported higher at the points of production. Cloves maintain their firmness. We quote as follows: Nutmegs, 25 to 50c. per lb. as to size; mace, 45 to 50c. per lb. as to quality; pimento, 9c.; cloves, 12 to 14c.; pepper, black, 15c.; white, 23c.

#### RICE.

There is a good demand for rice, with the feeling steady. It will probably be some time before the low prices of the new crops and the falling-off in the demand for famine-stricken India will have exercised their full force towards a decline. No immediate change is expected. We quote: B standard, \$3.20 to \$3.30; Patnas, \$4 to \$4.65; Japans, \$4.40 to \$4.90, and Carolina, \$6 to \$7.

#### FOREIGN DRIED FRUITS.

CURRENTS — Orders placed for future delivery are now being filled with what supplies are available. The ss. Bellona and James Turpie will, however, bring the bulk of the currants for the Canadian trade. For spot goods 11¼ to 12c. per lb. is the price asked for fine Filiatras, although we hear that some houses are asking more. Provincials are selling at nearly the same price, and higher grades can hardly be

obtained. The market has ruled quiet during the week, buyers, apparently, pursuing the policy of buying only for their immediate requirements.

VALENCIA RAISINS—People are becoming acquainted with the ruling prices, and dealers are ordering more freely than they were. The local demand is not brisk. Orders placed some time ago are now being filled, quite a few going at 7c. per lb. On spot, goods are worth 8½c. for finest off-stock, 9c. for selected, and 9½c. for layers. The market on Denia has declined somewhat, but business is difficult there, in view of the short supplies remaining in that market, and it is very probable that the Denia market will be practically cleared in the near future.

MALAGA RAISINS — Mail advices from Malaga note that bad weather has damaged the crop, but it is probable that the weather is now more favorable, in view of the fact that shippers are offering more freely. Still, prices are extremely high and dealers here have bought but little. Boxes that last year were worth \$1.75 are this year quoted at \$2.75, and "Royal Buckingham" clusters that were worth \$3.40 last year cannot be obtained less than \$4.40 this year.

PRUNES—Prunes are in good demand. There is some of last year's stock still on the market in good shape. They are worth 4c. per lb. Bosnia prunes to arrive are quoted as low as 5½c. this week. Californian prunes are worth 11c. for 40 50's; 7½c. for 60-70's; 7c. for 70 80's, and 6c. for 90 100's. French prunes are still selling at former figures.

FIGS—Figs are in brisk demand at 3¼c. for low grades in tapnets. Boxes are also selling well.

DATES—A good trade has been experienced in Hallowee dates at 5c. per lb.

CALIFORNIAN EVAPORATED FRUITS—A few orders have been booked for evaporated fruits. The prevailing figures for choice fruit are: Apricots, 12½ to 13c.; peaches, 10½ to 11c.; pears, 11¼ to 12c., and nectarines, 11½ to 12c.

#### TEAS.

Trade in teas continues dull, dealers not yet feeling themselves in a position to buy. To date there has been exported into Canada 3,802,948 lb. of Japan tea, against 7,304,845 lb. last year to date; leaving a shortage of 3,501,897 lb. on the shipments so far this season from Yokohama and Kobe. This explains the scarcity of Japan tea on the Montreal market. Stocks are firmly held; there are scarcely any offerings under 16c. Mediums are worth 16 to 17c. and good mediums 17 to 18c. These teas last year were worth only 11½ to 13c. We hear

that quite a few low-grade nondescript Japans are being brought into this market. If this report be true, we cannot vouch that they will bring full values. Yet, they will not affect the value of the higher grades. The jobbers' stocks of tea are extremely low. No teas are to be obtained in Japan under 15c. laid down here, and it is just possible that when the Canadian demand sets in the holders of tea at the primary markets may be able to force tea still higher. The American market continues firm.

China blacks remain steady; the bringing of tea by the Suez Canal will probably lower the values of China teas slightly this year. Greens continue firm and scarce.

#### COFFEES.

Good quantities of coffee are moving at unchanged figures. Maracaibo is selling at 12 to 14c.; Rio, 10 to 11c.; Santos, 9½ to 12c.; Javas, 17½ to 40c.; Mocha, 19 to 25c.

#### GREEN FRUITS.

The movement in fruits is not so brisk, although some lines continue active. Grapes still arrive in large quantities and are being readily disposed of. Bananas are higher this week; New York is not consigning any more surplus to this market, and, as dealers have to buy, prices have advanced. Lemons are lower again this week. Apples are moving freely. There is a good call for figs. We quote as follows: Oranges, barrels, \$5 to \$5.50; new Jamaica Verdilli lemons, 300's, \$3.50 to \$4; 360's, \$1.50 to \$2 per box; bananas, firsts, \$1.50 to \$1.75; eight hands, \$1 to \$1.25; Californian peaches, \$1.25 per box; Californian plums, \$1.25 per box; watermelons, 20c. each; apples, fall, \$1.25 to \$2 per bbl.; winter, \$2 to \$2.50 per bbl.; Californian pears, \$2.50 to \$3 per box; Canadian pears, 15 to 30c. per basket; Canadian peaches, 40 to 50c. per basket; grapes, 1¼ to 2c. per lb., 18 to 20c. per basket; cranberries, \$7.75 to \$8.25 per bbl.; Spanish onions, \$2.25 per large crate and 80c. per small crate; chestnuts, 8 to 10c. per lb.; sweet potatoes, \$2.50 to \$2.75 per bbl.; new figs, fancy, 16c.; choice, 10 to 12c. per lb. in 10 lb. boxes.

#### COUNTRY PRODUCE.

EGGS — The country market has been rather easier, fresh goods being offered at 15 to 15½c., as against 16c. some time ago. The European market is easy, but there is no change locally. No. 1 candled stock is worth 17 to 18c.; No. 2, 12 to 14c., and culls, 9 to 11c. per dozen.

MAPLE PRODUCT — In maple product, there is no change, and business is quiet. Syrup sells at 70 to 75c. per tin of 14 lb., 50 to 60c. per tin of 10 lb., and 6½ to 7c. per lb., in wood. Sugar is worth 8 to 9c.

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.**  
**SWEET CAPORAL.**  
**ATHLETE.** **DERBY**

Winnipeg Brokers.

**ENGLISH AND CANADIAN MANUFACTURERS**

desiring to place their goods on the Market  
of Western Canada, should communicate  
with

**STEELE & TOMS,**  
Wholesale Commission Merchants and Brokers,  
**WINNIPEG, MAN.**

**JOSEPH CARMAN . . .**

**WHOLESALE MERCHANDISE BROKER**  
**AND MANUFACTURERS' AGENT.**  
Winnipeg, Manitoba, Canada.  
Secretary Winnipeg Fruit and Produce Exchange.  
Correspondence and Agencies Solicited.

**W. R. ROWAN**

**Manufacturers' Agent and Com-**  
**mission Merchant.**  
Correspondence Solicited.

OFFICE:  
132 Princess St., Winnipeg, Man.

**STORAGE**

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

**E. NICHOLSON**

**Wholesale Commission Merchant and**  
**Broker.**  
115 Bannatyne Street East, **Winnipeg, Man.**

Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**  
**LIMITED.**

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

151 Bannatyne St., 12th St.,  
**WINNIPEG, MAN. BRANDON, MAN.**

Winnipeg Advertising Agents.

**ADVERTISING in WESTERN CANADA**

will be Carefully, Efficiently, and Promptly  
attended to by

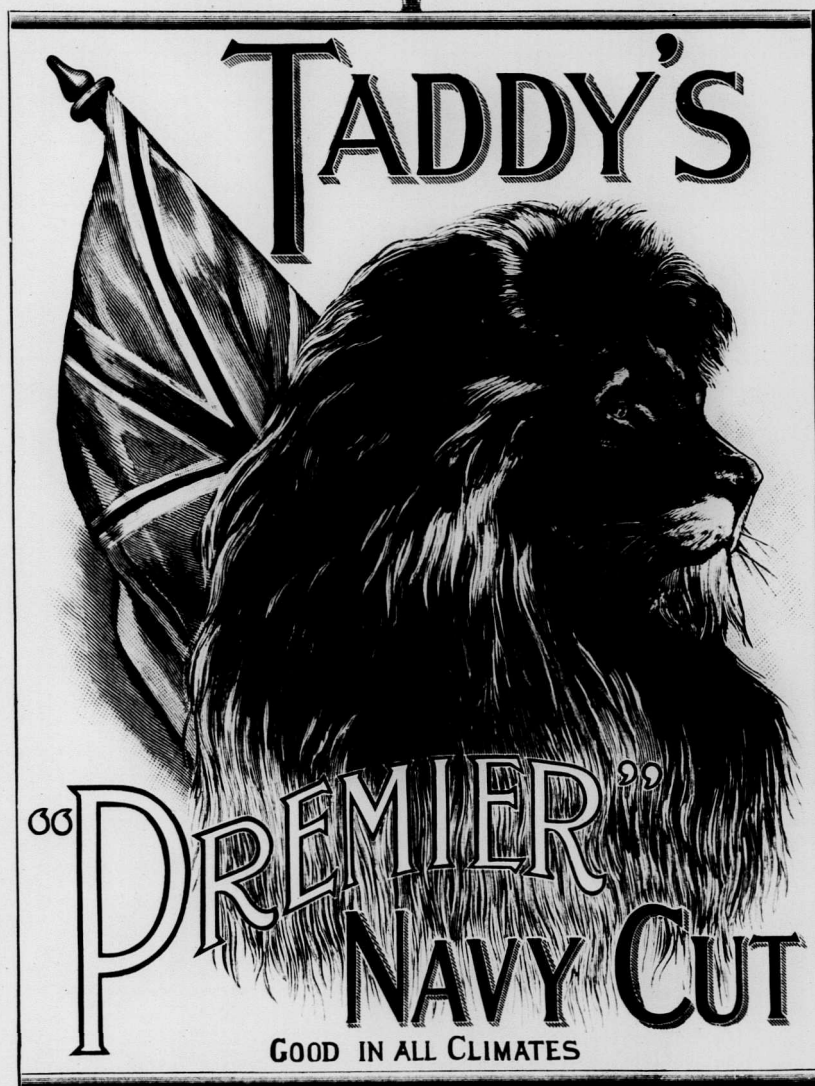
**The Roberts Advertising Agency,**  
**WINNIPEG, CANADA.**

**Do You Suppose**

that thousands of the ablest  
grocers in Canada would buy

**Clark's Pork and Beans**

and send duplicate orders, if quality did not  
warrant them in doing so?



Packed in 2-oz., 4-oz. and 1/2-lb.  
**AIRTIGHT TINS.**

SOLE AGENTS FOR CANADA

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

**BEANS**—There has been no change in the bean market. We quote: Canadian hand-picked at \$1.60 to \$1.65, and primes at \$1.40.

**HONEY**—The demand for honey was quiet, and prices are steady. White clover honey is worth 12 to 12½c.; white extracted, in large tins, 8 to 8½c., and in small tins, 8½ to 9c., and buckwheat extracted, 6½ to 7½c.

**ASHES**—The market for ashes has been quiet and unchanged. We quote: \$5 to \$5.15 for first pots, \$4.70 for second, and first pearls, \$6 per 100 lb.

#### PROVISIONS.

Trade in all lines has been rather quiet, but the undertone is firm. Lard is about ¼c. higher. We quote: Heavy Canadian short cut mess pork, \$19.50 to \$20.00; selected heavy short cut mess pork, boneless special quality, \$20.50 to \$21.00; heavy Canada short cut clear pork, \$19.00 to \$19.50, hams, 10½ to 14c., and bacon, 12 to 14c. per lb. Refined lard compound (Fairbank's) \$1.75 per pail; Snow White and Globe compound, \$1.65 per pail; cottolene, 8¾c. per lb. in tierces and 9¾c. in pails; pure Canadian lard, 10 to 11½c.

#### FLOUR AND GRAIN.

**FLOUR**—The market is quiet, as buyers limit their purchases to small hand-to-mouth parcels. We quote: Manitoba spring wheat patents, \$4.40 to \$4.70; winter wheat patents, \$3.65 to \$3.85; straight roller, \$3.30 to \$3.50; in bags, \$1.60 to \$1.70, and Manitoba strong bakers', \$4.25 to \$4.40.

**GRAIN**—Prices are steady. We quote as follows: No. 1 spring wheat, 75 to 75½c. afloat; peas, new crop, 66½ to 67c.; rye, 55½ to 56c.; No. 2 barley, 47½ to 48c.; oats, 28 to 28½c.; buckwheat, 55c.

**FEED**—The tone of the feed market is firm under a good demand. We quote as follows: Manitoba bran, in bags, \$16; shorts, \$18; mouille, \$20 to \$24; Ontario bran in bulk, \$15.50 to \$16, and shorts, \$17 to \$18 per ton.

**OATMEAL**—The market shows no change. Sales have been made at \$3.25 to \$3.30 per bbl., and at \$1.57½ to \$1.60 per bag.

**HAY**—The hay market has been rather quiet and easy. We quote: No. 1, \$9.50 to \$10; No. 2, \$8.50 to \$9, and clover, \$7.50 to \$8.25 per ton, in carload lots on track.

#### CHEESE AND BUTTER.

**CHEESE**—On Monday 7,000 to 8,000 boxes of Quebec cheese sold at the wharf at 10½ to 10¾c., this being a break of ½c. from last Monday's prices. The local market is dull and weaker. Prices are nominal. Holders would want at least 11¼c. for their finest Western goods, though buyers would not want to pay that

much. Township's might be quoted 10¾c to 11c.

**BUTTER**—The market is not active, but yet it is fairly strong, some sales of fancy creamery being reported at figures as high as 21c. The market might be quoted at 20½c. to 20¾c. Seconds run down to 19½c. Dairy is scarce at 15c. to 17c.

#### FISH AND GAME.

Mild weather has interfered considerably with business during the past week. Fresh fish are comparatively scarce. The market for salt fish is normal. We quote: Fresh fish—British Columbian salmon, fresh, 16c. per lb.; haddock, 5c.; halibut, 12 to 15c.; dore or pickerel, 9c.; whitefish, 9c.; pike, 6c.; trout, 9c. Salt fish—British Columbian salmon, No. 1, \$13 per bbl.; Labrador salmon, \$14 per bbl.; green cod, No. 1, \$4.75 per 200 lb.; small, \$3.75 per 200 lb.; Loch Fyne herrings, \$1.05 per keg. Smoked fish—Finnan haddies, 6½ to 7c. per lb.; smoked herrings, 12 to 15c. per box. Prepared fish—Skinless cod, in 100-lb. cases, \$4 to \$4.25; dried cod, in 112-lb. bundles, \$5 per cwt.; boneless cod, in bricks, 5½c. per lb.; boneless fish, loose, in 25-lb. boxes, 4½c., and 5-lb. boxes, 5c. per lb. Partridge, 70 to 75c. for firsts, and 40 to 50c. for seconds, per brace.

#### NEW BRUNSWICK MARKETS.

##### OFFICE OF THE CANADIAN GROCER.

St. John, N.B., October 24, 1900.

**GENERAL** trade continues fairly active, though the great vigor which characterizes the election campaign interferes to some extent. The features of the market are the strength of dairy products, molasses, provisions, fish and some dried fruits. Burning oils have declined a little, and sugar is dull. New yellow buckwheat meal is offered. The flour market is unchanged. The movement of lumbermen's supplies has begun, and several schooners have loaded for points up the Bay. The cut of logs in this Province will be about as large as usual. The question whether there will be as large a winter port trade as usual through this port is the most interesting local issue.

**OIL**—There has been a slight decline in burning oils. Demand is good at this season. In lubricating and paint oils there is no change to note.

**SALT**—Demand for coarse salt continues light, owing to the scarcity of herring this season for pickling purposes. Stocks are ample for the present. Trade in other grades is fair. We quote: 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**—There is no change in prices to record. Trade is fairly active and orders are now being filled. The largest local transaction for a long time was the purchase recently by a St. John firm of 16 carloads of the canned goods of The Maritime Pure Food Co., of Woodstock. Prices, generally, remain steady.

**GREEN FRUITS**—The supply of apples is large, and a good No. 2 Gravensteins can be got for \$1 per bbl. Nova Scotian as well as Cape Cod cranberries are offered. Malaga lemons are in stock. In oranges, Jamaicas still rule the market. Both American and Canadian quinces are offered. Canadian pears are still offered in baskets.

**DRIED FRUITS**—New raisins, chiefly from California, are expected next week. A few Valencias will also be received. Currants are decidedly strong at high prices. In other lines there is nothing special to note. Nuts are high and firm.

**DAIRY PRODUCE**—Butter and eggs have advanced and the market is very firm. Cheese brings full prices.

**SUGAR**—The market is easy and dull, very little being done at present.

**MOLASSES**—The market is very firm, with stocks light, both of Porto Rico and Barbadoes. Some good-sized lots were not long since sold out of this market, making the feeling decidedly firmer.

**FISH**—Prices are tending higher for pickled and dry fish. Pickled herring are very scarce. There is practically nothing coming in, and dealers report trade dull on that account. We quote: Large and medium dry cod, \$3.50 to \$3.60; small, \$2.00 to \$2.25; pickled shad, \$5.50 to \$6.00; haddies, 4½ to 5c.; smoked herring, 8½ to 10c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.70 to \$1.75 per 100; pickled herring, \$2.25 to \$2.35 per half bbl., bloaters, 75c., and kippers, \$1; halibut, 10c.

**PROVISIONS**—Local packers report an active market for all the pork products they can turn out. The market is firm all around, lard being especially high.

**FLOUR, FEED AND MEAL**—The flour market is steady, and there is no change in cornmeal or oatmeal. Middlings are lower. The demand in all of the following lines is fairly good. We quote as follows: Manitoba flour, \$5.10 to \$5.25; best Ontario, \$4.15 to \$4.20; medium, \$4.10 to \$4.15; oatmeal, \$3.50 to \$3.65; cornmeal, \$2.30 to \$2.35; middlings,

**M. Carton**

**Importer and  
Wholesale Grocer**

206 Simcoe Street,  
PETERBOROUGH,  
ONT.

**Confectioners' and  
Grocers' Supplies**

Foreign Refined and  
Granulated Sugars,  
Dates, Figs, Currants,  
Nuts, etc.

We are **HEADQUARTERS** for all these lines.

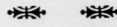
**THOS. MONTGOMERY & SON**

Commission Agents

329 Board of Trade, MONTREAL.

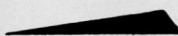
Representing THE HILLS BROTHERS CO., of NEW YORK.

ESTABLISHED 1860.



INCORPORATED 1895.

**ENAMELLED WARE**

Awarded 

**GOLD MEDAL**

— AT —

**PARIS EXPOSITION 1900.**



Our Brands:

"Crescent"  
"Premier"  
"Princess"  
White  
Blue and White  
White Decorated  
"Star" Decorated

Guaranteed not to Chip or Burn.

Tinware--Pieced, Pressed, Japanned, Lithographed.  
Galvanized and Sheet Iron Wares.  
Copper and Nickle Plated Goods, Etc.

**THE THOS. DAVIDSON MFG. CO., Limited**

Write for Catalogue and Prices.

**MONTREAL.**

\$20 to \$21; oats, 34 to 35c.; hand-picked beans, \$1.55 to \$1.60; prime, \$1.45 to \$1.55; yellow-eye beans, \$2.40 to \$2.50; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$9 to \$9.50.

#### A LESSON IN INTEREST.

TOO often it is the case that business men do not realize at the time how quickly the interest eats up principal, remarks a contemporary. The following anecdote of Peter Cooper, the great philanthropist, very forcefully illustrates the point.

Once, while Peter Cooper was talking about a project with an acquaintance, the latter said he would have to borrow money for six months, paying interest at the rate of 3 per cent. a month.

"Why do you borrow for so short a time?" Mr. Cooper asked.

"Because the brokers will not negotiate bills for longer."

"Well, if you wish," said Mr. Cooper, "I will discount your note at that rate for three years."

"Are you in earnest?" asked the would-be borrower.

"Certainly I am. I will discount your note for \$10,000 for three years at that rate. Will you do it?"

"Of course I will," said the merchant.

"Very well," said Mr. Cooper. "Just sign a note for \$10,000, payable in three years, and give me your check for \$800, and the transaction will be complete."

"But where is the money for me?" asked the astonished merchant.

"You don't get any money," was the reply. "Your interest for 36 months at 3 per cent. a month amounts to 108 per cent., or \$10,800. Therefore, your check for \$800 just makes us even."

#### GOOD ADVICE RE POULTRY.

"I intend," said J. A. McLean, commission dealer, Toronto, to THE CANADIAN GROCER this week, "to make a big bid for the poultry trade this season. I have handled just about double as many eggs this year as last. My butter trade has also grown in proportion. Therefore, I see no reason why I should not obtain the same results with poultry. I have the connection and can sell the stock. I want to get in touch with shippers as early as I can, too, for I want to advise every man who does business with me to have a talk with his customers and tell them that the only way to get good results from their poultry is to fatten, kill and market them in the proper way. There is money for everyone concerned when proper attention is paid to these points. They should all be dry plucked and I would like them to arrive in

smaller crates than is often the custom. I am looking for good prices this fall owing to the big export demand."

#### MARRIAGE OF MISS McWILLIAM.

Miss Isabella McWilliam, daughter of George McWilliam, of McWilliam & Everist, Toronto, was married on Wednesday evening of this week to Howard Ayre, of the same city. The young couple are both popular and received many valuable presents. After an extended tour to New York and other eastern cities they will start housekeeping at 103 Morse street, Toronto.

#### BAKING POWDER MEN MEET.

Mr. Wm. Dobie, manager for E. W. Gillett, Toronto, has returned from Chicago, where he was last week attending the meeting of the American Baking Powder Association. The association is an organization that was formed to withstand the Baking Powder Trust. On the evening of October 16, the delegates were entertained at a banquet given by the local members. It was a most happy affair.

#### TORONTO EARLY-CLOSING CASES.

Two Toronto retail grocers, Adam Reddock, 443 Parliament street, and E. J. Henry, 783 Queen street east, were tried on Monday on a charge of breaking the early-closing by-law. Sales of jam and biscuits were proven in Mr. Henry's case, and of sugar in Mr. Reddock's, and as both were classed as grocers under the by-law, convictions were entered and fines of \$5 and costs imposed in both cases.

#### AN ANALYSIS OF COCOA.

A bulletin has been issued by the Department of Inland Revenue of analyses made upon 66 samples of cocoas and chocolates which were collected throughout the Dominion in February of the present year. The report says that the samples examined comprise 27 plain (non-sugared) cocoas and 39 sugared cocoas, or chocolates. Of the plain cocoas only three samples contain the whole of the fat normally present in the cocoa bean. The remaining 24 samples have been treated in such a way as to remove from one-fifth to about two-thirds of this fat.

Since the fat of the cocoa bean (cocoa butter) has a high value in pharmacy there is a great temptation to remove it from the beans before employing these in the manufacture of commercial cocoas. At the same time it is claimed that cocoa from which a portion of the fat has been removed is a much preferable article to the normal substance, giving a more palatable solution and being more easily digested. This may be quite true, but it is pointed out that the

removal of the fat deprives the cocoa of much of its value as a nourishing food, and that the purchaser has a right to know to what extent the manufacturer has carried the removal.

#### FLOUR FOR GROCERS.

Grocers and other retailers who sell flour always like to be brought in touch with those who make a specialty of that commodity. P. R. Miller, of Room 511, Board of Trade building, Toronto, makes a specialty of flour, and it will be noticed by his advertisement on page 34 that he invites correspondence. When writing to him kindly mention THE CANADIAN GROCER.

#### CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

#### FOR SALE.

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

Fred Carne Jr.,  
Victoria, B.C.

(44)

#### Our Lines of

# Cakes..

AND

# ..Biscuits

ARE GREAT  
TRADE-WINNERS.

Try them and be glad.

An Elegant

## Fruit Biscuit

8 Cents a Pound in Barrels.

SAMPLES ON APPLICATION.

ADDRESS...

The Home Cake Co.,  
GUELPH, ONT.

## PAR VALUE.

Under a cup test, a judge of teas unhesitatingly selects

## "KOLONA" PURE CEYLON TEA

as representing the EXACT VALUE at which it is sold. Not being confined to any particular section, the packers select the choicest leaf from the best tea producing districts, thus ensuring uniform quality, top notch of value, and a thoroughly satisfied tea patronage to the grocer.

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

IMPORTERS, BLENDERS,  
AND PACKERS.

**TORONTO.**

### THANKSGIVING DAY OUTING.

THERE is no lack of good feeling between Toronto grocers and grocery travelers. At every opportunity they, or at least some of them, get together and enjoy themselves in some up-to-date manner. On Thanksgiving Day a party of 30 was organized, consisting of W. Berwick, of John Sloan & Co.; W. Kendry, of F. W. Humphrey; Chas. Irwin, of G. F. & J. Galt; C. E. and John Edmonds, J. Norris and T. Holman, of The Christie, Brown Co., Limited; O. E. Jones, of The Eby, Blain Co., Limited; M. A. Muldrew, of T. Kinneer & Co.; E. L. Williamson and M. R. Ryan, and the following grocers: D. J. Kelly, R. H. Stewart, Fred. Mauthie, W. Anderson, Somers Bros., R. Robertson, A. O. Robinson, J. T. Schoales, H. C. Manly, W. Moore, Pringle, Scott, Ricard, Gibbons, Bright, J. Murphy and Thos. Pears.

The party met at the corner of Yonge and Queen streets at 10 a. m., arrayed in tall white hats, and light-colored overcoats and wearing carnation buttonholes. In two fine drags they made a merry trip to Woodbridge Fair. Here they marched in a body to the grounds, where their unique uniformity of costumes excited much comment. Here they rounded up N. Clarke Wallace, J. W. St. John, J. G. Gibson, J. S. Bond, W. H. Marmion, J. F. Morrish and other

notables, and made all give them a speech. After the fun they made a tour of inspection of the various exhibits. On the return home they stopped at Weston for supper, where speeches were made by several in the party and songs rendered by others. The rest of the trip home was a rollicking, jolly affair, all joining in singing the songs popular on such occasions. About 10 o'clock the party arrived at the City Athletic Club, where one of the comfortable rooms was secured and the day properly finished by making each one in the party tell a story, sing a song or make a speech. "And the beauty of it all was," said one of the party "that there were no headaches nor hard feelings the next morning."

### GOLD MEDAL FOR CANADIAN CHEESE.

Canadian cheese has long been recognized as a leading article in its line, so the award of the gold medal at the Paris Exposition to MacLaren's "Imperial" cheese will not surprise many in this country. The excellence of MacLaren's cheese has now been testified to by two continents, as it will be remembered that the highest award at the Chicago World's Fair in 1893 was given to it. The number of brands of cheese put up in imitation of MacLaren's is, perhaps, the best recommendation that can be given, but the failure of the imitators to approach

the quality of this cheese will keep it in its place at the front of Canadian products.

### QUALITY ALWAYS COUNTS.

"I DOUBT if quality is as important in any business," said T. H. Smith, Toronto, this week, "as it is in the commission produce business. We handle such an immense quantity of goods, coming from so many and going to such a large number of people, that we have to dispose of every degree of quality. Take butter for instance. In the same day we will sell some for 12c. and some for 18c. This year the tendency seems to be to make ordinary stuff, partly because of the difficulty of making gilt-edged stock in hot weather, and partly because of the high values that have been paid for even common stock. The result is that gilt-edged butter is a ready seller, while you can get more than you want of the common stuff any time. Merchants should, therefore, make it a point to keep their eye on quality.

"The same is true with regard to poultry. Clean, fat, but well starved, dry-plucked stock, sells readily at any time, but when it is sent in lean, scalded, and with a full crop, it has to be sold for half or three-quarter price, and sometimes is a dead loss. I know the retailer is not directly responsible for this, but I believe he can do much to persuade his customers to pay more attention to quality. That's why I say this to you."

# Tuckett's Tobaccos

*T. & B. "Myrtle Navy" and "Lily"*

*T. & B. "Myrtle" and "Orinoco" Cut*

The standards of comparison, manufactured from the choicest Imported Leaf exclusively, and

✿ ✿ **UNION MADE** ✿ ✿



# CURRENT MARKET QUOTATIONS

October 25, 1900.

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 134.

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.

BUTTER, CHEESE AND EGGS	Montreal.		Toronto.		St. John, Halifax.	
	¢	¢	¢	¢	¢	¢
Dairy, choice, large rolls, per lb.	15	17	18	19	22	23
"    "    pound blocks.	15	17	18	19	22	23
"    "    tubs, best.	15	17	18	19	22	23
"    "    tubs, second grade	15	17	18	19	22	23
Creamery, tubs and boxes.	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2
"    "    prints and squares.	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2
Cheese, new, per lb.	11	12	11 1/2	12	11	12
Eggs, new laid, per doz.	17	18	18	19	18	20
<b>CANNED GOODS</b>						
Apples, 3's.	90	0 90	0 85	0 90	1 00	1 10
"    "    gallons	2 15	2 25	2 00	2 25	2 15	2 25
Asparagus	2 20	2 25	2 00	2 40	.....	.....
Beets.	1 00	1 00	1 00	1 10	.....	.....
Blackberries, 2's.	1 30	1 30	1 40	1 70	1 50	1 80
Blueberries, 2's.	80	85	75	85	95	1 00
Beans, 2's.	90	95	80	85	90	95
Corn, 2's.	85	1 00	77 1/2	80	85	9 1/2
Cherries, red, pitted, 2's.	2 15	2 20	2 00	2 25	2 30	2 40
"    "    white	2 00	2 15	2 00	2 25	.....	.....
Peas, 2's.	80	90	80	85	80	85
"    "    sifted	1 10	1 10	1 00	1 10	1 10	1 15
"    "    extra sifted	1 20	1 20	1 25	1 30	1 20	1 25
Pears, Bartlett, 2's.	1 65	1 65	1 50	1 80	1 75	1 80
"    "    3's.	2 10	2 10	2 00	2 40	2 25	2 50
Pineapple, 2's.	2 15	2 40	2 25	2 50	2 15	2 25
"    "    3's.	2 40	2 60	2 50	2 60	2 50	2 60
Peaches, 2's.	1 50	1 90	2 50	2 60	1 85	1 85
"    "    3's.	2 25	2 90	1 75	1 90	2 70	2 85
Plums, green gages, 2's.	1 25	1 35	1 10	1 25	1 30	1 60
"    "    Lombard	1 25	1 25	1 00	1 10	1 30	1 50
"    "    Danson, blue	.....	.....	1 00	1 10	1 10	1 30
Pumpkins, 3's.	85	85	80	85	1 00	1 25
"    "    gallon	2 10	2 25	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 60	1 90	1 75	1 80
Succotash, 2's.	1 25	1 25	1 15	1 15	1 10	1 15
Tomatoes, 3's.	90	1 00	85	87 1/2	95	1 05
Lobster, tails	3 15	3 20	3 25	3 25	3 00	3 25
"    "    1-lb. flats	3 65	3 75	3 50	3 50	3 50	3 75
"    "    1/2-lb. flats	1 75	1 85	1 75	1 75	1 75	1 75
Mackerel	1 90	1 25	1 15	1 25	1 25	1 35
Salmon, sockeye, Fraser	1 90	1 60	1 75	1 85	1 60	1 75
"    "    Northern	.....	.....	1 60	1 65	1 50	1 60
"    "    Horseshoe	.....	.....	1 25	1 30	1 30	1 35
"    "    Cohoos.	1 30	1 30	1 25	1 30	1 30	1 35
Sardines, Albert, 1/2's.	12	12 1/2	12 1/2	13	14	15
"    "    2's.	20	21	20	21	20	21
"    "    Sportsman, 1/2's.	11 1/2	12	12	12 1/2	12	12
"    "    2's.	19	20	21	21	20	21
"    "    key opener, 1/2's.	9	11	10 1/2	11	16	18
"    "    2's.	18	18	18 1/2	23	10	11
"    "    P. & C., 1/2's.	20	22 1/2	23	25	23	25
"    "    2's.	27 1/2	30	33	36	33	36
"    "    Domestic, 1/2's.	7	8	4	4 1/2	3 3/4	4
"    "    Mustard, 1/2 size, cases	7 50	11 00	8 50	9 00	10 00	11 00
"    "    50 tins, per 100	.....	.....	1 00	1 15	90	1 00
Haddies	1 55	1 85	1 00	1 60	90	1 00
Kipper Herrings	1 50	1 55	1 00	1 60	.....	2 00
Herring in Tomato Sauce	.....	.....	.....	.....	.....	.....
<b>CANDIED PEELS</b>						
Lemon, per lb.	11	11 1/2	11	12	13	15
Orange, " "	11 1/2	12	12	13	13	15
Citron, " "	14 1/2	15	16	17	15	17
<b>GREEN FRUITS</b>						
Oranges, Jamaica, per bbl.	5 00	5 50	.....	6 00	5 50	6 00
Lemons, Palermo, per box	6 50	7 00	2 50	3 50	.....	.....
"    "    Messina, per box	.....	.....	.....	4 00	.....	5 00
"    "    Malaga, per box	.....	.....	.....	3 50	.....	.....
"    "    1/2 chests	.....	.....	.....	.....	8 00	.....
Spanish Onions, per case	.....	.....	.....	.....	3 50	.....
Bananas, per bunch	1 50	1 75	1 25	1 75	1 75	2 00
Apples, per bbl.	1 25	2 50	75	1 50	1 00	2 00
Peaches, per basket	40	50	45	60	60	60
Pears, per basket	15	30	20	30	60	60
Grapes, small basket	18	20	20	40	20	30
Malaga grape, per keg.	.....	.....	6 0	7 0	5 00	6 00
Sweet potatoes, per bbl.	2 50	2 75	2 50	3 00	.....	3 50
Cranberries, Cape Cod, per bbl.	7 50	8 00	7 50	8 00	.....	7 50
"    "    Nova Scotia, per bbl.	.....	.....	.....	.....	.....	6 00
<b>SUGAR</b>						
Granulated St. Lawrence and Red.	5 00	.....	5 18	.....	5 10 1/2	5 15
Granulated, Acadia	4 95	.....	5 13	.....	5 00	5 05
Paris lump, bbls. and 100-lb. boxes	5 60	.....	5 68	.....	5 3/4	6
"    "    in 50-lb. boxes	5 70	.....	5 78	.....	.....	.....
Extra Ground Icing, bbls.	5 50	.....	6 15	.....	.....	.....
Powdered, bbls.	5 25	.....	5 90	.....	5 3/4	6
Phoenix	4 90	.....	4 83	.....	.....	.....
Cream	4 90	.....	4 88	.....	.....	.....
Extra bright coffee	4 80	.....	4 83	.....	4 1/2	4 3/4
Bright coffee	4 70	.....	4 78	.....	4 1/2	4 3/4
Bright yellow	4 60	.....	4 68	.....	.....	.....
No. 3 yellow	4 45	.....	4 53	.....	4	4 1/2
No. 4 yellow	4 40	.....	4 58	.....	.....	.....
No. 1 yellow	4 20	.....	4 38	.....	.....	.....

## HARDWARE, PAINTS AND OILS

	Montreal.	Toronto.	St. John, Halifax.
Wire nails, base.	2 85	2 85	3 20
Cut nails, base.	2 85	2 85	3 20
Barbed wire, per 100-lb.	3 20	3 00	3 75
Smooth Steel Wire (rolled and annealed, etc.), base.	2 60	2 80	.....
White lead, Pure	6 50	6 62 1/2	6 80
Linseed oil, 1 to 4 bbls., raw	80	80	80
"    "    boiled	83	83	83
Turpentine, single bbls.	61	60	70

## SYRUPS AND MOLASSES

	Montreal.	Toronto.	St. John, Halifax.
Syrups—			
Dark	2	30	.....
Medium	2 1/4	32	.....
Bright	2 3/4	35	34
Corn Syrup, barrel, per lb.	2 1/2	3	36
"    "    1/2 bbls.	3	3 1/2	38
"    "    kegs	3 1/2	3 3/4	.....
"    "    3 gal. pails, each.	1 50	1 50	.....
"    "    2 gal. " " "	1 20	1 20	.....
Honey	.....	40	.....
25-lb. pails	90	1 00	.....
88-lb. pails	1 20	1 40	.....
Molasses			
New Orleans	25	35	23
Barbadoes, new	40	41	29
Porto Rico	.....	38	42
Antigua	35	36	44
St. Croix	.....	.....	46

## CANNED MEATS

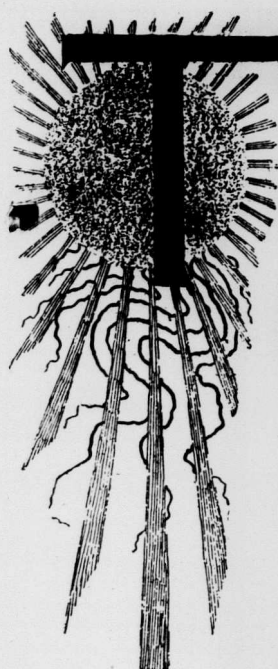
	Montreal.	Toronto.	St. John, Halifax.
Comp. corn beef, 1-lb. cans	1 45	1 85	1 60
"    "    2-lb. cans	2 65	3 30	2 85
"    "    6-lb. cans	8 25	11 00	8 25
"    "    14-lb. cans	20 00	24 00	19 50
Minced callops, 2-lb. can	2 75	2 75	2 60
Lunch tongue, 1-lb. can	3 00	3 90	3 00
"    "    2-lb. can	6 00	7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

## FRUITS

	Montreal.	Toronto.	St. John, Halifax.
Foreign—			
Currants, Provincials, bbl.	11	12	12
"    "    1/2-bbls	11 1/2	12 1/2	12 1/2
"    "    Filiatras, bbls	11 1/2	12 1/2	.....
"    "    1/2-bbls.	12	13	.....
"    "    cases.	12	13	12 1/2
"    "    1/2-cases.	13	12 1/2	13 1/2
"    "    Patras, bbls	.....	.....	12 1/2
"    "    1/2-bbls.	.....	.....	12 1/2
"    "    cases.	13	15	.....
"    "    1/2-cases.	13	15	.....
"    "    Campos	13	16	.....
"    "    Vostizzas, cases	13	14	.....
"    "    Dates, boxes	5	5	5 1/2
"    "    Figs, 10-lb. boxes	75	1 10	10
"    "    Mats, per lb.	.....	8 1/2	8 1/2
"    "    7 cr., 28-lb. boxes	.....	16	.....
"    "    1-lb. glove boxes	.....	8 1/2	10 1/2
"    "    Prunes, California, 30's	11	.....	10
"    "    40's	8 1/2	10	8 1/2
"    "    50's	8	9	8 1/2
"    "    60's	7 1/2	8 1/2	7 1/2
"    "    70's	7	7 1/2	6 1/2
"    "    80's	6 1/2	7	6 1/2
"    "    90's	.....	7	6
"    "    A's.	.....	5 1/2	9
"    "    B's.	.....	7 1/2	8
"    "    U's.	.....	6 1/2	7
"    "    French, 50's.	.....	5 1/2	.....
"    "    110's.	.....	4 1/4	4 1/2
"    "    Raisins, Fine off stalk	.....	8	9
"    "    Selected	.....	8 1/2	9 1/2
"    "    Selected layers	.....	9	10
"    "    Sultanas	11	13	11
"    "    California, 2-crown	7 1/2	8	8 1/2
"    "    3-crown	.....	9	10
"    "    4-crown	.....	10	11
"    "    seeded, 3-cr.	10 1/2	11	11 1/2
"    "    Malaga, Lon. layers	.....	1 50	1 85
"    "    Black baskets	.....	.....	1 80
"    "    Blue baskets	.....	.....	1 80
"    "    Dehesa clusters	.....	.....	2 75
"    "    Connoisseur clusters	.....	.....	8 00
"    "    Extra desert	.....	.....	8 75

## PROVISIONS

	Montreal.	Toronto.	St. John, Halifax.
Dry Salted			



# Tillson's Pan-Dried Rolled Oats

Substitution seems to be very popular just now. It is surprising the number of grocers that are selling inferior grades of Rolled Oats under the guise of Tillson's Pan-Dried. Samples of so called "Tillson's" Oats have been sent us by women who claim that they were bought for "Tillson's Brand" — the

sample and the original are as far apart as the sun and the moon.

Just what a grocer expects to gain by substitution is far beyond us — if he is not afraid of the ill-will of his customers he will certainly **gain that!** We can't stamp our Trade Mark on each individual flake, but we often wish we could. The grocer who keeps on substituting will sooner or later be found out. Our means of detection are better, stronger, surer than they ever were.

The Tillson Co'y, Limited  
Tilsonburg, Ont.

## COFFEE

Green—					
Mocha	24	23	28	25	30
Old Government Java	27	22	30	25	30
Rio	10	10	12½	12	13
Santos	10	11	14	11	14
Plantation Ceylon	29	26	30	29	31
Porto Rico	22	22	25	24	28
Gautemala	22	22	25	24	26
Jamaica	18	15	20	18	22
Maracaibo	13	13	18	13	15

## NUTS

Brazil	42	45	15	16	8½	9
Valencia shelled almonds	15½	16	14	13	15	15
Tarragona almonds	10	10	12	11	12	12
Fornegetta almonds	10	10	12	11	12	12
Jordan almonds	6½	8	9	10	9	10
Peanuts (roasted)	5½	7	7	9	9	9
" (green)	3 00	3 00	3 75	3 50	4 00	4 00
Cocoanuts, per sack	10	11	10½	11	9	10
" per doz	11½	13	14	9	12	12
Grenoble walnuts	10	11	10½	11	9	10
Marbot walnuts	8	9	9	9	10	10
Bordeaux walnuts	12	13	11	12½	9	10
Sicily filberts	12	13	10	11	10	11
Naples filberts	12	15	10	11	12	14
Pecans	20	21	25	30	.....	.....
Shelled Walnuts	.....	.....	.....	.....	.....	.....

## SODA

Bi-carb, standard, 112-lb. keg	1 65	1 80	2 00	2 25	1 70	1 75
Sai soda, per bbl.	70	75	80	90	85	90
Sai Soda, per keg	95	1 00	1 00	1 00	95	1 00
Granulated Sai Soda, per lb.	.....	.....	.....	1	.....	.....

## SPICES

Pepper, black, ground, in kegs	16	18	18	14	15	15
" pails, boxes	14	17	19	15	16	16
" in 5-lb. cans	15	17	19	12	13	13
" whole	26	27	26	27	24	26
Pepper, white, ground, in kegs	25	26	25	26	20	22
" pails, boxes	23	25	23	25	20	22
" 5-lb. cans	19	25	22	25	20	25
" whole	12	30	14	35	18	20
Ginger, Jamaica	25	30	25	30	25	30
Cloves whole	13	18	20	40	16	20
Pure mixed spice	25	30	25	30	25	30
Cassia	13	18	20	40	16	20
Cream tartar, French	25	24	25	20	22	22
" best	28	25	30	25	30	30
Allspice	10	15	13	16	16	18

## WOODENWARE

Pails, No. 1, 2-hoop	1 90	1 90	1 90	1 90	1 90	1 90
" " 4-hoop	2 05	2 05	2 05	2 05	2 05	2 05
" half, grained	1 75	1 75	1 75	1 75	1 75	1 75
" quarter, jam and covers	1 45	1 45	1 45	1 45	1 45	1 45
" candy, and covers	2 70	3 20	2 70	3 20	3 20	3 20
Tubs, No. 0	11 00	11 00	11 00	11 00	11 00	11 00
" " 1	9 00	9 00	9 00	9 00	9 00	9 00
" " 2	8 00	8 00	8 00	8 00	8 00	8 00
" " 3	7 00	7 00	7 00	7 00	7 00	7 00

## PETROLEUM

Canadian water white	17½	18	17½	17½
Sarnia water white	18	18	17½	18½
Sarnia prime white	20	20	16½	18½
American water white	21	21	18½	19½
Pratt's Astral (barrels extra)	.....	.....	18½	21

## Black— TEAS

Congou—Half-chests Kalsow, Moning Paking	13	60	12	60	11	40
Caddies Paking, Kalsow	17	40	18	50	15	40
Indian—Darjeelings	35	55	35	55	30	50
Assam Pekoes	20	40	20	40	18	40
Pekoe Souchong	18	25	18	25	17	24
Ceylon—Broken Pekoes	35	42	35	42	34	40
Pekoes	20	30	20	30	20	30
Pekoe Souchong	17½	40	17	35	17	35
China Greens—	.....	.....	.....	.....	.....	.....
Gunpowder—Cases, extra first	42	50	42	50	.....	.....
Half-chests, ordinary firsts	22	28	22	28	.....	.....
Young Hyson—Cases, sifted extra firsts	42	50	42	50	.....	.....
Cases, small leaf, firsts	35	40	35	40	.....	.....
Half-chests, ordinary firsts	22	28	22	28	.....	.....
Half-chests, seconds	17	19	17	19	.....	.....
" thirds	15	17	15	17	.....	.....
" common	13	14	13	14	.....	.....

Pingsneys—	.....	.....	.....	.....	.....	.....
Young Hyson, ½-chests, firsts	28	32	35	32	30	40
" " seconds	16	19	16	19	.....	.....
" Half-boxes, firsts	28	32	28	32	.....	.....
" " seconds	16	19	16	19	.....	.....

Japans—	.....	.....	.....	.....	.....	.....
½-chests, finest May pickings	38	40	38	40	.....	.....
Choice	32	36	33	37	.....	.....
Finest	28	30	30	32	.....	.....
Fine	25	27	27	30	.....	.....
Good medium	22	24	25	28	.....	.....
Medium	19	20	21	23	.....	.....
Good common	16	18	18	20	.....	.....
Common	13	15	15	17	.....	.....
Nagasaki, ½-chests, Pekoe	16	22	.....	.....	.....	.....
" Oolong	14	15	.....	.....	.....	.....
" Gunpowder	16	19	.....	.....	.....	.....
" Siftings	7½	11	.....	.....	.....	.....

## RICE, MACARONI, SAGO, TAPIOCA.

Rice—Standard B	3 20	3 30	.....	3 25	3 40	.....
Patna, per lb	4 25	4 50	4½	5	6	6
Japan	4 10	4 60	5½	6	6	6
Imperial Seeta	4 30	4 50	4½	5½	5	6
Extra Burmah	.....	.....	4½	4	5	7
Java, extra	.....	5½	6	6½	6	6
Macaroni, dom'ic, per lb., bulk	5	6	.....	7½	.....	.....
" imp'd, 1-lb. pkg., French	8	12	9	10	.....	.....
" " Italian	8	10	11	12½	.....	.....
Sago	8½	4	4	4½	5	6
Tapioca	4½	4½	4½	5	5	6



# Curious!! Why?

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

## KEEN'S

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

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

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

### Current Market Quotations for Proprietary Articles

October 25, 1900.  
Quotations for proprietary articles, brands etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

**BAKING POWDER.**

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	45
Pound tins, 3 doz. in case.....	3 00
oz. tins, 3 ".....	2 40
oz. tins, 4 ".....	1 10
lb. tins, 1/2 ".....	14 00
Diamond—	W. H. GILLARD & CO
1 lb. tins, 2 doz. in case.....	per doz 2 00
1/2 lb. tins, 3 ".....	1 25
1/4 lb. tins, 4 ".....	0 75

**IMPERIAL BAKING POWDER.**

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	10c.	8
3 "	6-oz.	"
2 and 3 doz.	12-oz.	"
2 and 3 doz.	16-oz.	"
1 doz.	2 1/2-lb.	"
1/2 and 1 doz.	5-lb.	"

**MAGIC BAKING POWDER.**

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	4-oz.	8
4 "	6-oz.	"
4 "	8-oz.	"
4 "	12-oz.	"
4 "	16-oz.	"
1 "	2 1/2-lb.	"
1 "	5-lb.	"

**JERSEY CREAM BAKING POWDER**

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

**BLACKING.**

CARR & SONS.	per gross
No. 2—1/4 gross boxes.....	2 70
No. 4—1/4 gross boxes.....	5 75
No. 5—1/4 gross boxes.....	8 00
<b>SHOE POLISH.</b>	
HENRI JONAS & Co.	Per gross.
Jonas'.....	\$9 00
Froments.....	7 50
Military dressing.....	24 00

**BLUE.**

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

**BLACK LEAD.**

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

**CORN BROOMS**

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

**BISCUITS.**

FREE, FREAN & CO.	
Metropolitan mixed.....	40 lb. tins 10c.
Florence Wafers.....	8 lb. tins 36c.
Venice Wafers.....	8 lb. tins 36c.
Florence Wafers.....	Small tins \$3.70 per doz

**CARR & CO., LIMITED.**

Frank Magor & Co., Agents.	
Cafe Noir.....	0 15
Ensign.....	0 12 1/2
Metropolitan mixed.....	0 08
Special price list of Fancy Tins for Xmas trade and other lines on application.	

**CANNED GOODS.**

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

**FRENCH SARDINES.**

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

**CHOCOLATES & COCOAS.**

Epps's cocoa, case of 14 lbs., per lb.....	0 35
Smaller quantities.....	0 37 1/2
<b>CADEBURY'S.</b>	
Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose.....	0 40
" " 1-lb. tins.....	0 42
" Nibs, 11-lb. tins.....	0 35 1/2

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

Chocolate—	per lb.
French, 1/4's—6 and 12 lbs.....	0 30
Caracas, 1/4's—6 and 12 lbs.....	0 35
Premium, 1/4's—6 and 12 lbs.....	0 30
Sante, 1/4's—6 and 12 lbs.....	0 26
Diamond, 1/4's—6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	1 00

**Cocoa—**

Homeopathic, 1/4's, 8 and 14 lbs.....	0 30
Pearl, " " ".....	0 25
London Pearl 12 and 18 " ".....	0 22
Beck " " ".....	0 30
Bulk, in boxes.....	0 18
Royal Cocoa Essence, pkgs., per doz.....	1 40

**Chocolate—**

FRY'S.	per lb.
Caracas, 1/4's, 6-lb. boxes.....	0 42
Vanilla, 1/4's.....	0 42
" Gold Medal " Sweet, 1/4's, 6 lb. bxs.....	0 39
Pure, unsweetened, 1/4's, 6 lb. bxs.....	0 42
Fry's "Diamond", 1/4's, 14 lb. bxs.....	0 34
Fry's "Monogram", 1/4's, 14 lb. bxs.....	0 34
<b>Cocoa—</b>	
Concentrated, 1/4's, 1 doz. in box.....	per doz 2 40
" " 1/2's, ".....	4 50
" " 1 lbs. ".....	8 25
Homeopathic, 1/4's, 14 lb. boxes.....	0 34
" " 1/2's, 14 lb. boxes.....	0 34

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

R. S. McIndoe Agent, Toronto.	
Mott's Broma.....	per lb. 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's).....	0 32
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 28
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 28
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21
Mott's Sweet Chocolate Liquors.....	0 19

**COWAN COCOA AND CHOCOLATE CO.**

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

**CHEESE.**

Imperial—Large size jars, per doz.....	\$8 95
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial Holder—Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
Paragon—Large size, per doz.....	8 25
" Medium size.....	4 50
" Small size.....	2 40
" Individual size.....	1 00

**BAYLE'S POTTED.**

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





THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

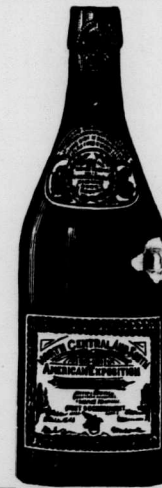
Manufacturers of the Celebrated

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.

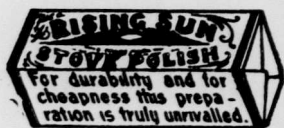


SOAP



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

STOVE POLISH.



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



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

STARCH.

EDWARDSBURG STARCH CO., LTD.

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

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

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

KINGSFORD'S OSWEGO STARCH.



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

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

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

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



TEAS.

SALADA CEYLON.

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



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c..... 0 19  
" 1/2-lb., " " " 0 20  
Blue Label, retail at 30c..... 0 22  
Green Label, " 40c..... 0 28  
Red Label, " 50c..... 0 35  
Orange Label, retail at 60c. .... 0 42  
Gold Label, " 80c..... 0 55

CROWN BRAND

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

"SNELLINGS PATENT."



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



Cases, each 60 1-lbs..... 0 35  
" " 80 1/2-lbs..... } 0 35  
" " 80 1-lbs..... }  
" " 120 1/2-lbs..... } 0 36



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

Blue Label, 1's..... 0 18 1/2 0 55  
Blue Label, 1/2's..... 0 19 0 25  
Orange Label, 1's and 1/2's... 0 21 0 30  
Brown Label, 1's and 1/2's... 0 28 0 40  
Brown Label, 1/2's..... 0 30 0 40  
Green Label, 1's and 1/2's... 0 35 0 50  
Red Label, 1/2's..... 0 40 0 60

TOBACCO

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

WOODENWARE.

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

Matches, Kodak, per case (200's) 9 boxes to packages, 47 packages to case..... 3 31

YEAST.

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

LICORICE..

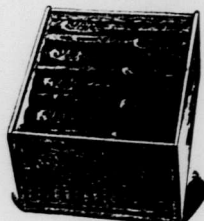
We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice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

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

YOUNG & SMYLIE

Established 1845.

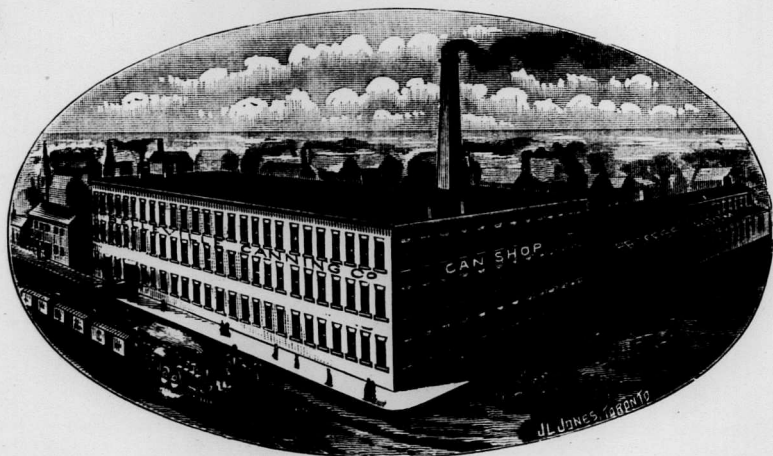
BROOKLYN, N.Y.



# Belleville Canning Co.

Trade Mark, "Queen Brand."

BELLEVILLE,  
ONTARIO, CANADA.



Packers of ...

*HIGH-CLASS FRUITS,  
VEGETABLES, MEATS,  
JAMS and JELLIES*

AS FOLLOWS:

- 3-lb. TINS—Apples, Tomatoes, Pears, Peaches and Plums.
- 2-lb. TINS—Sugar Corn, Peas, Wax Beans, Pears, Peaches, Plums, Strawberries and Raspberries.

**OUR SPECIALTIES**---Gallon Apples, Fruit Pulp, Tomato Pulp, Tomato Catsup, Boneless Chicken, Turkey, Duck, and Chicken Soup.

WRITE US FOR QUOTATIONS  
AND FULL PARTICULARS.

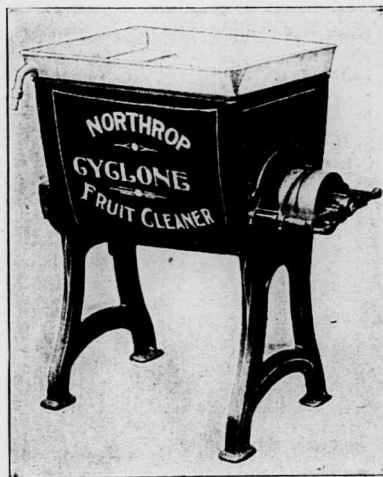
**ARE HANDLING CEYLON GREENS.**

The popularity of Ceylon green teas is still further evinced by the fact of another large package tea company having gone into that line. The Monsoon Tea Co., to whom reference is made, have every confidence that this tea will eventually be largely consumed in Canada. The business of this company has doubled during the past year, and they may be expected to do a large portion of the business in Ceylon green teas. The posters and signs which they are putting out in all the Canadian centres are striking advertisements. One in Toronto is 480 feet long, with the familiar figure of the Hindoo carved in relief, and 26 feet in height.

**UPTON'S MARMALADE.**

Among the products of this country that may be found in many foreign lands, Upton's marmalade must be given a prominent place, as it is looked upon as a leader in other countries just as much as in our own. Grocers are always glad to handle goods that give a fair profit and are not useful merely to "hold trade," so the marmalades, jellies, jams, etc., put up by Thos. Upton & Co. should receive particular attention, as they combine this quality with many others.

*The Cyclone Fruit  
Cleaner and Dresser*



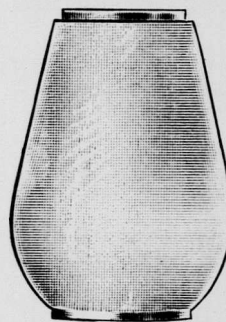
is built entirely of metal and is the most efficient, durable and yet simple fruit cleaner ever invented.

It will clean over 1,000 lbs. of currants per hour and leave the fruit with the natural bloom revived, the skins uninjured and apparently of a higher grade than before, ready for immediate packing or using in any form required.

Sole owners and patentees for Canada,

**NICHOLSON & BROCK,**  
TORONTO, - - - CANADA.

ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

**THE SYDENHAM GLASS CO.,**  
of WALLACEBURG, Limited.

**Oakey's** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

**'WELLINGTON'  
KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street  
MONTREAL**





# Seal Brand

The KING of Coffees.

Sold by over 25,000 grocers in Canada  
and United States. . . .

ALWAYS RELIABLE

ALWAYS UNIFORM

Avoid cheap imitations and counter-  
feits, which only destroy public con-  
fidence in the grocer. Seal Brand  
Coffee (in 1 and 2-lb. tins) delights  
the connoisseur and pleases the dealer.



**CHASE & SANBORN,**  
MONTREAL.



# CLARK'S CANNED MEATS



B

"GE  
"WI  
"SP  
"OC  
"HI  
"LA  
"BJ  
"TF  
Woo  
L

WHISKEY

XXXXXXXXXXXX

XXXXXXXXXXXX