

PUBLISHED  
EVERY  
FRIDAY

THE

CIRCULATES  
IN EVERY  
PROVINCE

# CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

**SELL  
ONLY  
THE  
BEST!**

These substantiate our claim  
that : : : : :

# Colman's Mustard

In Competition with the World  
we have received the

**Highest Awards  
Made . . .**

**IS THE BEST IN THE WORLD**



**PEEK  
FREAN  
& C<sup>o</sup>'S**

Twenty-One Prize Medals.  
Twenty-One Royal Appointments.

**Something Fine**

PEEK FREAN'S  
Celebrated

**Zellar Wafers**

THE CHOICEST DELICACY MADE.

Also a full line of their biscuits in tins and 40-lb. casks.  
(Casks free.)

CHAS. GYDE, <sup>20 and 22 St. Francois</sup> Xavier Street, MONTREAL

# Corn Brooms

- "GEM"
- "WIRE"
- "SNOW"
- "CORNER"
- "HEARTY"
- "LA BELLE"
- "BARBER"
- "TRAVELLER"

Wood, Bone, Metal, Silver and Plastic Handles  
Large Variety - Low Prices

# BROOMS

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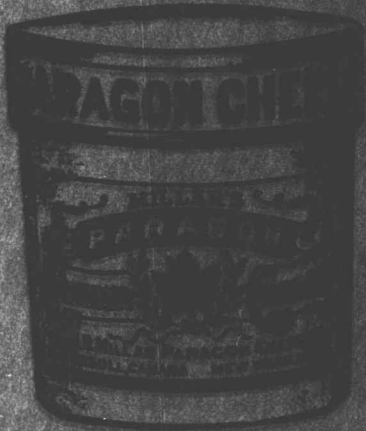
STANDARD BRANDS

# WHISKEYS

W  
H  
I  
S  
K  
Y

The B. A. Nelson & Sons Co., Limited  
57 1/2 St. John Street  
MONTREAL  
Toronto Branch: 100 King St. W. Wm.

# Corn Whisky



The most delicious milk  
who makes the  
eye of your child

# MILK

There is no other  
milk so good

A popular name—

# KHAKI BUTTER SCOTCH

package. Sale well with fair price.

# CANADIAN BUTTER

Are pure and wholesome. Made from best  
cream.

# EBENEZER SCOTCH



## They Stand The Test!

### “Hand-in-Hand” Brand Bi-Carb. Soda.

Let the unanimous verdict of the people count for more than whole pages of advertising space about the high quality of the “Hand-in-Hand” Brand of Bi-Carbonate of Soda. 98 50/100 of pure bi-carbonate of soda gives this famous Brand unequalled strength. The uniformity of the grade under every test, day in, day out for years proves the earnestness of purpose of the makers, The United Alkali Company of Great Britain. Don't forget to look for the brand of the Clapsed Hands on every package or cask of the genuine goods.

### The Home Dye “Maypole Soap.”

This famous Home Dye of the English people for years and years has won its way into the hearts of all Canadian women for the unequalled manner in which it “stands the test.” Aside from the brilliant, fadeless colors it yields, there is no mess or trouble in using it, because it washes and dyes at one operation. It attracts trade to a grocer's store—it pays him a good profit also. It is the Dye of highest quality. **Standard goods are best to handle**—“they stand the test.”

Arthur P. Tippet & Co., Agts.

8 Place Royale,  
Montreal.

23 Scott Street,  
Toronto.

# GET A GOOD HOLD ON YOUR CUSTOMERS' TRADE.

The Grocer who has the right kind of a hold on his customers' trade is the one who is wide awake to the fact that it is absolutely necessary to give satisfaction in the quality of the goods he sells—he does not sacrifice quality for what some grocers imagine to be profit—he knows that high quality begets success. That's the reason all wide-awake grocers should sell and recommend

## JONAS' FLAVORING EXTRACTS

BECAUSE OF THEIR HIGH QUALITY.

These Extracts embody the unequalled skill and experience of over thirty years in the making of Flavoring Extracts only. There are no richer, no stronger, no purer Extracts than JONAS'. They are the concentrated extracts of the fruits, flowers and spices they represent.

(We manufacture any flavor desired.)

Get a good hold on your customers' trade by selling them

## JONAS' FLAVORING EXTRACTS.

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MANUFACTURED BY

**HENRI JONAS & CO. - - MONTREAL.**

# Eleven Quick Days!

Time flies—we must be up and doing if we would win. A number of grocers have turned over a new leaf in the eleven quick days that have passed since New Years—they have sent in for trial orders of an assortment of a thousand or more of my Cigars, including one or two hundred each of

**Payne's "Pharaoh" and "Pebble" Cigars.**

Those "eleven quick days" have been used to good advantage by these grocers. They will have a better Cigar trade from now on than they have ever had before. They will hold their trade and they will make money right along in their Cigar Department just as a thousand other grocers are doing in Canada to-day.

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

# "Sterling" Brand Pickles



is the pickle of the new century. The new century grocer will see that he carries a full line of these goods, else he will count as a back number.

- Made of best-grown Canadian
- vegetables in Canada's
- largest pickle factory.

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

124-128 Richmond St. West,

TORONTO

# Success Will Follow!



The man who can get away from his own shadow is smarter than the rest of us—you'll agree to that. The word "success" stands out boldly in the shadow of the grocer who sells standard goods. You can't get away from it—it is fact not theory.

"Success will follow" the grocer who sells

## Tillson's Pan-Dried Rolled Oats

because they too are standard goods—as staple as flour and as well known. If you doubt it ask the most prosperous grocers in all Canada and let their answers stand for proof.

The Tillson Co'y, Limited,  
Tilsonburg, Ont.

W. H. GILLARD & CO.

Hamilton.

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

# FINE TEAS

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



## 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.

# A Sure Seller.



PINT AND HALF-PINT BOTTLES.

Sold by all Wholesale Grocers



## 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.

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

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VOL. XV.

TORONTO AND MONTREAL, JANUARY 11, 1901

NO. 2

## NECESSITY FOR PREVENTING LITTLE LEAKS IN BUSINESS.

**E**VERY grocer has at various times in his career received enough broad hints from his customers about the importance of conducting business honestly to assure him that there are few other things which have greater influence as a trade-winner. No business man of experience will attempt to deny this, but, like every other question,

### IT HAS TWO SIDES.

and a man to be honest all through must be honest with himself, as well as honest with his customers.

Many a failure has been caused and many a burden of debt has been carried for years because this fact has been forgotten. There can be no question about the value of giving honest weight and measure as a good advertisement for any store. This practice is admittedly one of the absolutely

### NECESSARY QUALIFICATIONS

for the permanent success of any business. It has its limitations, however, beyond which it is decidedly unsafe to venture.

There are many storekeepers, however, who act upon the principle of the sick man for whom minute doses of arsenic were prescribed, and he, finding a small dose helpful, thought that a large dose would cure him at once. He was buried three days later.

It is just the same with the grocer who, thinking good weight is an excellent trade-winner, gives an extra allowance

### TO MAKE DEAD SURE

that the people will say nice things about him, forgetting all the time how much he is

paying for their compliments, and wondering why a business as big as his does not pay more profit.

I am acquainted with a man who has conducted a large retail business for about 15 years. His store is located in a neighborhood which permits

### GOOD PRICES AND PROFITS.

His business, while not near so large as it formerly was, still amounts to about \$900 weekly, and always has been, with few exceptions, conducted as a cash business. At no time in his career has he been able to accumulate more than a very few hundred dollars in spite of the fact that himself, wife and two sons are all hard workers and live very simple lives.

Other men in the same business, conducted under similar conditions, have accumulated sufficient money to invest liberally in real estate, and a visit to the store of the man who has practically nothing for all his years of work, with the exception of his

REPUTATION FOR SELLING HONEST GOODS and giving extra heavy weight, will show that the manner in which he weighs his goods turns a large part of what should be his profit right into his customers' pockets, instead of his own, where it would be if he were honest with himself.

This man sells several hundred pounds of butter weekly, and when a piece would be cut for a customer I have repeatedly seen a lump that would weigh two ounces added to what was overweight without it.

When remonstrated with for giving such

weight, this man would reply that he considered doing so

### A GOOD ADVERTISEMENT;

it brought the people back, etc., never thinking how much wiser it is to do a comparatively small profitable business than a large unprofitable business.

How many grocers are there who have little leaks in their business which through being small are considered unworthy of attention, and yet if taken account of, would be found so very serious that the work of preventing them would be found highly profitable? It matters not how great the profits are on one or two lines of goods if other things are sold so carelessly as to be sold at unnecessary loss, and thus pull down the total

### PERCENTAGE OF PROFIT

which the business would show if everything were watched as it should be watched.

The best time to look for and put a stop to little leaks in a business is all the time. No matter how thoroughly they may be eradicated they will occur again and again unless prevented by constant care. Let every grocer add to his other New Year's resolutions one to the effect that during 1901 no new leaks will be permitted to occur in his business, and that everyone now to be found will be stopped thoroughly and quickly.—By John Joseph Quinn, in Grocery World.

### CREATING TRADE.

If a merchant were to close his store and suspend business every time trade lagged he would rightly be branded as a simpleton, remarks a contemporary. And yet in what essential would he differ from the advertiser

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

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

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

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

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

who stops advertising for the same reason? One sells goods by means of spoken words, and the other by means of printed; their object is identical. It should be plain to the crudest understanding that the time to bid most aggressively for trade is when trade seems most elusive. The alert store-keeper, instead of waiting for something to turn up, turns up something. He changes his window display and show cards, offers particularly tempting values, and employs every device suggested by a nimble wit to turn dullness into activity. He is bold and persistent, and therefore in most instances wins his way.

#### MAPLE SYRUP.

The Imperial Maple Syrup Co., Limited, of Vancouver, B.C., have established a branch at 88 Grey Nun street, Montreal, and Mr. John Christenson, the manager, hopes to revolutionize the maple syrup business of Ontario, Quebec and the Maritime Provinces.

There exists in these Eastern Provinces to-day a distinct prejudice against maple syrup refined and canned in factories. Much of this prejudice is well founded, but it will certainly not be so in connection with "Imperial" brand, for every can is guaranteed and if the customer is not satisfied the money will be refunded. The cans are sealed air-tight and will keep any length of time in any climate. Rosé & Laflamme, Montreal, will be the distributing agents.

It is a strange thing that to-day Canadian maple sugar is bought by Americans who pay a duty of 4c. per lb. taking it across, made into maple syrup and sent back into Canada, where there is an ad valorem import duty of 20 per cent. in force, and sold to Canadians. This is why The Imperial Maple Syrup Co., Limited, can sell good reliable maple syrup at prices 25 per cent. lower than those of American goods. The grocers of Canada can be assured that whatever "Imperial" maple syrup they may buy is made out of maple, not "brown," sugar.

#### THE TOMATO PACK OF 1900.

THE AMERICAN GROCER presents its twenty-first annual estimate of the tomato pack of the United States, showing a decrease of about 21 per cent. in the output of 1900 as compared with the pack of 1899, which was the largest on record.

Preparations were made for an extensive pack, but unfavorable climatic conditions in Indiana, Maryland and Virginia cut down the output. In Baltimore city the packing was about one-third the quantity put up in 1899, as peaches were more largely canned than had been the case before for many years. It is apparent that the pack of 1899 was so far in excess of requirements that it forced a carry-over great enough to overcome the decrease in the pack of 1900, and that present stocks are heavy enough to forbid trading for delivery in 1901 except in a moderate way in the West.

The pack by States, compared with 1899, is as follows:

	PACK BY STATES.	
	Cases, 2 doz.	tins each.
	1900.	1899.
Maryland	1,691,045	2,839,914
New Jersey	815,102	871,349
Indiana	629,536	827,413
California	553,536	508,240
Delaware	381,124	546,551
Ohio	233,697	248,519
Virginia, incl. W. Vir.	177,835	298,270
New York	201,371	158,206
Utah	202,351	125,000
Missouri	133,000	168,211
Illinois	102,481	144,115
Iowa	95,500	85,884
Pennsylvania	48,540	76,010
Wisconsin	58,300	53,580
Michigan	40,150	53,316
Colorado	30,500	38,550
Kansas	20,010	25,075
Nebraska	13,550	16,174
Connecticut	16,425	20,120
Kentucky	26,125	32,220
Other States	22,865	18,206
Total United States	5,495,093	7,154,923
Canada	354,500	250,000
Total U.S. and Canada	5,849,593	7,404,923

In the above table one dozen gallon tins are figured as the equivalent of three dozen No. 3 tins and three cases of No. 2 as equal to two cases of No. 3 tins.

The above report is based on the signed

returns of nearly all of the packers of the United States, which are accepted as correct, upon the assumption that no reputable packer will deliberately place his signature to a false statement.

The total pack compares with the output of the nine previous years as follows:

Year.	Cases of 2 doz. tins each.
1900	5,849,593
1899	7,404,923
1898	5,797,806
1897	4,149,441
1896	3,541,188
1895	4,194,780
1894	6,586,979
1893	4,635,183
1892	3,366,792
1891	3,405,365
Total for 10 years	48,932,050
Average per year	4,893,205
Average per year 1898-1900	6,350,774

During the 10 years 1891-1900, the population of the United States increased from 62,622,250 to 76,295,000—a gain of 23 per cent. Add to this the general improvement in trade and commerce, the greater prosperity of the people, extension of markets, and we have conditions warranting an increase in supply; but it is evident that the pack of 1899, following a large pack in 1898, was too heavy for requirements. If the pack of 1901 is kept down to the average of the three years 1897-1899, the situation should adjust itself.

#### MOLASSES TO SELL.

An important announcement appears in this week's issue of THE GROCER from Baird & Peters, the St. John, N.B., wholesale grocers, who are well known as large dealers in molasses. They have in large stock both Porto Rico and Barbados molasses for the trade coming on in a week or 10 days. As stocks in Canada are light and all goods will be needed to supply the consumers' wants, the trade should bear in mind that Baird & Peters are willing to supply goods in puncheons, tierces and barrels at low values. Prices and samples will be furnished on application.



## ALWAYS RELIABLE

Our British Grown Teas—Indian Empire Special  
and Empire Golden Tip Ceylon.  
These are our own registered brands.

*Lucas, Steele & Bristol, Wholesale Grocers, Hamilton.*

## Nice Fresh Teas

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

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

Japans to retail at 25c.

Young Hysons to retail at 25c.

Japans to retail at 40c.

China Blacks to retail at 20 and 25c.

Ceylons to retail at 25, 40 and 50c.

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

## JAMES TURNER & CO.

Wholesale Grocers.

HAMILTON, ONT.



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

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

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

WM. ROSS, Manager.



## Start the Century Right

AND KEEP

# Crown Blend Ceylon Tea

ALWAYS IN STOCK.

SOLE AGENTS

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

### A TRAVELLER'S CONTRACT.

**W**E have before us the copy of a contract made by a certain travelling man with a customer to whom he had just sold a bill of goods, upon which the traveller, while the ink was still wet, doubtless looked with admiration as expressing in the briefest possible form what he intended to say, but when it reached the credit man of his house, and particularly when the account became, as the credit man understood it, due, there did not seem to be so much reason for gratulation.

The clause of the contract relating to the time of payment read as follows:

The goods ordered herein to be settled by note due in two months from date of invoice; all on hand at end of two months to be credited on note given and new note given for like amount due in four months without interest.

Naturally enough, the purchaser, at the end of two months from the date of invoice, claimed four months more time on the goods remaining unsold; but this was not what the traveller had intended; he claimed that the note was to be due four months from the date of the invoice.

The question naturally arises, if that was what he meant, why did he not say so? The man who draws up a contract must cultivate the ability to detect, in forms of expressions which he is tempted to employ, other meanings than those which he

intended to put into them. If he makes an agreement providing for "payment in four months," he certainly ought to know that unless he is careful to state the beginning of the period very clearly the other party to the contract will claim the interpretation which is most favorable to his own interests.

It may be said that this is a question for the schoolmaster rather than for the credit man; that what is required is the ability to write good, plain, unmistakable English. That is exactly the point. The travelling man must cultivate that ability. If he missed the training while a schoolboy, he must make it up by extra care now.

A young Kansas lawyer has convinced himself that the decrease of business for lawyers is due to the increase in general culture; that men carefully trained in the schools are less likely to find themselves in a position where the advice or assistance of a lawyer is necessary than one who has not availed himself of such advantages. We think he is right. Certainly, the travelling man whose "mind's eye" is keen to detect the various constructions that may be placed upon an ambiguous sentence will find that the contracts made by him involve his house in less differences of opinion with the customers than will he who is content to write what he thinks will express his inten-

tion, and leave the credit man to fight it out.—Credit Man.

### OLD AGENCIES UNDER OLD NAME.

It is gratifying to be able to state that full arrangements have been made whereby Mr. C. H. Colson will be able to carry on the Canadian agencies which his father held up to his death in Montreal.

Mr. C. H. Colson left on December 1 for England, where he visited the factories of the firms which he represents here, chief among which are Crosse & Blackwell and James Epps & Co., and had the opportunity of seeing the manufacture and the preparation for sale of the goods in which he is interested. He had no difficulty in securing all his father's agencies. The business will be carried on under the old style, C. E. Colson & Son, and the reputation which the firm's name acquired in years gone by will not be injured by the infusion of younger blood.

Mr. Colson arrived home only a few days ago, landing at New York on December 27. Speaking of striking trade features there, he says there is one outstanding spirit pervading Great Britain's commercialism to day, and that is the wish to favor colonial trade. "Our sending the contingent to South Africa is the best advertisement Canada could have made," was Mr. Colson's conclusion to THE GROCER.



## Just As Physical Perfection

enables a man to defy the doctor, so the absolute perfection of Imperial Cheese enables us to defy all imitations.

For, while it is an easy matter to produce a package which resembles ours, the purity, rich flavor, and wholesomeness of Imperial Cheese can never be equalled.

**A. F. MacLAREN IMPERIAL CHEESE CO., Limited, TORONTO.**

We can sell you

# PRUNES

California and French—Full Range. Prices Right.

## THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.



### DISTRIBUTION OF SAMPLES OF SEED GRAIN AND POTATOES.

Editor CANADIAN GROCER,—During the past 12 years samples of those varieties of grain, etc., which have succeeded best on the several experimental farms have been distributed on application in 3-lb. bags, free through the mail, to farmers in all parts of the Dominion. The object in view in this distribution has been to add to the productiveness and improve the quality of these important agricultural products throughout the country, by placing within reach of every farmer pure seed of the most vigorous and productive sorts. This work has met with much appreciation and a large measure of success.

Under instruction of the Hon. Minister of Agriculture another distribution will be made this season. Owing to the very large number of applications annually received, it is not practicable to send more than one sample to each applicant, hence if an individual receives a sample of oats, he cannot also receive one of wheat, barley or potatoes, and applications for more than one sample for one household cannot be enter-

tained. These samples will be sent only to those who apply personally; lists of names from societies or individuals cannot be considered. The distribution will consist as heretofore of samples of oats, spring wheat, barley, field peas, Indian corn and potatoes.

Applications should be addressed to the Director of Experimental Farms, Ottawa, and may be sent any time before March 1, 1901, after which date the lists will be closed, so that the samples asked for may all be sent out in good time for sowing. Parties writing will please mention the sort of sample they would prefer, naming two or three different varieties of their choice. Should the available stock of all the varieties named be exhausted, some other good sort will be sent instead.

The samples of grain will be sent early, but potatoes cannot be distributed until danger of injury in transit by frost is over. No provision has been made for any general distribution of any other seeds than those named.

Letters may be sent to the Experimental Farm free of postage.

WM. SAUNDERS,

Director Experimental Farms.

Ottawa, December 27, 1900.

George E. Monroe, general merchant, River John, N.S., is dead.

### BRANCHING OUT.

Mr. Albert N. Reay, Board of Trade Building, Montreal, has just been appointed Montreal sales agent of the "Imperial" brand of vegetables and gallon apples, packed by the Kingsville Canning Co., of Kingsville, Ont. This firm has been successful in its efforts to put a first class article on the market, and its products have met with sufficient favor to warrant an increase in the factory's capacity before next season's packing commences. The management have decided on a more aggressive policy, and the establishment of a Montreal agency is only one feature of the comprehensive view of things that is being taken. The company is to be congratulated upon having such an enthusiastic representative as Mr. Reay. Since he was appointed agent he has opened out several samples of the "Imperial" vegetables and placed them before the Montreal wholesalers; all reports would indicate that the test was eminently satisfactory. Kingsville being, perhaps, the most southern town in Canada, its climate and soil impart a flavor and quality to its products not to be found in all canned goods.

J. F. Smiley, grocer, etc., St. Thomas, Ont., has sold out to Graham & Co.



A. F. MacLaren Imperial Cheese Co., Limited, Toronto. Selling Agents.

## UPTON'S

## Marmalade

UPTON'S  
MARMALADE

is quite the equal of any imported goods; and although superior to any other Canadian product, the price is as low as any on the market.

## Jams and

## Jellies

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**C**OAST mail advices state that last year the United States consumed 66,000,000 lb. of dried prunes. The balance of the crop went to Europe. This year all the prunes moved (46,000,000 lb.) have gone to the United States alone, the European market being practically unsupplied. The demand of the United States has therefore been nearly supplied, and it is naturally to be supposed that the European supply would move slowly.

### STOCK OF FLORIDA ORANGES.

Private mail advices from Florida orange sections are to the effect that the heaviest shipments of the season have been made and that conservative estimates of the crop remaining unshipped place the total at less than 200,000 boxes, out of a crop of nearly 1,200,000 boxes. Referring to the reports, a leading handler in New York, in an interview with *The Journal of Commerce*, in that city, said: "The Florida planter has this season made money, but the speculator has been badly left. A good many oranges were bought by speculators on the trees at, in some cases, as high as \$2 per box. With oranges selling down to present prices, it is clear that these \$2 per box purchasers are losing right along. The lesson will not be forgotten another year, when it is probable that most of the crop from Florida will be consigned, instead of sold f.o.b., as this season."

### THE PRUNE OUTLOOK.

Regarding prunes, *The Fruit World*, under date of December 29, says: "A large meeting of influential prune growers was held at San Jose this week to study the situation, and propose methods of relieving it. All united in the opinion that the situation is serious and the prospect gloomy. It was not a protest against the combine, nor did they think the association of the growers the cause of the conditions. The opinion was that more active steps should be taken by the president and directors to awaken the jobbers and consumers and increase the demand. It was determined to recommend to the combine management the following methods of spurring the jobbers to greater activity: To allow them a differential on orders according to size— $\frac{1}{8}$ c. for 10 cars,  $\frac{1}{4}$ c. for 25 cars and  $\frac{1}{2}$ c. for 50 cars. Many of the largest packers say that the jobbers of the East are hostile to the combine, and are taking this method of freezing it out. The banks and large packing firms are overloaded with loans on warehouse receipts. The association has only sold about 30,000,000 lb. out of the 125,000,000 lb. received, and has paid in dividends little over \$700,000.

Three quarters of the crop is in the warehouse, and an actual selling season has passed."

### THE PRICE OF CALIFORNIAN RAISINS.

A despatch from San Francisco says: "Outside holders are offering raisins at less than association rates. Jobbers have made lower prices for loose muscatels: 2 and 3-crown,  $\frac{1}{2}$ c.; 4 crown and unbleached Sultanas, 1c. Soft shell almonds, job, are 1c. less, and hard shell,  $\frac{1}{2}$ c. less."

### CANNED PEAS IN THE UNITED STATES.

With packers in general, interest is concentrating gradually on peas, for it is now evident that this article will receive special attention during the immediate months, at least in respect to future contracts in large amounts. As the fear of the pea fly has not yet abated, and as letters or correspondents show clearly that he is much in evidence in the ground and ready for spring work if he gets the opportunity, it puts the packer in a dangerous position when he comes to consider propositions for future contracts for green peas. Very few packers care to sell short if they have the pea fly to contend with, and it is stated that even up in Wisconsin growers are shy of putting faith in the spring crop. Of course, these conditions naturally cause buyers who desire to place contracts before the opening of the season, as they have no wish to be caught short on green peas, and if the pea fly should again get in his work very severely it would be decidedly to the advantage of the buyer who held heavy contracts with the packers. The further fact that corn and tomatoes are somewhat in the slump causes all parties to look towards peas as the next of the great staples in canned goods, and we anticipate there will be quite a large placing of future contracts for green peas during the next month.—*Trade*, Baltimore, Md.

### DRIED FRUITS IN LONDON.

The trade in dried fruits for home consumption has naturally been entirely suspended during the exceptionally-prolonged Christmas holidays. It is a matter for great congratulation for the market generally that the extremely heavy fall in the prices of the principal articles came early enough to supply the usual Christmas demand at no prohibitive increase over normal rates, and that, therefore, the statistical position has not been weakened by any great falling off in actual consumption as apart from distribution. At the moment, the attention of holders and dealers in currants and Valencias is concentrated on the export trade, which is distinctly active and well

distributed. It is abundantly clear that, practically speaking, all supplies of these goods required for foreign markets for the next eight months must be taken from England. Whether this demand will be sufficiently active to materially affect prices cannot at present be gauged, and in this connection it must not be forgotten that the growing crops of 1901 will have to be taken seriously into consideration long before present supplies are exhausted.—*Produce Markets' Review*, December 28.

### TEA IN NEW YORK.

The general report was of a gradually improving distributing business. Both the local and out-of-town trades were showing greater interest in the market, with the result that the orders received for lines were steadily increasing. In some instances, however, business was held in check, as buyers were a trifle low in their bids. Sellers generally held firm and declined to trade unless they obtained full quoted values. There was a moderate amount of interest shown in invoices, and sales were made of 1,000 packages old crop Formosa, and 300 packages Japan.—*New York Journal of Commerce*.

### THEIR TOKEN OF GOOD-WILL.

That the relations between the travelling staff and Wm. Dobie, general manager of E. W. Gillett's Canadian branch, are cordial was abundantly attested on Saturday evening last week, when the travellers called at Mr. Dobie's residence, 94 Wellington Place, and presented him with a specially engraved umbrella.

In thanking the donors for their gift, Mr. Dobie emphasized the fact that the travellers had been important factors in making the past year the most successful the Canadian branch has ever had.

On invitation of Mr. and Mrs. Dobie an adjournment was then made to the dining-room, where supper was amply done justice to by the knights of the grip-sack. The evening's proceedings were enlivened by choice selections by D'Alesandro's orchestra.

### A BIG GRAIN TRADE EXPECTED.

The erection of another million bushel elevator, at Portland, the Atlantic terminus of the G.T.R., is looked upon with favor by Midland, Ont., businessmen who consider that this will result in a great increase in the movement of grain through Midland, which has for years been the principal grain port of the G.T.R. on the great lakes. It is expected that the carrying trade between all ports on the north-western shores of the great lakes and Midland, which amounted to 12,000,000 bushels last season, will be increased to over 20,000,000 bushels next season.

**Confidence  
Begets  
Confidence.**

The grocer who buys his package tea as he does the rest of his stock—value for value—has in

**“KOLONA” PURE CEYLON TEA**

an asset fully worth the selling price on each package. He transmits his confidence to the consumer, his tea trade is thus won and held irrespective of extended publicity designed to force sales.

SIX GRADES, BLACK OR MIXED, RETAILING AT 25c, 30c, 40c, 50c, 60c, 80c.

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

IMPORTERS, BLENDERS  
AND PACKERS

 **TORONTO.**

#### HAMILTON GROCERS MEET.

The regular monthly meeting of the Hamilton Retail Grocers' Association was held on Wednesday evening. In the absence of the president, the chair was occupied by Vice-President Joseph Kirkpatrick. There was a good attendance.

The practice of giving calendars was discussed by several speakers, and a resolution was passed urging members to discontinue the practice.

The chairman, on behalf of the committee appointed to oppose the passage of the proposed by-law to put a \$10 license on stores selling coal oil, reported that the by-

law has been left for the new council to deal with.

C. H. Peebles and J. O. Carpenter were appointed a committee to report to the newspapers the correct price of the different articles of produce sold on the market, so that consumers would not get a false impression as to current market values.

The election of officers was left over until next meeting.

#### NEW FIRMS STARTING.

C. J. Leahy has started as grocer in Halifax.

Vair & Speer, formerly of Barrie, Ont.,

have opened a grocery and crockery store in Sault Ste. Marie, Ont.

David C. Jamieson has started as baker in Sarnia, Ont.

E. Demings has opened a grocery store in Stanley, N.S.

E. Keays has started as grocer, etc., in Carleton Place, Ont.

Hudson E. Holden has opened a general store in Shelburne, Ont.

S. E. Hue, jr., has opened a general store in Hawkesbury, Ont.

Venance Taillefer has started a general store in Hawkesbury, Ont.


G. S. McPherson & Co. have started as tea merchants, etc., in Halifax.

**STOCK-TAKING IS OVER** 

and as your stock of teas will be low, you, naturally, want to buy.

**The “OZO” Co., Limited,**

carry a complete line of teas that for value cannot be beaten; also the “OZO” brand of teas and coffee give the best of satisfaction.

MONTREAL 

**THE “OZO” CO., LIMITED**

# Keep on the Right Side

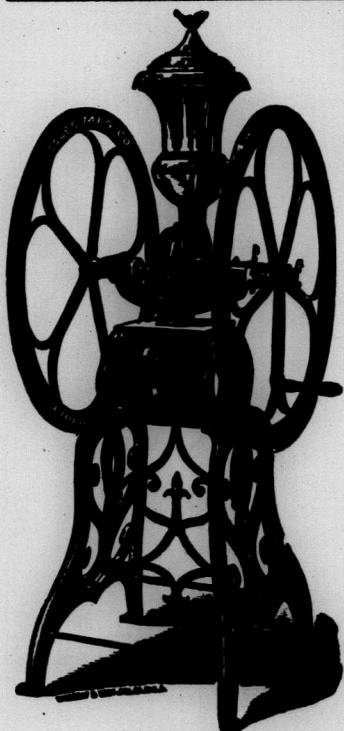
of a woman and that woman will continue to trade with you, *naturally*. Do you try your level best to keep a woman interested in you and your store? The grocer who sells Windsor Salt (especially to a woman who has never used it before) surprises that woman with its purity, whiteness and freedom in the package—*it never cakes*.

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

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

## Windsor Salt.

Leading Wholesalers Sell It.



## The Canadian Grocers Know

a good mill when it is presented to them.

They have taken up the . . .

## COLES COFFEE MILL

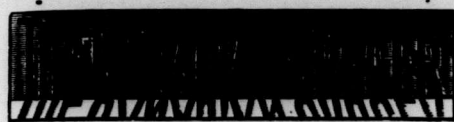
Because it saves them dollars in money and pounds of energy when they grind coffee. It works easily, grinds evenly, and is recommended earnestly.

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.

## VINEGAR

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



President,  
JOHN BAYNE MacLEAN,  
Montreal.

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

**CANADIAN EXPORTS TO BRITAIN.**

THE statistics for the year 1900, which have been compiled by the London, Eng., Board of Trade and which were issued this week, show that Canada's export trade with Great Britain continues to show steady development.

The three years preceding 1900 showed such a remarkable increase in exports of our food products that it was held by many that we would do well to maintain the volume of business done in 1899. Others were more optimistic, and expressed confidence in our ability to supply, and Britain's willingness to purchase, a still greater quantity of our produce.

The returns show that with the exception of butter and flour, which were not produced in as large quantity as in 1899, our exports show large increases.

Our exports of grains show increases of \$2,025,000 in wheat; \$2,045,000 in oats, and \$180,000 in peas. This more than compensates for the decrease shown in our flour trade, \$2,915,000. Our sales of cheese were \$3,925,000 larger than in the

previous year. This effectually offsets the loss in butter trade, which fell off \$2,365,000 in the year. Our sales of bacon and hams were \$2,290,000 larger than in 1899. Our exports of fish increased \$1,415,000. Of eggs, we sent \$275,000 more than in the previous year.

Apart from produce the only change of consequence was an increase in wood products. The sales of Canadian-sawn wood to Britain increased \$2,110,000 during the year, while our sales of wood pulp were \$655,000, and of hewn wood \$350,000 greater than in 1899.

**A CANADIAN AGENT WANTED.**

AT a recent meeting of the Bristol Chamber of Commerce, a letter was read from Mr. Savile Webb, urging that an effort be made to induce the Canadian Government to appoint an agent for that city. Mr. Webb, who is a member of the firm of Purnell, Webb & Co., Bristol, pointed out that the Council of the Chamber had, two years before, urged the Canadian authorities to make such appointment.

The Chamber concurred in the views of Mr. Webb and resolved to make another urgent request to the Canadian Government for the prompt appointment of an agent.

Trade between Canada and Bristol is growing, and a practical business man located there as the representative of Canada could do much towards still further developing it. A direct line of steamships has for some time been running between this country and that port.

The merchants of Bristol want the agent appointed, so that they can be kept informed as to tariff and other matters appertaining to Canada. But, useful as such an agent may be to the merchants of Bristol, he would be equally or more so to the business men in Canada interested in the export trade.

It is not necessary to dwell upon the importance of Bristol as a commercial centre. That is already well known. And that is all the more reason why there should be a speedy compliance, on the part of the Dominion Government, with the wishes of such an important body as the Bristol Chamber of Commerce.

**A STRONGER CURRANT MARKET.**

THE weakness which has characterized the currant market for some time appears to have reached its limit. There have been signs for some time that the week spell was about over. And this week a cable comes to hand reporting an advance of 1s. per cwt.

When the market in Greece began its downward tendency, after its extraordinary strength, no one appears to have thought that it would have declined to the extent it did. Prices are still equal to 1½c. per lb. below the figures at which the bulk of the importations were made, while, compared with the highest point touched, they will have to appreciate about 3c. per lb. before they will be the equal thereof.

It is the general opinion on both sides of the Atlantic that nearly all the currants of good quality are now in Great Britain. Naturally this should help to strengthen the situation.

**JAM AND BEEF FOR AFRICA.**

ANOTHER steamer, the fourteenth since the war broke out, will shortly leave for South Africa with supplies of Canadian products for the British soldiers.

The part of her cargo which will be of most interest to the grocery trade will be 14,000 lb. of jam and 25,000 lb. of canned corned beef.

The goods of this kind which have been sent to South Africa have, as far as we have been able to learn, given the best of satisfaction.

The steamer which is to take out the jam and canned beef will also carry, among other things, 1,100 tons of hay.

Since the war broke out the Canadian Department of Agriculture has expended for the War Office about \$1,000,000 in supplies.

It is to be hoped that in the time of peace, as well as in time of war, the War Office will be a purchaser of Canadian food products. At the same time those in Canada who are interested in the manufacture of such goods should not fail to do their part. If they are careless about looking for the trade, it cannot be expected that the authorities in Great Britain will be concerned.

## THOROUGHNESS IN BUSINESS MATTERS.

**T**HE importance of training for a commercial career is daily becoming more recognized. There was a time, and not very distant, either, when this was not so generally recognized as it is to-day.

Circumstances, we are told, alter cases. And the circumstances of to-day are such as to demand a higher state of efficiency in men intended for commercial careers than was the case even a decade ago.

To succeed in business men must know more than those whose places they are taking. "They must be up-to-date" as we commonly express it. Everywhere thinking men are preaching this doctrine.

In an address recently delivered in London, Eng., Sir Courtenay Boyle, K.C.B., permanent secretary of the Board of Trade, said that his experience was that in business there was as much technique to be learned, as much method to be acquired, as there was in any other of the spheres of life. There is no question as to the truthfulness of that statement. Of lawyers, of doctors, of skilled mechanics we demand knowledge in their respective vocations before we engage them. And if in such vocations, why not in that of business?

Of all vocations, there is none that calls for more intelligence, more practical knowledge, more executive ability than a commercial career. The business man must know when to buy, how to buy, and what to buy. He must be in a position to judge the quality of the goods he handles. He must be conversant with business customs and methods. In a word, he must be so well acquainted with the commercial machinery that he will know how to get the best results from it.

We have been passing through an age of drift. The most of us pick up a book to be entertained. To gather knowledge from it is often foreign to our thought. Our reading is consequently superficial. And it is the same, too often, in our daily vocation. We do not enter it with a determination to familiarize ourselves with it and thereby reach the highest rung in the ladder. We may desire to reach the topmost rung, but we do not care to climb there. We want to slide there, just as, when boys, we used to

slide down the stair bannister. We forget that sliding takes us down and not up.

But we are realizing this. And born of this realization is a desire to be Thorough. It is time, too, for in every community there is a search for the Thorough man.

## OVERSUPPLY OF DATES.

**P**ERSIAN dates are not at the moment in a satisfactory position, and there is nothing in the situation to allow one to hope for an improvement in the immediate future at any rate.

The situation in regard to dates is just the opposite to what it is in currants and raisins. In currants and raisins the supply is light; in dates it is heavy. New York is overstocked, some 200,000 boxes having been received at that port. With a view to relieving the situation there rather heavy consignments have been sent to the Canadian market. As this market was fairly well supplied, these consignments have not found a ready sale. It is said that there are in Toronto, Hamilton and London over 2,000 boxes unsold, to say nothing of what is in Montreal.

The merchandise that was taken into stock last century is not necessarily out of date.

## A PIONEER CHEESEMAKER DEAD.

It is not always the man whose life is of most practical value to a community whose praises are most loudly sung after his funeral. Though the township of West Zorra, Ont., was startled by the suddenness of the death of Hugh Matheson, of Spring Creek, his life or death excited little comment outside his own neighborhood.

Yet Canada owes to Mr. Matheson and men like him a deep debt of gratitude. More than a quarter of a century ago, when the manufacture of cheese in Canada was to all intents an experimental industry, he started making cheese at Spring Creek. He not only retained the confidence of his patrons, but kept thoroughly in touch with the possibilities of the industry.

The result of the efforts of Mr. Matheson

and others of his stamp is that to-day our exports of cheese amount to about \$20,000,000 annually.

## A TOURIST ATTRACTION SCHEME.

**T**HE energy of Mr. F. H. Clergue, of Sault Ste. Marie, appears to be as applicable to all requirements as it is tireless. Mr. Clergue has established various manufacturing industries in Sault Ste. Marie, he is developing iron mines in Northern Ontario, he is building a railway that will enormously facilitate the opening up of the country through which it will run, and now comes the announcement that next summer he will inaugurate two steamship lines in order to attract tourist travel to points on Lake Erie, Lake Huron, Lake Superior and the Georgian Bay. One route will be from Midland, via Parry Sound and Little Current, to Sault Ste. Marie, while the other will make its start at Toledo with the Sault as its terminus, calling en route at Detroit, Port Huron, Goderich, Kincardine, Southampton, Owen Sound, Collingwood and Parry Sound.

Indirectly, this all interests the merchants of the places to which these lines of steamships will bring passengers. Each year sees increased numbers of tourists attracted to points in Northern Ontario. Last summer, as we pointed out in a previous issue, the Grand Trunk Railway landed about 30,000 tourists at the Muskoka wharf. But, marked as has been the increase in the number of tourists attracted to that part of the country, the number would have been still greater had there been better hotel accommodation.

No doubt Mr. Clergue and those associated with him in his latest enterprise will take some steps to increase the accommodation for tourists. But the merchants at the points of attraction should interest themselves in the matter. Their shoulders are needed to the wheel. By, in season and out of season, urging the necessity of improved accommodation for travellers upon their fellow-townsmen they can do a great deal toward bringing about the improvements desired. Self-interest, if nothing else, should actuate them, for there are none that reap greater benefit from tourist travel than the merchants.



## A CALL FOR MORE STEAM.

SOME of the officials of the Intercolonial Railway should put on more steam and pull a little harder on the throttle or their system will stop altogether. This is the conclusion reached by many merchants who have had occasion to use the Intercolonial Railway service during the last few months. The reason is that it has been excessively, disappointingly and, in cases, expensively slow.

Accidents are bound to happen in the best regulated families, and some tardiness in delivery is excusable, but, when timely deliveries are the exception rather than the rule, there is need of an investigation into the principles on which the road is being run.

It is not only essential that freight should reach its destination, but also that it should reach it on time. If a railway company does not haul its freight in three times the length of time taken by an express company, then it is not providing reasonable accommodation. Judge the Intercolonial Railway freight service by that standard and one will not find it efficient.

The loudest complaints come from the Maritime Provinces where merchants have to rely on this one line entirely. The service this fall seems to have been execrable, and travellers who have toured through the country find that great dissatisfaction exists.

A merchant in Truro is reported on good authority to have entreated incessantly with the railway authorities to have a car, which had come into the station loaded with goods for him, moved into a position where the goods could be unloaded, but his prayers went unanswered for nine days and only on the tenth was the car shifted to where it could be approached.

We have heard of a case within the past month where it took more than a month to get a car of merchandise from Montreal to Moncton, N.B. We have been told that goods coming from Halifax to a Montreal agent were a month in transmission; this was just before Christmas, and, as part of the goods had to be sent to Vancouver, B.C., for the holiday trade, the agent was put to no small extra expense expressing stock that might have been freighted had

the Intercolonial given even fairly good service.

A Montreal grocery house sent goods to Halifax for the Christmas trade, but, occupying 10 days in transmission, they were too late, and their value was discounted. There is no doubt that such instances could be multiplied, for the line has been in a congested condition for months.

On Halifax particularly this poor accommodation is having an injurious effect, for importers are sending orders to England to have all goods sent by St. John or Portland. Any way appears to be satisfactory rather than that via Halifax.

A leading Montreal dry goods importer remarked to a representative of this paper not long since: "We must have goods as soon as we can get them, else they are out of style before they arrive. According to my reckoning it takes about twice the time to bring goods from Liverpool by Halifax that it does by Portland. I won't have goods come by Halifax any more."

All the fault of this does not lie at the doors of the Intercolonial railway, for the steamers to Halifax are slower than those to Portland. We grant that. But how does it come that goods landed off the Allan Line steamer at Halifax, as she is leaving her mail, do not reach Montreal till a week after goods that came by the same boat have arrived via Portland? Surely this is to be accounted for only by slow train service.

Just as the Intercolonial by its slow service is driving the local freight into C.P.R. cars, so is it encouraging importers to have their goods brought in by Portland rather than by Halifax. This is serious. Steam is needed somewhere. Is it in the offices or on the road?

## PACKAGE TEA AMALGAMATION.

An important change has just taken place in the affairs of two package tea concerns. It is the amalgamation of the Blue Ribbon and the Monsoon Tea Companies. The two brands of tea will hereafter be put up by the Blue Ribbon Company. The names of the brands will not be changed, neither will their characteristics.

"There are two distinct tastes for tea in

Canada," said a member of The Blue Ribbon Co., "one being for thick, rich tea, like 'Blue Ribbon,' the other for a delicate and highly flavored tea, like 'Monsoon.' 'Blue Ribbon' will be packed as formerly, while the demand for high flavored tea will be supplied by 'Monsoon.'"

## SUGAR 10C. HIGHER.

JUST as we go to press (Thursday) an advance of 10c. per 100 lb. is announced in the price of all refined sugars. This makes the price of standard granulated \$4 85 in Montreal for St. Lawrence and Redpath and \$4 80 for Acadia. In Toronto Redpath and St. Lawrence granulated are now \$5 03 and Acadia \$4.97 per 100 lb.

The advance is in sympathy with the higher prices in New York, and, as a further appreciation is looked for in the latter city, it would be well for the trade in Canada to watch the market closely.

## CANNERS IN CONVENTION.

THE members of the Canadian Packers' Association are holding their annual convention in Toronto this week. Business began on Tuesday with a meeting of the executive committee, and the convention proper opened on Wednesday.

The election of officers resulted as follows:

President—H. I. Matthews, Lakeport, reelected.  
Vice-President—S. Nesbitt, Brighton.  
Secretary - Treasurer—W. C. Breckinridge, Hamilton, reelected.  
Chairman of Executive Committee—W. Boulter, Pictou, reelected.  
Executive Committee—W. P. Innes, Simcoe; W. A. Ferguson, Delhi; D. Marshall, Aylmer; A. W. Hepburn, Pictou; J. F. Lalor, Dunnville.  
Auditors—S. P. Hagerman, Belleville; I. Howard, St. Catharines.  
Inspector—Thomas J. Doak, Hamilton.

The convention was continued yesterday, when a conference was held with representatives from the Wholesale Grocers' Guild. Last night a banquet was held in the Walker House, a report of which will appear in our next issue.

## A STANDARD FOR BLACK TEAS.

A Ceylon planter inquires if it is not about time there was a standard for black teas. He remarks: "Hardly a local sale now passes without there being sales of tea at 10c. per lb. or lower—teas that therefore can hardly pay for their packages, brokerage, samplage, and railfreight, let alone plucking and manufacture, expenses of general up-keep, and interest on original outlay. If a minimum of 18c. for dust and 20c. for whole leaf teas were fixed—teas not fetching this to be destroyed—a very great improvement in the general quality of these low grade teas would ensue."—Planting Opinion, Calcutta.

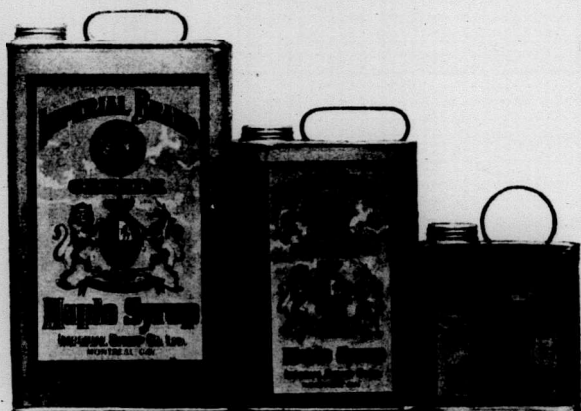
# 25 cents.

# "SALADA" Green Ceylon Tea

at this popular price is now on the market in lead packets. This sounds the knell of Japan Teas.

Drop us a Postal—We will gladly send you samples.

**SALADA TEA CO.,** 32 Yonge Street, Toronto.  
or 368 St. Paul Street, MONTREAL.



## Imperial Brand MAPLE SYRUP

The Standard from Ocean to Ocean.

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

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

### WOODEN PACKAGES

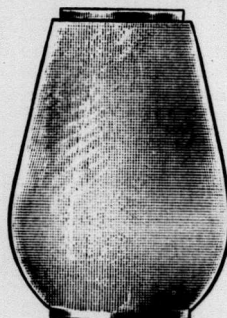
Suitable for Liquids in  
PAINTS, SYRUPS.  
PICKLES, OYSTERS, ETC.

Sizes 1, 2, 3 and 5 Gallons.  
Plain or finished wood.

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

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

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

## Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

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

## ONTARIO MARKETS.

Toronto, January 10, 1901.

### GROCERIES.

**B**USINESS is recovering from its usual holiday quietness. The travellers are all out on the road again, and wholesalers report a marked improvement in business. One of the lines which shows a decided improvement in the demand is tea. Coffees, however, are still quiet. In such lines of dried fruits as currants, Valencia raisins and prunes, business is fair. Spices are in moderate request. The higher prices on sugar in New York have stimulated buying locally, the expectation being that the Canadian market will follow that in the United States, where prices are 10c. higher. So far, however, there has been no change here. Syrups and molasses are in fair request, the only staple line which is really quiet is canned goods, in which very little business is being done. There are few, if any, changes in prices noted in any line. One of the most interesting features of the situation, as far as prices are concerned, is probably that of currants, which are cabled 1s. dealer. Payments at the moment are rather slow. The outlook for spring trade is generally considered bright.

### CANNED GOODS.

The situation in canned goods is without change. Business in canned vegetables is confined to small sorting-up orders at 80 to 85c. for tomatoes and 75 to 80c. for corn and peas. In salmon, the situation is without change, the demand being only limited. Very little is being done in canned meats. A little demand has been experienced during the past week for canned fruits, chiefly raspberries and strawberries. Raspberries are quoted at \$1.50 to \$1.75, according to weight of syrup, and strawberries at \$1.80 to \$2.

### COFFEES.

Business is still quiet with green Rio coffee still quoted at 9¼c. for No 7. Santos is still quoted at 10c. The outside coffee market is at the moment firm.

### SUGAR.

The feature of the sugar market is an advance of 10c. per 100 lb. in the price of the refined article in the United States. Locally, there has been no change, but the market is firm with the expectation that higher figures are likely to go into force at any moment. On the strength of this expectation there has been quite a little free buying on the part of both wholesalers and retailers. The London market is ¼d. higher on raw beet sugar and cane sugars are steady and unchanged in New York. Holders in Cuba are firmer in their views on account of the light stocks being held by American refineries. It is felt that the latter must soon make heavy purchases. Advices from New York indicate that a stronger market is expected for the remainder of the month, and buyers are urged to keep themselves fully supplied. The total United States consumption of sugar during 1900 was 141,000 tons in excess of last year. Of the total consumption of refined sugar the

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

American Sugar Refining Company, better known as the Trust, contributed 67.3 per cent. Locally, wholesalers report that the demand from the retail trade is good, several carload lots having been sold during the week.

### SYRUPS AND MOLASSES.

There have been some transactions from first hands in medium syrups and the wholesalers report a good demand both for sugar and corn syrups. In molasses only a small business is being done. Receipts of molasses in New Orleans are light and prices are firm.

### TEAS.

There is more inquiry here for teas of all kinds, so the representatives of shipping houses report. The situation has certainly improved. The heavy surplus held here is now pretty near exhausted, consequently buyers will have to look to the primary markets for nearly all requirements. There have been quite a few sales, but still trade cannot be called active. The retailers are also buying more freely, and business is more active than it has been for some time. There have been some good sales to the retail trade of low-grade Indian and

Ceylon teas, and there is an inquiry for good liquoring Young Hysons.

### SPICES.

Trade is fairly good for this time of the year, with the market for pepper, ginger and allspice fairly active. A cable received by The Pure Gold Manufacturing Company on Tuesday shows a strong market for pepper, and advises purchasers not to delay. This cable quotes Singapore black pepper at 6½d.; Tilicherry, 7d.; Penang white, 9¼d., and Singapore white, 9½d.; all quotations are c.i.f. According to present figures it would cost 14.90c. net to lay down Singapore black pepper on this market.

### FOREIGN DRIED FRUITS.

**CURRANTS**—The currant market has taken another upward turn, having advanced 1s. per cwt. in Greece, according to a cable received in Toronto this week. The demand locally has improved, and may now be termed fair. There is still a wide range in prices, and we quote Filiatras at from 10 to 11c.; Patras at 12 to 13c., and Vostizzas at 15 to 16c., according to quality.

**VALENCIA RAISINS**—The demand has improved a little, and is now fair. We quote standard brands of fine off-stalk at 8 to 8½c. per lb., with second grades at 7½c.; selected, 9 to 10c., with second grades at 8½c.

**CALIFORNIAN RAISINS**—We still quote: 2 crown, 8¼c. per lb.; 3 crown, 9¼c. per lb.; 4 crown, 10c. per lb.

**FIGS**—There is still a fair sorting-up demand for tapnet figs at 3½ to 4c. per lb.

**DATES**—There is not much doing and prices are unchanged at 4¼ to 5c. for Hallowees and 4½ to 4¾c. for Sairs. The supply of dates in Canada and in the United States is heavy.

**PRUNES**—A fair demand is being experienced, the kinds most wanted are French prunes and the Californian in the smaller sizes.

### GREEN FRUITS.

There is a good trade doing in oranges, lemons, and Malaga grapes. The favorite orange is the Californian navel, yet there is a good sale of Mexicans and Valencias. Jamaicas are \$1 lower, and are in light request. They are about cleared up. Messina lemons are 25c. lower, but since the decline the market has steadied. Bananas are selling fairly well. Some bunches are selling as low as \$1.25, but first-class stock is firm at \$2. There is an improvement in the local demand for apples

and some barrels have been sold above \$2.50, though the general quotation is \$1.25 to \$2. Malaga grapes are steady at last week's figures. Cape Cod cranberries are out of the market, and Ontario varieties are nearly all cleared out. There is a fair demand for sweet potatoes, and, as it is difficult to bring them here in good condition, the price is \$1 to \$1.50 higher than a week ago, the quotation now being \$5.50 to \$6.

#### COUNTRY PRODUCE.

**EGGS**—There are not many fresh eggs arriving, but a good movement of held and pickled is reported at steady prices. We quote 16 to 17c., for pickled, and 15 to 18c. for held.

**BEANS**—The market advanced to \$1.60 per bushel for hand-picked and \$1.50 for prime mediums before the close of last week. These prices have since been well maintained, and there is a fair business doing at that basis.

**HONEY**—There is not much doing, and prices are unchanged. We quote 10 to 11c. for extracted clover, and \$2.25 to \$2.75 for clover comb.

**DRIED APPLES**—There is little doing in a local jobbing way, but there seems to be a stronger feeling on the market. We quote 5 to 5½c. for evaporated and 4 to 4½c. for dried.

**POTATOES**—A fair trade is doing. Prices are steady. Cars on track, Toronto, are worth 33 to 34c. per bag, and small lots out of store are selling at 40 to 45c.

**POULTRY**—Deliveries are small and the demand moderate. Ducks and chickens are 10 to 15c. lower than last week. We quote as follows: Turkeys, 9½ to 10c. per lb.; geese, 7 to 7½c. per lb.; 40 to 60c. per pair for ducks and 25 to 50c. per pair for chickens.

#### BUTTER AND CHEESE.

**BUTTER**—The market has lost the advance of 1c. noted last week, and prices are the same as a fortnight ago. There is not much request for dairy pound prints. Choice dairy tubs are wanted, but few are offering. There is sufficient of all grades of creamery. We quote: Dairy prints and rolls, 19 to 20c.; best tubs, 19 to 20c.; second grade tubs, 17 to 18c.; lower grade tubs, 14 to 16c.; creamery prints, 22 to 24c.; boxes, 20 to 22c.

**CHEESE**—The demand is moderate. Prices are unchanged. We quote 11c. for early and 11½c. for late makes. Twin cheese are steady at 12c.

#### FISH AND OYSTERS.

The demand is moderate in most lines, though an improvement is noted in salted and prepared fish. Haddock is 1c. lower. British Columbian salmon has declined 2c. Finnan haddies are ½c. cheaper. Labrador herrings are 25c. lower. We quote as follows: Fresh fish—Codfish, 7 to 8c.; haddock, 5 to 6c.; red snappers, 11c.; British Columbian salmon, 12 to 15c. Frozen fish—Trout, 8c.; whitefish, 7½

to 8c.; perch, 4c.; pike, 6c.; sea herring (large), \$1.75 to \$2.25 per 100. Smoked fish—Finnan haddies, 6½ to 7c. per lb.; herrings, 15c. per box; ciscoes, 90c. to \$1 per 100; mild cured bloaters, 50 in box, \$1.40 to \$1.50; Labrador herrings, \$3.25 per half-bbl. and \$5.50 per bbl. Salted fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; whitefish No. 1, half-bbls., \$6.50; trout, half-bbls., \$5.50; green cod, No. 1, \$4.75 to \$5 per 200 lb.; small, \$3.75 per 200 lb. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb. Oysters—Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.25 per gal.; Baltimore selects, \$1.50 per gal.; New York mediums, 80c. per 100; New York selects, 90c. per 100.

#### GRAIN, FLOUR, BREAKFAST FOODS

**GRAIN**—A fair movement of Ontario wheat is reported at 63½ to 64c. on track outside for both red and white. Manitoba No. 2 hard is quoted at 91½c. Toronto, grinding in transit. There is a fair delivery of all grains on the local street market. Prices were as follows: Wheat, white and red, 70 to 70½c.; goose, 62½c.; oats, 30½ to 31½c.; peas, 62 to 63c.; barley, 42 to 46½c.; rye, 51½ to 52½c.

**FLOUR**—A fair movement is reported. We quote on track, Toronto (bags included), as follows: Manitoba patents, \$4.40; Manitoba strong bakers', \$4.15; Ontario patents, \$3.70 to \$3.85; straight roller, \$3.40 to \$3.60.

**BREAKFAST FOODS**—There is a good demand. We quote as follows: Standard oatmeal and rolled oats, \$3.30 in bags, and \$3.40 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4; cornmeal, \$2.75.

#### HIDES, SKINS AND WOOL.

**HIDES**—Prices are steady with little doing. We quote as follows: Cow-hides, No. 1, 7¾c.; No. 2, 6¾c.; No. 3, 5¾c. Steer hides are worth 1c. more. Cured hides are quoted at 8¾c.

**SKINS**—The market is dull with prices unchanged throughout. We quote as follows: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c. culls, 20 to 25c. Sheep are selling at 90 to 95c.

**WOOL**—A decline of 1c. is noted. The market is listless. We quote as follows: Combing fleece, 15 to 16c., and unwashed, 9½ to 10c.

#### MARKET NOTES.

Currants are cabled 1s. dearer.

Long clear bacon has declined ¼c. per lb.

Butter, both dairy and creamery, is 1c. per lb. lower.

Peppers are still appreciating in value in the primary market.

Jamaica oranges are \$1 per bbl. lower. Navels have declined 25c. Messina lemons are also 25c. lower.

Refined sugars are 10c. higher in New York, but so far no change has been made in Canada, although one is expected.

#### CONDENSED OR "WANT" ADVERTISEMENTS.

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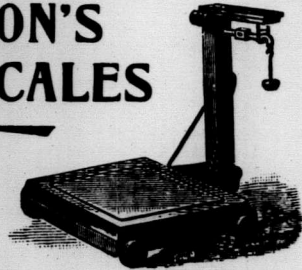
WANTED TWO SECOND-HAND CASH registers in good condition, one small suitable for candy counter, the other size suitable for grocery business. State particulars, price, etc. H. M., care Adg. Dept. CANADIAN GROCER, Toronto. (1f)

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Catalogue Free.



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Brooms, Brushes, Baskets  
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HAMILTON.

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

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Consignments Solicited.  
Highest Prices. Prompt Returns.

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## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

We are large dealers in EGGS and  
BUTTER. WRITE US.

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

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Telephones 2669 and 2641.

The  
**DAWSON** Commission  
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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, January 10, 1901.

#### GROCERIES.

THE grocery trade does not show much change from last week. Most lines are quiet, as is to be expected just now. The feature of the week is the strengthening tone of the refined sugar market, which advanced 10c. per 100 lb. in New York on Monday. An equal rise is expected here, and it may occur before this report reaches our readers' hands. Syrups are selling fairly well at the decline, and molasses are beginning to move. At the moment canned goods are slow. Foreign quotations on tapioca are higher. Although foreign dried fruits of all kinds are not moving actively, values are still being adhered to for good stuff. Valencia raisins seem to be the weakest article on the market, but the shading of prices is due entirely to the desire of some jobbers to clear out poor stocks. Retailers are timid buyers of this article. Evaporated apples have scored several points advance, being worth 5½ to 6c. on the Montreal market. Teas are in somewhat better inquiry again this week.

#### SUGAR.

The tone of the sugar market is strong. On Monday New York refiners marked prices up 10c. per 100 lb., but at time of writing Canadian refiners had not followed suit, and values quoted are \$4.75 for granulated and \$4.05 to \$4.65 for yellows. The accumulated strength in the market has induced some fairly heavy purchases this week. The raw sugar market is strong.

#### SYRUPS.

There are some fair amounts of syrups being distributed at the decline, but as yet there is no rush for goods. Corn syrup is worth 2¾c. in bbls., 2¾c. in ½-bbls., and 3c. in ¼-bbls., while corn syrup sells from 1½ to 2c. per lb.

#### MOLASSES.

It now seems to be the prevailing opinion that molasses will do no more than hold its own during the coming month for, though stocks are small, they are numerous. An ordinary demand is now being experienced. Our quotations are 41c. in single puncheons and 40c. in carlots.

#### CANNED GOODS.

We hear that some of the wholesale houses are cutting prices in canned vegetables, being eager to lower stocks. Except for sales induced by such measures, there does not seem to be much trading going on in canned goods. Standard brands of tomatoes are worth 87½c., while inferior packs sell as low as 80c. Corn is worth 80c., but we have heard that some houses are going lower. Peas are selling at 80c. to \$1.15, and beans at 82½c. Fraser River

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## The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD OHUM.

SEAL OF NORTH CAROLINA  
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CIGARETTES

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### ENGLISH AND CANADIAN MANUFACTURERS

desiring to place their goods on the Market of Western Canada, should communicate with

STEELE & TOMS,

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WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

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

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Manufacturers' Agent and Commission Merchant.

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

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Winnipeg Fruit Merchants.

## THE RUBLEE FRUIT CO.

LIMITED.

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

151 Bannatyne St., 12th St.,  
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Winnipeg Advertising Agents.

### ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

**The Roberts Advertising Agency,**  
WINNIPEG, CANADA.

red sockeye salmon is still ranging at \$1 60 to \$1.75 per dozen, and is slow at these figures. Fruits are experiencing a small demand.

## SPICES.

Ground spices are meeting with the usual demand. We quote: Nutmegs, 40 to 75c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, 15c.; cloves, 15 to 25c.; pepper, black, 15 to 20c., according to grade; white, 25 to 27c.

## RICE.

Tapioca is firm in primary markets. Locally a good demand exists for both rice and tapioca. We quote: B. standard, \$3 to \$3.10, and C. C. standard, \$2.90 to \$3. Tapioca in bags is selling at 4 1/4 to 5c.

## FOREIGN DRIED FRUITS.

CURRENTS — First-class Filiatras are worth 10 1/2 to 11 1/2c., with inferior grades selling as low as 9 1/2c. The demand is small.

VALENCIA RAISINS—Holders of slightly soured fruit are eager to clear and are looking for bids. Standard brands, finest off-stock, are quoted at 7 1/2 to 8c. Naturally the demand is limited this week.

DATES — Hallowee dates continue to arrive. They are now quoted at 4 1/4c. Layer dates are worth 4c.

FIGS—The low price of Comadre figs which have been selling at 3 1/4 to 3 3/4c. has spoiled the selling of the high-grade layer figs.

## NUTS.

The feeling in nuts this week is steady with a small trade passing. Shelled walnuts here are worth 23 to 23 1/2c.; unshelled, 11 to 12c.; Sicily filberts, 11 to 12c.; Jordan almonds, 35c.; Valencia almonds, 33c.; Tarragona almonds, 13c. in bags.

## TEAS.

A better inquiry has been noticed for teas this week, the travellers meeting with fairly good success in this line. The bulk of the business has been done in Japans, chiefly in the common grades; higher grades in new crop teas are also in some demand. All prices in Japan teas are strong and firm. China teas are quiet and there is little doing on the local market in India and Ceylons.

## GREEN FRUITS.

Trade has been quiet during the week. The only feature is the scarcity of Cape Cod cranberries which are now worth \$12 to \$13 a barrel. We quote as follows: Jamaica oranges, bbls., \$5 to \$5.50; Californian navels, first grade, \$3 50 to \$3 75; second grade, \$2.50 to \$3; Valencia oranges, 420's, \$4 to \$4 25; Jumbos, \$6.25 to \$6 50; 714's, \$5.25 to \$5.75; Florida, bright and russet, \$4; Messina lemons, 300's, \$2.25 to \$2.75; 360's, \$2 per box; bananas, firsts, \$2 to \$3.50 per bunch;

winter apples, \$2.50 to \$3.50 per bbl.; cranberries, \$12 to \$13 per bbl.; Spanish onions, \$2.25 per case and 90c. per small crate; chestnuts, 10c. per lb.; sweetpotatoes, Vinelands, \$4.50 per bbl.; new figs, fancy, 15c.; choice, 10 to 12c. per lb. in 10 lb. boxes; Malaga grapes, \$5 50 to \$7 per keg; Californian pears, \$4.50 to \$5; Catawba grapes, 19 to 20c. per basket; pineapples, 15 to 25c.; California celery, \$5 per case.

## PROVISIONS.

The figures for January 1, giving the stocks of lard held at the world's ports show the totals to be increasing but slowly, and it is evident that there will be no immediate break in the market. On January 1, there were 165,872 tierces held for consumption as compared with 128,539 tierces on December 1, 1900. Last year at this time statistics accounted for 279,443 tierces, which was small in comparison with previous years. The market for hog products is steady all around and a good local business has been done during the week. We quote as follows: Canadian short cut mess pork, \$18.50 to \$19.50; short cut clear, \$17.50 to \$18.50; extra plate beef, per bbl., \$12.50 to \$13.00; hams, 11 1/2 to 13 1/2c., lard, pure Canadian, \$2.10 per pail; refined lard compound, \$1.70 per pail; Snow White and Globe compound, \$1.60 per pail; cottolene, 8 3/4c. per lb. in tierces and 9 1/2c. in pails.

## FISH AND GAME.

A moderate demand keeps up for all lines of fish. Seasonable weather has improved trade, particularly in the West, where, in former years, when fish were more plentiful, large quantities were received direct from the Lower Provinces. There have been large arrivals of haddock, cod and herring, amounting in all to over 12 cars. We quote as follows: Fresh fish—British Columbian salmon, 10 to 11c. per lb.; haddock, 3 3/4 to 4c.; halibut, 10 to 11c.; whitefish, 7 1/2c.; pike, 4 1/2 to 5c.; dore, 6 to 6 1/2c.; mackerel, 10c. per lb.; first frozen herring, \$1.70 per 100 fish; smelts, 6c. steak cod, 4 1/2c.; tommy cods, \$1.25 per bbl. Salt fish—British Columbian salmon, No. 1, \$13.50 per bbl.; Labrador salmon, \$12.50 to \$13.50 per bbl.; green cod, No. 1, \$5.50 per 200 lb.; small, \$4 per 200 lb.; Loch Fyne herrings, \$1.05 per keg; Dutch herrings, 75 to 80c. per keg; No. 2 mackerel, \$10 per bbl.; 1/2's, \$5.50 to \$6. Smoked fish—Finnan haddies, 6 1/2 to 7c. per lb.; smoked herrings, 13 to 14c. per box. Prepared fish—Skinless cod, in 100-lb. cases, \$4 to \$4.25; dried cod, in 112-lb. bundles, \$4.75 per cwt.; boneless cod, in bricks, 5 to 5 1/2c. per lb.; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb.

## Toronto Fruit Merchants.

## Navel Oranges

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

Special values in Evaporated Apricots and Peaches.

**CLEMES BROS.,**  
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## NAVEL ORANGES

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

**LEMONS**—Car fancy Messinas.

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

**HUSBAND** Bros. & Co.

Telephone 54. 82 Colborne St., Toronto.

## Victoria Fruit Merchants.

From the Atlantic to the Pacific,

**OKELL & MORRIS'**

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

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

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

## Victoria B. C. Commission Merchants.

**PATTON & SONS**

Wholesale Produce

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Commission Brokers

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

Consignments Solicited.

Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

New Brunswick Lobster Cannery.

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

**W. S. Loggie Company,**

CHATHAM, N.B.

Limited

Game is somewhat weaker this week. We quote: Ducks—blue bills, 40c. per pair; red heads, \$1 per pair; black, 90c. per pair. Turkeys, 8 to 9c. per lb.; chickens, 7 to 8c.; fowl, 6 to 7c.; domestic duck, 9c.; pigeons, \$1.50 dozen; snipe, \$2.10 dozen; plovers, \$3.60 dozen; hares, 20c. per pair; wild geese, \$1.00; deer, 6c. Shell oysters—Choice malpecques, \$5 to \$6 per bbl., second grade, \$4 to \$4.50; Miramichi, \$3.50 per bbl. Bulk oysters, \$1.30 for Standard, and \$1.50 for selects.

**COUNTRY PRODUCE.**

**EGGS**—Under continued light receipts and good export trade, stocks of most all descriptions are getting into small compass. Western stock as they arrive are worth 20 to 21c.

**BEANS**—The market is firm. Primes are worth \$1.45 to \$1.50 in small lots and \$1.40 in large lots.

**HONEY**—The market continues quiet. White clover in comb is worth 14 to 15c., and white extracted, 10 to 10½c. Buckwheat honey in comb is 10 to 12½c., and extracted, 7 to 9c.

**Potatoes**—There is a firm feeling under a good demand at 45 to 47½c. on track, and 55 to 60c. ex store.

**EVAPORATED APPLES**—The feeling in evaporated apples is strong, the ruling figure for first-class fruit being 5¼c.

**FLOUR AND GRAIN.**

**FLOUR**—The market for flour is firm. We quote: Manitoba spring wheat patents, \$4.15 to \$4.35; winter wheat patents, \$3.60 to \$3.80; straight roller, \$3.15 to \$3.40; in bags, \$1.55 to \$1.65, and Manitoba strong bakers', \$3.80 to \$4.05.

**GRAIN**—We quote: No. 1 spring wheat, 76 to 77c. afloat; peas, 69 to 70c.; rye, 55 to 56c.; No. 2 barley, 49c.; oats, 30c.; buckwheat, 51½c.; corn, 47 to 48c.; barley, 48 to 52c.; No. 2, 39c.

**OATMEAL**—Although local trade is quiet we hear there is a lot doing for export. Local quotations are \$3.25 to \$3.30 per bbl. and \$1.57½ to \$1.60 per bag.

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

**HAY**—A good trade is being done in hay. No. 2 is worth \$9 to \$9.50. Clover brings \$8.50. No. 1 sells at \$10 to \$11.

**CHEESE AND BUTTER.**

**CHEESE**—There is still a very quiet feeling in cheese, and the market is unsettled. Large holders here are firm. Finest Western is worth 11 to 11¼c., and finest Eastern, 10½ to 10¾c.

**BUTTER**—The range of values is about the same as last week. Choice creamery is worth 22½ to 23c.; seconds, 21 to 22c.,

We are  
producing

# Canned Meats

that are positively unsurpassed in quality and appearance. All that skill, experience and money can do is done to make our products

When ordering  
it will pay you to  
specify

▶ **PERFECT.**

**CLARK'S**

Every Tin Guaranteed.

## MOLASSES

We have in stock

### EXTRA CHOICE PORTO RICO EARLY CROP BARBADOS

in Puncheons, Tierces and Barrels. Low prices on carload lots delivered at any point in Ontario and Quebec. Prices and samples furnished on application.

**BAIRD & PETERS, ST. JOHN, N. B.**

Largest direct importers of Molasses in New Brunswick.

## OUR REPRESENTATIVES

are now on the road with a full line of samples and revised prices, and will soon be with you. It will be to your advantage to await their arrival, as they have with them the best brush values on the market.

**BOECKH BROS. & COMPANY**

80 York Street - TORONTO.

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

(Wholesale Only.)

# S. H. EWING & SONS

— 96 King Street, MONTREAL

and Western dairy, 18 to 20c. Dairy is very scarce.

## LIQUORS.

An active trade has been done in liquors this week; in fact, they have been the most lively line on the market. Scotch and Canadian whiskies we quote as follows:

### SCOTCH WHISKIES.

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

### CANADIAN WHISKIES.

	In barrels per gal.
Gooderham & Worts, 65 O.P.	\$4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O.P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Sons	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
" Hiram Walker & Sons	2 20
" J. P. Wiser & Son	2 19
" J. E. Seagram	2 19
" H. Corby	2 19
Imperial, Walker & Sons	2 90
Canadian Club, Walker & Sons	3 60

	Less than one bbl. per gallon.
65° O.P.	\$4 55
50 O.P.	4 15
Rye	2 25

John Drew has opened a grocery in Harbor au Bouche, N.S.

## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., January 10, 1901.

THERE is much dissatisfaction, particularly among feed dealers, over the new rule of the railways to allow but three days free storage on flour, feed, etc., and 10 days when for export. It is almost impossible to handle feed and oats in bulk in this time. All these lines are often here much longer than three days before the dealer can get at the goods. It may be the old rule allowed too much time, and was by some abused, but the railway people have now gone to the other extreme. In business there are rather quiet times. There seems to be quite a general lower tendency to markets, except it be in grains. There is nothing in particular to note, though eggs have ruled higher than was expected, and beans have gone to high figures and are firm.

OIL—In burning oil, though the season of big demand is getting over, the market seems very firm. In lubricating oils, spring contracts are now being made. Prices show no change for some time, but they are not high. In cod oil, the high prices hold. The season for receipts may be said to be over. In paint oil, linseed seems weak, and rather lower prices for future rule. Turpentine is also rather easier.

SALT—The quantity of Liverpool coarse salt being received continues to be rather less than usual. Prices are held quite firm. Buyers are inclined to hold off, hoping for lower figures. This much affects present sales. Quite a full stock is held. In fine salt, a light business is being done. The quantity of rock salt moving is light. We quote: Liverpool coarse, 50 to 55c.; Eng-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 a fair steady sale. In vegetables, which are the chief sellers, particularly corn, peas and tomatoes, low prices are quoted. In salmon, prices keep quite high, but outside there seems a tendency to lower figures. In local canned fish, particularly herring, stock is light as compared with last year. Packers are already oversold. In haddies, the market is also strong. Sardines are quite plentiful. Fruits have a light sale at firm prices.

GREEN FRUITS—This is the quiet season. In apples, prices tend higher. There has been a good demand right along for good fruit. While quite a quantity have been received, there has been a great deal of poor stock. The output of good fruit in Nova Scotia has been limited this season. Shipments to England are lighter than usual. In oranges, the market offers a great variety. Valencias are large sellers. Owing to a short supply this week prices have kept quite high. Some fine fruit in Jamaicas is still offered at reasonable figures. Californias are dull. In lemons, there is a fair sale at even figures. Cranberries are a light stock. The few here are offered low. Season is over.

DRIED FRUITS—Business is quiet. In raisins, the market is dull. The season has not been a good one. This seems to be true at other American and Canadian points. Prices were too high early and consumption was small. In prunes, low prices rule. Evaporated fruits have some sale. In currants, the sale is all for cleaned. There is a light steady demand at full figures. Dates are in good supply, and are being sold low. There is a fair demand for package goods. Figs are dull. Evaporated apples, while rather higher, are not quite as firmly held. There is but limited sale. In dried, the local market is rather firmer, but reports from the West are not encouraging. Stock here is not large. In nuts, prices are still high, but the market is not a strong



one. The supply is light. In peanuts, best grades are higher.

**DAIRY PRODUCTS**—The hens are on strike. The supply has been light. Dealers have not been able to supply the demand, and prices have gone quite a little higher. In butter the local market is rather weaker. There is not a very active demand and Western butter has been received at rather lower figures. In cheese, while the stock is light, there is a tendency toward rather lower prices. Small cheese have some demand.

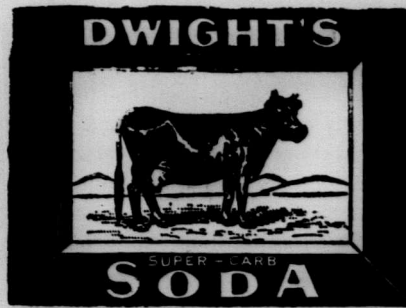
**SUGAR**—Prices are again lower, and the market is easy. Values are now very low. Particularly in granulated there is a good demand. With the low price of granulated yellows find little sale.

**MOLASSES**—The market is rather easy. Holders keep as strong a tone as possible, but the tendency is to shade. Buyers will only buy from hand to mouth. The outlook for new goods in the spring is low figures. These goods were too high last year for a successful season's business. In New Orleans some nice values are seen.

**FISH**—There is for dry cod a good steady sale at even prices. Stock is not large. In pollock, prices keep low, and little is doing. Pickled fish is high. Smoked fish is high and scarce. In finnan haddies there is a big business at the full figures. The steady cold weather has made a good frozen fish business, but no herring is seen. The receipts are cod and haddock. We quote as follows: Large and medium dry cod \$3.25 to \$3.50; small, \$2.00 to \$2.25; haddies, 4½ to 5c.; smoked herring, 11½ to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl., Canso herring, \$5.25 bbls., \$2.75 halves; Shelburne, bbls., \$4.50, halves, \$2.50.

**PROVISIONS**—In barrelled goods, the market is quite firm, particularly in pork. The sale is light. In lard, prices are rather easier. Sales are good.

**FLOUR, FEED AND MEAL**—In flour, there is a rather better business. Prices are rather higher all around. Ontarios keep far below Manitobas. In oats, the price is higher; also in oatmeal. Sales are not active. Feed shows little change. There is a good supply, and a fair business is doing. Beans are still advancing and are getting near the \$2 mark. In blue peas, the supply is light. The quality is but fair. Barley and split peas are firm. We quote: Manitoba flour, \$5.00 to \$5.15; best Ontario, \$3.90 to \$4.00; medium, \$3.75 to \$3.85; oatmeal, \$3.50 to \$3.65; cornmeal, \$2.20 to \$2.25; middlings, \$2.00 to \$2.10; oats, 36 to 37c.; hand-picked beans, \$1.90 to \$2.00; prime, \$1.70 to



**Awaken Rivalry . . .**  
 If you tell how Mrs. Smith, who uses Cow Brand Soda, makes beautiful bread and cakes, it will not be long before you have a run on your stock of  
**Dwight's Cow Brand Soda.**  
 John Dwight & Co., Toronto and Montreal.  
 Victoria, B.C. Halifax, N.S. St. John, N.B. Quebec, P.Q. St. John's, Nfld.

**IN STOCK, EXCELLENT QUALITY.**  
*Fancy Malaga Grapes,*  
*Fancy New Messina Lemons,*  
*Fancy Sweet Senora and Jamaica Oranges.*  
 Do not forget us with your orders, we have full lines, Nuts, Dates, Figs, Fancy Navel and Valencia Oranges arriving shortly.  
**Hugh Walker & Son, Guelph, Ont.**

**EPPS'S** GRATEFUL. COMFORTING.  
 IN ¼-LB. LABELLED TINS. 14-LB. BOXES.  
 Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.  
 In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

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**BAYLE'S "HIGH GRADE FOODS"**

**Bayle's Horseradish Mustard**  
 Per doz.  
 ½-lb. self-sealing jars, 2-doz. in a case, \$1.75  
 1-lb. self-sealing jars, 1-doz. in a case, 2.50

**Bayle's Tobasco Pepper Sauce**  
 Per doz.  
 2 oz. bottle, with metal cap and squirt, \$4.75  
 1-doz. in a box - 4.25  
 6-doz. in a case - 4.25

Agents: **ROBERT GREIG & CO. TORONTO.**

**PARAFFINE WAX "IN ONE POUND FOR CAKES"**  
**HOUSEHOLD**  
 USE, WASHING CLOTHES, IRONING, SEALING CANNED FRUIT, etc  
**QUEEN CITY OIL COMPANY, Limited**  
 SAMUEL ROGERS, President. TORONTO, ONT.

\$1.85; yellow-eye beans, \$2.60 to \$2.75; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$9 to \$9.50; yellow buckwheat meal, \$1.30 to \$1.40 per 100 lb.

## ST. JOHN NOTES.

T. Collins & Co. imported some choice New Orleans molasses this week.

A. L. Goodwin landed a large shipment of peanuts this week, bought before the advance.

THE GROCER regrets to report that Mr. Joe Marvin, traveller for W. Frank Hatheway & Co., is sick with typhoid fever.

Though spring is still quite in the future there is very interesting news in the air in reference to one of our prominent grocer brokers.

Among the hangers which have been sent out by the wholesale grocers this season that of H. F. Finley's is particularly appreciated. It represents the Canadians at Cronje's surrender.

The many friends of Harold Likely, formerly with Bowman & Angevine, were much pleased to see him after a three years' absence in the West. Mr. Likely returns to the West, where he is connected with Alex. Jardine, also of St. John, who is successfully interested in gold mining.

## MANITOBA MARKETS.

Winnipeg, January 7, 1901.

THE very cold weather of the past week, combined with the usual drop after the holidays, has made a very quiet week for wholesale men and jobbers. The weather has been the coldest of the season. The difference between Christmas and New Year's Day was nearly 35 degrees, and it got gradually colder, the lowest temperature of the week being 42 below. The weather, however, has again moderated.

LOUR—Demand has been fairly good throughout the week, and no change of price has occurred. Ogilvie Milling Co.'s Hungarian, \$2.10; Glenora patent, \$1.95; Manitoba, \$1.60; Imperial XXXX, \$1.20; Lake of the Woods, five roses, \$2.10; red patent, \$1.95; Medora, \$1.60; XXXX, \$1.20.

CEREALS—Market nominal in demand. Split peas, \$2.45; pearl barley, \$3.75 to \$4.00, pot, \$2.40; rolled oats firm at \$1.70 to \$1.75 per sack; standard and granulated, \$2.30; beans are firm at \$1.90 to \$2.00; cornmeal, \$1.30.

FISH—The market is somewhat better supplied, but only a small percentage of orders, so far, have been filled. Labrador herring are now quoted at \$4.20 to \$4.25, the half barrel; No. 1 mess mackerel, \$2.75 per 20 lb. kit; pure cod 7½c.; hake,

5½c.; fresh mackerel, 15c. per lb.; smelts, 8c.; shad, 12½c.; bloaters are scarce and hard to quote accurately. Few houses have any to sell. Finnan haddies are slightly more plentiful and there is a difference in quotations from various houses; 9 to 10c. is perhaps a fair quotation. If supplies come in more freely, it may go lower, but it is hardly likely to touch 8c. this season.

CURED MEATS—Market is firm with normal demand. We quote: Hams, 12½ to 13c.; breakfast bacon, 12½c.; breakfast backs, 11c.; dry salt long clear, 10c.; shoulders, 9½c.; smoked long clear, 11c.; backs, 10½c. Lard—\$2.20 for 20 lb. pails; \$6.50 for 3 lb. tins. For composite, market is very dull.

DRIED AND EVAPORATED FRUITS—Raisin market looks a good one for buyers just now, but it is questionable as to the amount of stock carried by the large Eastern and Southern houses. The majority of stocks of Denia fruit to arrive on this market have been unsatisfactory. There is an easier feeling as to price, but it is difficult to quote actual figures. Currants are weaker also, but indication points to an advance in the near future; 11¼ to 12c. is quoted, with cleaned at 13c. Evaporated apples are firmer and are quoted at 6¼ to 7c. Dried remain unchanged, but owing to high prices the demand is falling off. They are only from ½ to ¾c. under evaporated. Californian evaporated fruits are without change.

BISCUITS—There has been a general advance of 10 per cent. on fancy biscuits. In the chocolate varieties this is no doubt due to the advance in the first cost of chocolate, but just why other lines have advanced is not so clear.

COFFEE—A small shipment of Rio arrived, but not enough to satisfy demands and the market here is very firm at 10¼ to 11¼c.

SUGAR—There has been a decline of 5c. per cwt. on granulated sugars in sympathy with the New York market.

GREEN FRUITS—This market has been very quiet and without change of price in any line.

BUTTER—A fairly large supply of dairy is coming in, but the amount of really choice is limited. Jobbers are paying 16 to 18c. for the best grades according to the style of package. Inferior runs as low as 15c.

EGGS—Manitoba hens appear to be on strike. New-laid eggs retail at 45c. a dozen and the supply is very limited. Jobbers offer 20c. net Winnipeg for fall-gathered eggs.

## NOTES.

There is a good demand in Winnipeg just now for men for the bush.

The Manitoba Government dairy school opens for the season on Monday, January 7.

The N.C.T.A. gave a New Year dance to members and their wives on Monday night. About 40 couples were present.

Mr. H. M. Belcher, western manager for

The Gault Brothers Co., Limited, left this week for European markets.

Mr. I. W. Martin, manager of The Gurney Stove and Range Co., has gone to Chicago and other American cities on a holiday trip.

The various ice companies of Winnipeg are now busy harvesting their supply. Last winter was a bad season for ice, and, as the present one is unusually good, the ice being thick and clear, extra supplies will be put up. The annual ice consumption of Winnipeg is about 80,000 tons.

There are four assignments reported for the week: Morfit & Raincock, general merchants, Gladstone, to Newton & Davidson; T. Thorkelson, groceries and provisions assigned to C. H. Newton; Mrs. J. Lennis, men's furnishings, assigned to C. H. Newton, and J. Lennis, hardware merchant, Winnipeg, assigned to C. H. Newton.

The giving of trading stamps is a thing of the past in Winnipeg. The Winnipeg Trading Stamp Co., which was really a union of Winnipeg merchants to offset The Dominion Trading Stamp Co., are keeping their warerooms open this month and redeeming all books either in cash or in kind. Incomplete books are allowed for at the rate of 40c. for 100 stamps. The Dominion company are redeeming full books.

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

## Business For Sale.



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

H. N. RICH,

Ladners, B.C.

(2)

## BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

Oakville Basket Co.  
Oakville, Ont.

"CONDOR" TEA,  
JAPAN

MAD. HUOT'S  
COFFEE

"NECTAR" TEA  
BLACK

## THERE IS NO QUESTION

As to this being the best time to buy teas. We are three million pounds short of new crop Japan Teas, in Canada, compared with last year, and prices will have to make up for this shortage, as stocks are light. Indian, Ceylon and China Blacks are at rock-bottom figures, while China Greens are as low as they have been for some time, and the quality far above what was imported in previous years. Don't wait to place your orders until the scramble has begun. Prices will be higher—no doubt of it. Come now—it is the proper time. You can yet have good bargains. I have them. Try me.

1 quote Japan Teas . . . . 12 1/2 to 40c.  
1 quote China Green Teas . . . 12 to 40c.  
1 quote China Black Teas . . . 12 to 40c.  
1 quote Indian and Ceylon Teas 12 1/2 to 40c.


**TERMS:**

3 per cent.  
30 days.

I always select teas for their liquoring qualities, and even at the lowest prices I give you remarkably good teas.

*The Condor Japan XXXX* is going fast. Out of 1,000 half-chests only 225 are left. This speaks for its quality better than in words. Replenish your stock of this brand before it is too late.

I am closing out a few lines before stock-taking at what you may call ruination prices:

12 Bags Sun Brand Peanuts, to be fresh roasted, at - 7 1/2 c.  
37 Bags  Brand Peanuts, to be fresh roasted, at - 6 1/2 c.  
19 Bags Coon Brand Peanuts, to be fresh roasted, at - 5 1/2 c.

NET 15 DAYS.

A big cut on "*Royal*," "*Cook's Friend*," and "*Cook's Favorite*" Baking Powders. They all have to go for good.

ASK FOR SAMPLES AND PRICES. IT WILL PAY YOU.

WHOLESALE TEAS, COFFEES and SPICES.

**E. D. MARCEAU,** 296 ST. PAUL STREET — **Montreal**

## CANADIAN TRADE WITH JAPAN.

SOME valuable suggestions regarding Canadian trade in Japan are contained in a letter from Malcolm C. Fenwick, of Kobe, formerly of this country, to George Anderson, who, it will be remembered, visited the land of the chrysanthemum as Canadian trade commissioner a couple of years ago. Mr. Fenwick has had considerable experience in Japan in the commission business and writes of what he knows. He says that during the past season he has sold goods in the following lines:

**Foodstuffs** — Canned goods (fruits and vegetables), packing-house products (hams, and bacon), butter in tins and wood, condensed milk (sweetened and unsweetened), cheese (small full cream, about 9 lb., most popular).

**Dry Goods** — Suspenders, furs, cotton fabrics. There is a large market in woollen cloths, woollen underclothing, woollen blankets, Mr. Fenwick says, which he has barely touched.

**Sundries**—Soaps, perfumes, cosmetiques, for which there is much and constant demand; iron, nails, watches, watch cases, jewellery, cutlery, bicycles, guns, sewing machines, in each of which there is an enormous trade.

Mr. Fenwick quotes the present through rate of the combined railways and steamship companies connecting with the east, and says he presumes the Canadian divisions of these lines will conform thereto. R. H. Countess, San Francisco, is the agent, and the following the present tariff per 100 pounds:

	Per car.	Less than car.
Canned goods.....	\$ 90	\$1 50
Packing house products...	1 10	1 60
Piece goods.....	1 10	1 75
Machinery K. D. in pieces	1 00	2 50
Machinery K. D. in boxes.	1 00	2 00

The writer goes on to say that he receives a commission from the manufacturers on all goods, and usually gives the agency of a given product to a resident merchant, and then works up a trade through him by securing him orders. His idea of working up a trade for Canadian manufacturers is to secure a sample room temporarily in each port or large city, visited for a month or six weeks at a time periodically, and samples being displayed and advertisements published in the local papers, native and foreign. The Japanese are now making every effort to deal direct, and independent of the foreign commission merchant. Mr. Fenwick says if this were thought advisable, goods would have to be shipped against B.L. and freight paid by draft with order. This freight would also serve the second purpose of bargain money. He regards this as a popular scheme and one that would

help to secure a footing against American, English, French and German goods already established. Mr. Fenwick concludes with an expression of opinion that our Canadian railways, especially the Canadian Pacific, should be prepared to do something better for Canadian trade than the regular through rates quoted above.—The Globe.

## 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.

**T**HE Eby, Blain Co., Limited, carry an extensive stock of popular breakfast foods, including shredded wheat biscuit, grape nuts, Pillsbury's Vitos and Oat Food, Topeka Health breakfast food, Ralston Health flour and pancake flour, malt breakfast food, Quaker Oats, flaked rice, and a full line of the leading Canadian cereal products.

A full supply of fish is in stock with The Eby, Blain Co., Limited.

H. P. Eckardt & Co. are offering a fine red salmon at a low price.

Fall caught salmon trout is quoted at close prices, f.o.b. Midland, by The Eby, Blain Co., Limited.

Malt breakfast food is having a large sale, so H. P. Eckardt & Co. report.

"Imperial" maple syrup, in quart, half-gallon and gallon tins, is selling freely with The Eby, Blain Co., Limited.

A consignment of some fine new Japan teas has just arrived for H. P. Eckardt & Co.

L. Chaput, Fils & Cie. are giving some special values in blacks, Japans and green Ceylons to retail at 25c.

Labrador herring, in barrels and half-barrels, exceptionally fine stock, can be had from H. P. Eckardt & Co.

Bensdorp's Royal Dutch cocoa is reported by The Eby, Blain Co., Limited, selling agents for this market, as winning new customers every week, owing to its high quality and moderate price.

Laporte, Martin & Cie have just received two cars of No. 1, 1900 pack, Labrador salt salmon in tierces, barrels and half-barrels. These goods were ordered last June before the advance of 35 per cent. took place, and dealers will find it profitable to lay in their stocks for Lent from this supply.

The "Salada" Tea Co. are putting a 25c. green Ceylon tea on the market. This has long been looked for, but it was thought that at the prices which Ceylon greens were bringing it would be impossible to sell them to the consumer profitably at 25c. per lb. However, as is usual, the "Salada" Co. have surprised the trade.

L. Chaput, Fils & Cie are showing their customers samples of one of the finest shipments of imported delicacies ever offered in the Canadian market. They are Brusson's French pastes, comprising the best makes in vermicelli and macaroni, put up in 1-lb. packages. This firm has also received a car of Hallowee dates and a car of medium pearl and seed tapioca, which will be offered at close figures to clear before stock is taken at the end of January.

## COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee  
are the favorites with all grocers

THE COWAN CO., LIMITED, TORONTO

"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

STRATHROY

FINE SIFTED PEAS

Quality "unique." We purchased the entire 1900 pack. Order now before stock is exhausted.

WARREN BROS. &amp; CO.

TORONTO.

MALLAWALLA  
"The"  
50 cent  
TEA

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

Wholesale price, 35 cents—30 days.

F. R. PAGET &amp; CO.,

3 Rangoon Street, LONDON, ENGLAND.  
who would be pleased to negotiate with one or two wholesale firms as buying agents.Shredded Whole  
Wheat BiscuitFor sale by all  
Wholesale Grocers.

J. HEWITT, Agent

61 Front St. E., TORONTO.





# "TUSKER" Brand Ceylon Tea

Shipped by the

Co-operative Tea Gardens Co'y, Colombo

**AWARDED GOLD MEDAL**

at the Paris Exposition, 1900, being the highest award made for Teas.

WHOLESALE AGENTS

ROBERTSON, NICOLLE & CO., - Kingston  
 BOWMAN & ANGEVINE - St. John

	Montreal.	Toronto.	St. John, Halifax.		Montreal.	Toronto.	St. John, Halifax.
<b>COFFEE</b>				<b>PETROLEUM</b>			
Green—				Canadian water white	17½	18	17½
Mocha	24	23	28	Sarnia water white	18	17	17½
Old Government Java	27	22	30	Sarnia prime white	20	16	17
Rio	10	10	12½	American water white	20	17	18½
Santos	11	11	14	Pratt's Astral (barrels extra)	21	17	19½
Plantation Ceylon	29	26	30				
Porto Rico	22	22	25	<b>Black— TEAS</b>			
Gautemala	22	22	25	Congou—Half-chests Kalsow	18	60	12
Jamaica	18	15	20	Moning, Paking	17	40	18
Maracaibo	13	13	18	Caddies Paking, Kalsow	35	55	35
				Indian—Darjeelings	20	40	20
				Assam Pekoes	18	25	18
<b>NUTS</b>				Pekoe Souchong	35	42	35
Brazil	15	16	8½	Ceylon—Broken Pekoes	20	30	20
Valencia shelled almonds	42	45	22	Pekoe Souchong	17½	40	17
Tarragona almonds	15½	16	13	China Greens—			
Formegetta almonds	70	40	43	Gunpowder—Cases, extra first	42	50	42
Jordan shelled almonds	6½	8	9	Half-chests, ordinary firsts	22	28	22
Peanuts (roasted)	5½	7	9	Young Hyson—Cases, sifted	42	50	42
" (green)	3	00	3	extra firsts	35	40	35
Cocoanuts, per sack	11½	13	12½	Cases, small leaf, firsts	22	28	22
" per doz	10	11	11½	Half-chests, ordinary firsts	17	19	17
Grenoble walnuts	8	9	9	Half-chests, seconds	15	17	15
Marbot walnuts	12	13	12	" thirds	13	14	13
Bordeaux walnuts	12	13	12	" common			
Sicily filberts	12	13	12	Pingsueys—			
Naples filberts	12	13	12	Young Hyson, ½-chests, firsts	28	32	28
Pecans	12	15	13	" " seconds	16	19	16
Shelled Walnuts	25	30	25	" Half-boxes, firsts	28	32	28
				" " seconds	16	19	16
<b>SODA</b>				Japans—			
Bi-carb, standard, 112-lb. keg	1 65	1 80	2 00	½-chests, finest May pickings	38	40	38
Sal soda, per bbl	70	75	80	Choice	32	36	32
Sal Soda, per keg	95	1 00	1 00	Fine	28	30	28
Granulated Sal Soda, per lb.			1	Fine	25	27	25
				Good medium	22	24	22
				Good common	19	20	19
				Common	16	18	16
				Nagasaki, ½-chests, Pekoe	13	15	13
				" " Oolong	16	22	16
				" " Gunpowder	14	15	14
				" " Siftings	16	19	16
				" " Siftings	7½	11	7½
				<b>RICE, MACARONI, SAGO, TAPIOCA.</b>			
<b>SPICES</b>				Rice—Standard B	3 00	3 10	3 25
Pepper, black, ground, in kegs				Patna, per lb	4 25	4 75	4 50
palls, boxes	16	18	18	Japan	4 40	4 90	4 60
" in 5-lb. cans	14	17	19	Imperial Seeta	4 60	4 90	4 60
" whole	15	17	19	Extra Burmah			
Pepper, white, ground, in kegs				Java, extra		5½	6
palls, boxes	26	27	26	Macaroni, dom'ic, per lb., bulk	5	6	5
" 5-lb. cans	25	26	25	" imp'd, 1-lb. pkg., French	8	12	9
" whole	23	25	23	" " Italian	8	10	8
Ginger, Jamaica	19	25	22	Sago	8½	4	8
Cloves, whole	12	30	14	Tapoca	4½	4½	4½
Pure mixed spice	25	30	25				
Cassia	13	18	20				
Cream tartar, French	23	25	24				
" best	23	25	24				
Allspice	10	15	13				
<b>WOODENWARE</b>							
Palls, No. 1, 2-hoop	1 90	1 60	1 90				
" 3-hoop	2 05	1 75	2 05				
" half, and covers	1 75	1 70	1 75				
" quarter, jam and covers	1 45	1 20	1 45				
" candy, and covers	2 70	1 75	2 70				
Tubs, No. 0	11 00	8 50	11 00				
" 1	9 00	7 00	9 00				
" 2	8 00	6 25	8 00				
" 3	7 00	6 35	7 00				

*Users of China and Japan  
Teas are missing a good  
thing.* • • • • •

**CEYLON AND INDIAN  
GREEN AND BLACK  
TEAS**

Are sold by such firms  
as \_\_\_\_\_

**SALADA TEA CO.,  
BLUE RIBBON TEA CO.,  
LUCAS, STEELE & BRISTOL,  
AND L. CHAPUT, FILS & CIE.**

*British Teas for  
British People.*

## A CORNER FOR CLERKS.

By W. T. Robson.

FROM all over the country have come to me the most gratifying reports of the holiday trade. There is no doubt about it, we are, to-day, enjoying the most sound, substantial prosperity this country ever experienced. In agricultural, manufacturing and trade interests the year just passed has brought our nation to the front, as no previous year in her history.

The year upon which we have just entered is full of promise to us. The business of the country must increase. Individually we must improve our opportunities. Let us now, on the commencement of the New Year, do a little individual stock-taking. Wherein during the past year have we failed? What habit or weakness has been detrimental to our success? There is courage required in this kind of stock-taking. Many of our lives are shallow and barren, just because we never have taken time for serious reflection and thorough self-examination. As a young man, to young men, I believe many of our errors, and our greatest weakness is due to the fact that we do not think enough. To do this we must be alone, for sound mental digestion requires solitude. Too many of us are continually looking for fun and amusement and care little for mental improvement. Now, this is the stock-taking time. Let us know where we stand in our private life. Let us during this coming year do those things which help us mentally and morally. Look at things in a business way, either as an asset or liability; i.e., either helpful or hurtful. On the threshold of another year take stock of your life. Without hesitation face the facts in their entirety. This will prove one of the most wholesome acts of mental discipline to which any young man can possibly subject himself. Formulate, plan, and arrange your work and results are sure to follow.

Owing to the rush of holiday trade this department has been somewhat neglected. However, you all know that during the last two weeks anyone who is employed in a grocery store has very little time for anything but attending to customers and the general work of the store. My friends will, therefore, excuse delay in answering their various inquiries.

"Charlie." — Quotes from a former GROCER, where the statement is made, "According to a British Columbian paper 80,000 cases of dogfish have been packed on the Fraser River." He asks: What is

dogfish? Has it any resemblance to "cod-fish" or "mudcats"? And goes on to say that it will be a new thing to him to have a customer come in and ask for a can of dogfish. He ends his letter by saying: "I didn't want to be like the clerk who, when asked for a package of 'Cow' brand soda, inquired if their cow was sick. You see, if I don't get information on the start from the proper source, I might innocently inquire if this fish was for the dog."

I cannot speak of the quality of this fish, having never, to my knowledge, ate any of it. I have seen the fish, which is remarkable for its big head. This is the first season I have heard of it being packed to any extent. A friend of mine, who lives in British Columbia, tells some wonderful fish stories regarding the run of these fish. Speaking of a certain river there, he said it was full of dogfish during the run, so full he walked across the river on them without getting wet. I simply give you this as I have been told, to illustrate what they can do in the way of a fish story out West. Those who have used this fish say it resembles salmon, and that much of it will be sold as cheap salmon. We shall be pleased to hear from some of our British Columbian boys re this fish.

"R.B.J.K." and others. Your holiday greetings are cordially reciprocated.

"C.J."—Your wages you will get from the assignee. Send your account to him.

"B.B."—Is going to a town to work, and wants to know if a hotel is not better than a private boarding house.

There are hotels, and they differ; there are private boarding houses, and they also differ very much. There is one thing in the latter's favor, and that is they are generally cheaper—a very important point to most grocery clerks. Then, again, the influence of the average hotel on most young men is detrimental. The habits of frequenters and company will not be helpful to him. I am speaking now in a general way. Many young men are boarding in hotels and have resisted this influence. A young man making his abode in a family home finds his moral anchorage exempt from that strain which usually exists in hotels. For this reason, every young man not able to live in his own home is fortunate if he can find the nearest approach to one—that is, to become a member of the household of a private

family. The daily contact, no matter how meagre, with a home is salutary, and develops a manly character.

"A. J." writes: "Don't you think customers are getting more easily drawn from one store to another than they used to be?"

Yes, they are. It devolves upon the clerks by all possible attention and courtesy to retain trade. The buying public is certainly becoming more sensitive. A merchant by neglecting his stock and customers will lose trade faster to-day than ever before. Now, this fact makes good men behind the counter more valuable than in former years. Clerks in the old days did not pay such strict attention to personal cleanliness and all the other important requirements of a successful salesman of to-day. No man can ever hope to "know it all" regarding his business. Changes come so fast nowadays that every man has constantly to be alert to adapt himself to conditions, and it is to us all a great help to be able in this way to interchange thoughts and ideas. In this respect this "corner" has been very helpful to me.

"F.W."—You are making a mistake by leaving your present situation for the city. I know something of the dreary work and drudgery of a country store. Nevertheless if you are doing fairly well where you are and your prospects are at all encouraging, do not throw away what you have for an uncertainty. "Fields look green at a distance" is an old saying and so many young men in the rural districts hear only of the successful young men in a city, then they too must go there. Then it is they find out the hundreds in every city who would be so much more comfortable were they back in the country again. The training you are now getting is valuable. Understand the business you are now engaged in before you move. Don't be impatient—your worth will be recognized. It may be long to you in coming, but in the end you are bound to be rewarded.

### COULD NOT DO WITHOUT IT.

John McCorvie and J. D. McKerrall, who formerly carried on a grocery business in Chatham, Ont., under the style of McCorvie & McKerrall, are both conducting business in their own names. Mr. McKerrall continues in the old stand. Mr. McCorvie has opened out in the I.O.O.F. building, King street. Mr. McCorvie in sending in his new subscription to THE CANADIAN GROCER, writes: "I have experienced pleasure and profit in reading the useful information contained in THE GROCER, and could not think of doing business without the aid of its columns."

### PERSONAL MENTION.

Mr. D. Stewart, of D. Stewart & Son, general merchants, Thistleton, Oat., was in Toronto on Wednesday on business.

Mr. Chaput, of L. Chaput, Fils & Cie., Montreal, has retired from the board of directors of Banque D'Hochelaga, on account of ill-health.



# Teas . . Teas . . Teas

THE BEST CHANCE YOU EVER HAD TO MAKE MONEY.

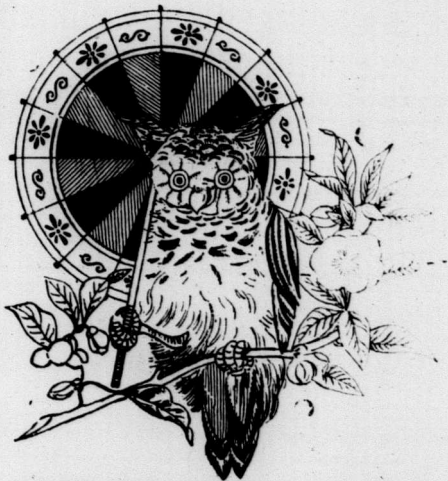
We want to unload before stock-taking, and we are prepared to give you great values at very close prices.

It is all very well to talk, but we mean business.

Our leader, the **Owl Chop Japan, No. 100**, is a standard and hard to beat.

Our **Owl Chop Ceylon Teas** in packages are really the best value for your money—they are pure, strong and wholesome.

ALSO THESE WELL-KNOWN BRANDS :



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



**BEAVER, A1, Nos. 2, 3.**

**THESE TEAS  
ARE WELL  
KNOWN  
ALL OVER.**

They will please your best customers, because they are the finest teas imported. Their reputation is second to none. Our stock is large and well assorted.

Do not hesitate to try a few packages.

Ask for our prices and samples.



**RAJAH BLENDS, Nos. 1 and 2.**

The finest blend put up in fancy tins, 10 30 and 60-lbs. They will be agreeable to the high taste of the connoisseurs. Nothing but the best.

**They Are Leaders.**

**We Are Sellers.**

## L. CHAPUT, FILS & CIE.

Wholesale Grocers and Tea Importers.

**Montreal.**

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**H**UNTER & CO., (Morton E. Hunter) general merchants, Morewood, Ont., have assigned to Francis Elliot.

F. D. Ramsay & Co., general merchants, Chesley, Ont., have compromised.

Assignment has been demanded of Gustave Trudeau, grocer, Montreal.

Cyprien Primeau, general merchant, St. Urbain, Que., is offering 25c. on the dollar.

Joseph Lamontagne, grocer, Montmorency Falls, Que., is offering 50c. on the dollar.

Romain Boursier, general merchant, Lefavre, Ont., is offering 30c. on the dollar.

H. A. Brouse, wholesale and retail fruiterer, Ottawa, is offering 50c. on the dollar.

The Hyde Trading Co., general merchants, Hyde, N.W.T., are asking for an extension.

H. Duchesneau, general merchant, Pointe Claire, Que., has compromised at 25c. on the dollar.

D. Ticker & Co., general merchants, St. Cyrille de Wendover, have assigned to V. E. Paradis.

The estate of John Verret, general merchant, Becancour, Que., is offering 50c. on the dollar.

D. McLeod Vince has been appointed assignee of C. H. Taylor, general merchant, Hartland, N.B.

A statement of the affairs of L. A. Dion, general merchant, St. Eustache, Que., is being prepared.

Lamarche & Benoit have been appointed curators of A. D. Denis, general merchant, Farnham, Que.

J. McD. Haines has been appointed curator of J. J. Vipond & Co., wholesale fruiterers, Montreal.

A meeting of the creditors of Alex. J. McDonald, general merchant, Seaside, N.S., has been held.

J. Boydell & Co., general merchants, Robinson, Que., have assigned, and a meeting of their creditors has been held.

E. Christie, general merchant, South Mountain, Ont., has assigned to J. K. Allen, Kemptville, Ont., and a meeting of his creditors will be held on January 11.

PARTNERSHIPS FORMED AND DISSOLVED.

Partnership has been registered by Leclerc & Frere, grocers, Montreal.

Labelle & Frere, grocers and liquor dealers, Montreal, have registered partnership.

Pinder & Kenzie, general merchants, Dutton, Ont., have dissolved, D. M. Kenzie continuing.

Angus McNeil and T. J. McKinnon have registered new copartnership under the

style of A. McNeil & Co., grocers, etc., Sydney, N.S.

Morrow Bros., general merchants, Portage la Prairie, Man., have dissolved, Albert Morrow retiring.

DeWolfe & Lamont, grocers, Kentville, N.S., have dissolved G. DeWolfe retires, and R. H. Lamont continues under the old style as sole proprietor.

SALES MADE AND PENDING.

T. D. Baker, grocer, Lewisville, N.W.T., has sold out.

Lawther & Co., general merchants, Russell, Man., are selling out.

Rotz & Co., grocers, etc., Blenheim, Ont., will sell out by auction on January 14.

G. J. Keough, grocer and liquor dealer, St. John's, Nfld., is selling out by auction.

The stock of A. M. Wilson, general merchant, Barrington, N.S., has been sold by sheriff.

Kent & Humphrey, fruit and confectionery dealers, Hamilton, have sold their James-street branch to Charles Hamilton.

CHANGES.

McGregor & Co., grocers, etc., Carleton Place, Ont., have retired.

Mrs. Martha Glover, grocer, etc., Trail, B.C., has retired from business.

E. S. Plum, tobacconist, etc., Greenwood, B.C., has retired from business.

D. Anthony, confectioner, etc., Cumberland, B.C., has sold out to Mrs. Woodhus.

Harris Bros., confectioners, etc., Victoria, have sold out by auction.

E. A. Baker & Co., flour and feed dealers, have been succeeded by Charles Gass.

E. McCarthy & Co., general merchants, Condie, Man., have sold out to George H. Brown.

A. J. Ford & Co., general merchants, Woodham, Ont., have sold out to W. E. Doupe.

A. J. Lazenby, gristmill, Belle River, Ont., has been succeeded by Charles Renaud.

Anderson & Merrick, general merchants, Oakville, Man., have sold out to Alex. B. Dalzell.

Robinson & Co., general merchants, West Lorne, Ont., have sold out to P. J. Lindenman.

C. H. Clements & Co., general merchants, Aylesford, N.S., have sold out to Caldwell J. West.

John A. O'Brien, baker and confectioner, Hamilton, Ont., has been succeeded by Geo. Knapman.

Wm. O'Brien, confectioner, Halifax, has registered consent for his wife Christina to do business in her own name.

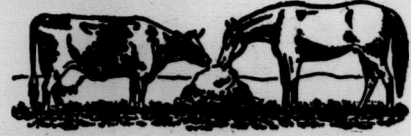
Steele & Honeysett, wholesale tobacconists, etc., Toronto, have been succeeded by The W. H. Steele Co., Limited.

FIRES.

The premises of A. O. Dennison, Springfield, N.S., have been slightly damaged by fire.

DEATHS.

Marcus Oxner, of M. & H. Oxner, general merchants, Chester Basin, N.S., is dead.

**ROCK SALT FOR HORSES and CATTLE.**

TORONTO SALT WORKS, Toronto, Ont.

**"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**  
QUELPH, ONT.

**Cooney's Blue.**

in SQUARES or BAGS.

**Brightest, Bluest and Best.**

When you sell this Blue you sell the best there is on the market, but not the highest priced.

Made in Dublin by \_\_\_\_\_

Cooney Manufacturing Co., Limited.

Send a trial order to

**WM. H. DUNN**, St. Paul Street, Montreal  
Agent for Canada.

**Most Excellent Coffee**

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

**Trial Order Solicited.**

Your endeavor to keep on the good side of your customers and win the trade you are after will be successful if you recommend and sell

# JAPAN TEAS

Every pound is officially inspected before being shipped-- and is prepared for the market in the most cleanly manner. This characteristic, coupled with their undeniable superiority of flavor, aroma, strength and healthfulness has gained for them the stamp of approval from the people of United States and Canada. Every pound sold is guaranteed to be **Pure Japan Tea**. Remember that please---Every pound is

**PURE**

**JAPAN TEA**

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

coming from the rich, loamy soil of Japan.

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

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

Superior Quality  
Always Good

## A FALLACIOUS POLICY.

SOME business houses which otherwise would have a fair rating are practically blacklisted because they pursue the highly fallacious policy of trying to take advantage of everyone with whom they do business, says an exchange. Some one connected with the house poses as a "kicker." He disputes every bill, every shipment of goods received, every order placed, and practically everything. By sedulously cultivating this unenviable trait for a few years he reaches the point where he tries to take advantage of people as a matter of course, and really thinks it is a trait of superior business attainments for him to be able to find fault as he does, and scale down bills, get allowances, etc.

No doubt a persistent faultfinder of this kind can succeed in getting many a concession. A business concern, in many instances, will sooner stand the loss than keep up a contention, although it may be positive that it is right. It prefers to stand that loss and either not do business with the faultfinder afterward, or watch him so closely that he cannot ply his favorite calling successfully. It doesn't pay to be small in regard to anything in this day and age of the world, and one small man can soon ruin a big business, if he is left to carry out his smallness. Faultfinding will speedily bear a crop of retribution, which has swamped more than one concern in the end. It not only pays to be honest for honesty's sake, but it is a splendid policy to pursue. To such an extent is this recognized by the leading mercantile agencies, that they invariably make a note in their

reports whether a house deals fairly and above board, or whether it tries to take advantage of those with whom it does business.

If you discover that a house is in the habit of doing business of this kind, the thing to do is to shun it as you would the plague, because no matter how much you may endeavor to conduct trade with it satisfactorily, you are sure to suffer in the end. Frequently a small man is elevated to an important position in a large house, and he thinks he can earn his salary best by meanness of this kind. If he isn't pulled down, he will pull the house down, no matter what its reputation may have been in past years. That is why there is always an opportunity for honest, honorable and progressive young men in all lines of industry. Perhaps it is well that it is so, because otherwise the rising generations wouldn't have a chance.

## CANADIAN-GROWN TOBACCO.

Organizer Wallace, of the International Tobacco Workers' Union, recently addressed the Trades and Labor Council, Montreal. In the course of his remarks he referred to the excellent qualities of the Canadian-grown leaf. Many Canadian factories are now using the home product almost exclusively. Mr. Wallace said people were apt to imagine that home-grown goods were not up to the standard of the imported article, but, on the strength of his experience, and Mr. Wallace has been in every tobacco-growing district on the continent, he had no hesitancy in saying that none better than that produced in Canada was to be had.

"In fact," said Mr. Wallace, "I have noticed Canadians deprecating the Canadian leaf, while at the same time using tobacco which was made from goods grown in Canada, but manufactured in the United States and shipped back to Canada."

## CATALOGUES, BOOKLETS, ETC.

CAN GET NO MORE.

Henri Jonas & Co. regret very much that they are unable to oblige their customers and friends with any more copies of that magnificent calendar mentioned in THE GROCER some weeks ago. Although quite a large number were imported, the excellence of the picture created a brisk demand and the stock became exhausted in a short time. The edition was limited, and it is impossible to replenish the supply.

A BANK'S CALENDAR.

The Royal Bank of Canada, Montreal, is distributing a useful and attractive calendar for the current year. This bank has developed rapidly in the last few years, and now has branches in all the principal centres in Canada. The calendar is one worth having, and no doubt any of our readers sending a post card with the request for one will get it.

Morfit & Raincock, late general merchants, Gladstone, Man., have assigned to C. H. Newton.

The sheriff's sale of the realty of C. Locke & Co., general merchants and fish dealers, Lockeport, N.S., is advertised for January 16.

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



# 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.

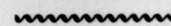
SOLD BY

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

# MINCE MEAT

The holidays are past and done with, but the demand for good, wholesome Mince Meat is still going on. That which we are putting up is just as good as any that can be made at home and a great deal cheaper.

Put up in Pails of 70-lb., 27-lb., 12-lb. and 5-lb. each.



**F. W. FEARMAN CO.**  
Limited  
HAMILTON.

Curers of . . .

"Star Brand" Hams and Bacon.

## To the Retailer

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

REGISTERED  
*Bow Park*  
BRANDS

## Pickles and Relishes

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

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

**Shuttleworth & Harris,**  
BOW PARK FARM  
BRANTFORD - - CANADA

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

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



GUARANTEED CHOICE AND PURE.  
GOLD MEDAL, PARIS 1900.

## TACTICS OF A CASH GROCER.

**O**STRICH plumes, sealskin, silk-lined skirt and a pretty tip-tilted, 25 year-or-so nose, after the articles were paid for, quietly left the store. As the catch clicked the grocer squinted one eye, says an exchange, "Good pay, free buyer, but she was not always thus. Her head has come forward a little and her chin is on the level. Lived a year or two in Europe and talks German and French and is proud of it. Lives right over here. Began her monkey-shines by running in when she was in a hurry, running up a bill and getting mad when she was asked to settle, and then finding fault with everything she bought.

## BEGAN WITH MILK

"It began with milk. What I sell wasn't good enough for Her Highness only Sunday mornings, and she'd come over and get the milk and never had any change. She'd see something she wanted, take it and find she'd left her purse at home. Well, you see, I'm running a cash grocery and it don't make any difference to me how long my customers have lived abroad nor how many languages they speak—if they don't talk United States enough to pay their bills in that language I've no use for 'em.

"Well, things were going on in that way until I began

## TO WANT MY MONEY.

She didn't offer to pay and I began to get nettled and to notice things more. A man can go all day with a shoe peg sticking into him and he doesn't notice much until it gets pretty sore, and, finally, when he can't stand it any longer that shoe comes off and that blamed peg is taken out. As I watched things out the corner of my eye I began to see something: My Lady was making me a sort of convenience. The fact that she traded here was for me a great card—oh, yes! To have her come in and buy something when she couldn't go anywhere else, was a great advertisement and was going to make my fortune, don't you see, and so I could afford to let her have what she wanted and charge it.

"I would have put up with that awhile longer, but when she

## BEGAN TO FIND FAULT

with what she bought and tell what she could get it for somewhere else at 'a more reasonable rate'—that's what she called it, 'a more reasonable rate'—I made up my mind that that shoe peg had been worrying me about long enough. So I makes out a bill and sends her over. That brings My Lady right in with a little shawl over 'er head. You may not know it, but when your high and mighty folks come in with that sort of thing over their heads they don't

have their kid gloves on and they start right in.

"It seems to me you've a pretty long bill,' says she, and she didn't look as if she wanted to kiss me, either.

"Yes,' says I, 'it's almost as long as the time you've let it run,' and I don't believe I looked just then as if I wanted to be kissed.

"Your milk and cream were sour about half the time,' says she and her

## EYES BEGIN TO SNAP.

"They'd b'en sour t'other half,' says I, 'if you'd left 'em from 5 o'clock 'til 9 in the sun on that back porch o' yours. You hain't got nothin' to complain of,' says I, 'ceptin' my lettin' your bill run on for three months, without your paying a single cent.'

"There are things down here I never had.'

"You look at the date, ma'am, and you'll see your girl come over and got 'em on Sundays when you couldn't 'a' got 'em anywhere else.'

"And you can see for yourself what you charged for 'em. I could have bought 'em for a third less. Butter and eggs and vegetables at those prices! It's perfectly outrageous.'

"It's mighty queer,' says I, 'that you've just found it out; and it didn't seem to occur to you when you were buying those inferior goods at those outrageous prices that this is a free country and you can trade where you got a mind to. I'll tell you what you better do,' says I, for I began to be a

little warm under the collar, 'you'd better square that bill and then, when you buy anything and pay cash for it you'll know what you're buying, or your girl will, and you can get it where you can buy cheapest. Shall I receipt the bill, ma'am?'"

"She looked at me a minute and then began to laugh.

"Yes, you may,' says she. 'The fact is, I didn't know the bill had been running so long—I didn't think anything about it—and I really wish you had sent it to me before.'

"She paid the bill and left; and now when she wants anything

## SHE PAYS CASH

for it, and when anything comes in that I think she specially likes I let her have a chance at it first, and we're getting along first-rate. She's got over putting on airs, and she's got through sticking up her nose, and I guess I get as much of her trade as I've got a right to.

"That's the way with 'em. Nine times out of ten I don't suppose they mean anything; but, by Jingo! when the tenth time comes they don't want to tackle me. Now the whole thing amuses me; and the other day a man I never saw before came in here to do a little trading, and before he left he said Mrs. Overly Nice sent him, 'if he wanted to trade with somebody he could rely on.' That's the way it goes; and if a man can make a good friend out of an—well, not exactly an enemy, but along in that line, he'll prosper. As an advertisement there's nothing like it, and the kind that comes to you in that way are about sure to stay."

POPULARITY

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

**EMPIRE****SMOKING TOBACCO**

In 5, 10 and 15c. Plugs.

**EMPIRE** costs you only 39 cents, and pays a good profit.**EMPIRE** is well advertised.**EMPIRE** is selling well in almost every store from Halifax to Dawson City.**EMPIRE** is A BIG PLUG FOR LITTLE MONEY.

Made by

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

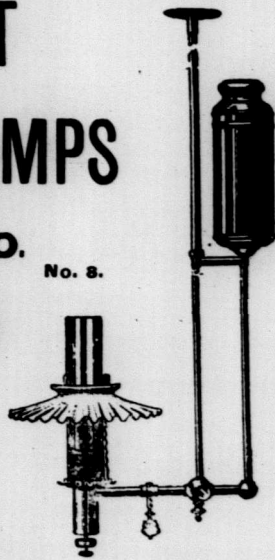
**MAGIC**  
TRADE MARK  
**SODA**  
OR SALERATUS  
IS THE BEST.  
LONDON, ENG. **E.W. GILLETT**, CHICAGO, ILL.  
TORONTO, ONT.

**THE LIGHT**  
— OF —  
**EIGHT OIL LAMPS**  
— FOR THE —  
**COST OF TWO.**

**100 CANDLE POWER**  
FOR

50 cents a month with  
gasoline at 40 cents a  
gallon.

Satisfaction guaranteed or money  
refunded.



**THE AUER GASOLINE LAMP**

CHEAPER } THAN { ANY  
BRIGHTER } OTHER LIGHT

Write for Catalogue

**AUER LIGHT CO.**

1682 Notre Dame, - - - MONTREAL  
E. SIMPSON & CO., MOOSE JAW, Agents for the Territories.

**PUMPKIN FLOUR**

**WHOLESOME • APPETIZING  
ABSOLUTELY PURE**

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

**TO THE GROCERS**

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

FOR SALE BY ALL JOBBERS.

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

**Laporte, Martin & Cie.**

**Importers and  
Wholesale Grocers**

AGENTS IN CANADA FOR

- “Princess Louise” Japan Tea
- “Victoria” Japan Tea
- “P. Richard’s” Brandy
- “Mitchell’s” Whiskeys

St. Peter Street,

MONTREAL.



**BISCUITS!**  
**BISCUITS!**  
**Carr & Co.'s**  
 CELEBRATED  
**CAFE NOIR**  
 (THE ORIGINAL)

Delicate flavor. Just what the ladies want for 5 o'clock tea.

**FRANK MAGOR & CO.**  
 CANADIAN AGENTS  
 16 St. John St., MONTREAL.

Reliable goods bring you new customers.

**Southwell's**  
**Pure Fruit**  
**Jams**



Are always reliable.

They stand at the head.  
 Send for reduced price list.

**FRANK MAGOR & CO.**  
 AGENTS FOR CANADA  
 16 St. John St., MONTREAL.

**Current Market Quotations for Proprietary Articles**

January 10, 1901.  
 Quotations for proprietary articles, brands etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

**BAKING POWDER.**

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	65
Pound tins, 3 doz. in case.....	3 00
oz. tins, 3 ".....	2 40
oz. tins, 4 ".....	1 10
lb. tins, 1/2 ".....	4 00
<b>Diamond—</b>	<b>W. H. GILLARD &amp; CO</b>
1 lb. tins, 3 doz. in case.....	per doz 2 00
1/2 lb. tins, 3 ".....	1 25
1/4 lb. tins, 4 ".....	0 75

**IMPERIAL BAKING POWDER.**

Cases Contain	Sizes of Cans	Per Doz.
4 doz.	10c.	\$0 85
3 " "	6-oz.	1 75
2 and 3 doz.	12-oz.	3 40
2 an 13 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 47
1/2 and 1 doz.	5-lb.	19 50

**MAGIC BAKING POWDER.**

Cases Contain	Sizes of Cans	Per Doz.
4 doz.	4-oz.	\$0 85
4 " "	6-oz.	0 80
4 " "	8-oz.	1 00
4 " "	12-oz.	1 50
4 " "	16-oz.	1 80
4 " "	2 1/2-lb.	4 50
1 " "	5-lb.	7 75

**JERSEY CREAM BAKING POWDER**

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

**BLACKING.**  
**CARR & SONS.** per gross

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

**SHOE POLISH.**  
**HENRI JONAS & Co.** Per gross.

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

**BLUE.**

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

**BLACK LEAD.**

Reckitt's per box.....	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	
Nixey's Refined Id. 2d. and 1s. pkts.	
" Silver Moonlight 5 and 10c pkts.	
" Nixylene Stove Paste 1d 2 1/2 d. 5d. size.	
Nixey's Jubilee rou d 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 50
" " E, 3 strings.....	3 35
" " G, 3 strings.....	3 10
" " I, 3 strings.....	2 85

**BISCUITS.**  
**FERRI, FERRI & Co.**

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

**CARR & CO., LIMITED.**  
**Frank Magor & Co., Agents.**

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

**CANNED GOODS.**  
**MUSHROOMS.**  
**HENRI JONAS & Co.**

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

**FRENCH PEAS—DELORY'S.**  
**HENRI JONAS & Co.**

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

**FRENCH SARDINES.**  
**HENRI JONAS & Co.**

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

**CHOCOLATES & COCOAS.**

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

**CADBURY'S.**  
**Frank Magor & Co., Agents.** per doz

Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40
Rook 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, 1/2's—6 and 12 lbs.....	0 30
Caracocs, 1/2's—6 and 12 lbs.....	0 35
Premium, 1/2's—6 and 12 lbs.....	0 30
Sante, 1/2's—6 and 12 lbs.....	0 28
Diamond, 1/2's—6 and 12 lbs.....	0 32
Sticks, gross boxes, each.....	1 00

**Cocoa—**

Homeopathic, 1/2's, 8 and 14 lbs..	0 30
Pearl.....	0 25
London Pearl 12 and 18 ".....	0 22
Rook.....	0 30
Bulk .in boxes.....	0 18
Royal Cocoa Essence, pgs., per doz. 1 40	

**Chocolate—** **FRY'S.** per lb

Caracocs, 1/2's, 8-lb. boxes.....	0 42
Vanilla, 1/2's.....	0 42
"Gold Medal" Sweet, 1/2's, 8 lb. boxes.....	0 39
Pure, unsweetened, 1/2's, 8 lb. boxes.....	0 42
Fry's "Diamond," 1/2's, 14 lb. boxes.....	0 34
Fry's "Monogram," 1/2's, 14 lb. boxes.....	0 34

**Cocoa—** per doz.

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

**JOHN P. MOTT & CO.'S.**  
**E. S. McIndoe Agent, Toronto.**

Mott's Broma.....	per lb. 0 80
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/2 lb.).....	0 22
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 80
Mott's Breakfast Chocolate.....	0 28
Mott's Caracocs Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 22
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 28
Mott's Cocoa Nibs.....	0 25
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate, 0 21 0 43	
Mott's Sweet Chocolate Liquors. 0 19 0 30	

**COWAN COCOA AND CHOCOLATE CO.**

Hygienic Cocoa, 1/2 lb. tins, per doz..	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz....	2 55
Rollable Cocoa, No. 1 bulk, per lb.....	0 20
Diamond Chocolate, 12 lb. boxes.....	0 25
Royal Navy Chocolate, 12 lb. boxes.....	0 30
Mexican Vanilla Chocolate, 12 lb. boxes.....	0 35

**CHEESE.**

Imperial—Large size jars, per doz..	\$8 25
Medium size jars.....	4 50
Small size jars.....	3 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.....	3 40
Individual size.....	1 00

**BAYLE'S PATENT D.**  
**Robert Greig & Co. Agents, Toronto.**

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



# EDWARDSBURG SYRUP.

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

EDWARDSBURG STARCH CO'Y, Limited,  
Established 1858.

TORONTO.

CARDINAL.

MONTREAL.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

COFFEE.		LICORICE.		MATCHES.	
<b>JAMES TURNER &amp; CO.</b>		<b>YOUNG &amp; SMYLLIE'S LIST.</b>		Eddy's Telegraph, single cases..... \$3 70	
Meoca .....	per lb. 0 39	5-lb. boxes, wood or paper, per lb....	\$0 40	five cases .....	3 50
Damascus .....	0 28	Fancy boxes (36 or 50 sticks) per box..	1 25	Telephone, single cases .....	3 60
Cairo .....	0 20	"Ringed" 5 lb. boxes, per lb.....	0 40	five cases .....	3 40
Sirdar .....	0 17	"Acme" Pellets, 5 lb. cans, per can..	2 00	Eagle Parlor, single cases .....	1 60
Old Dutch Eto.....	0 12 1/2	"Acme" Pellets, fancy boxes (40)	1 50	five cases.....	1 50
<b>TODHUNTER MITCHELL &amp; CO.'S</b>		<b>FOOD.</b>		<b>ORANGE MARMALADE.</b>	
Excelior Blend.....	33	Robinson's Patent Barley 1/2 lb. tins..	1 25	<b>T. UPTON &amp; CO.</b>	
Jersey .....	0 39	" " " 1 lb. tins ..	2 25	1-lb. glass 2 doz. case, per doz. ....	\$1 00
Rajah .....	0 30	" " " Groats, 1/2 lb. tins ..	1 25	7-lb. pails pails in crate, per lb .....	0 67 1/2
Old Government Java .....	0 28	" " " 1 lb. tins ..	2 25	<b>PICKLES.</b>	
Maracaibo .....	0 18	<b>GILLETT'S POWDERED LYE.</b>		<b>STEPHENS'.</b>	
West India .....	0 16	4 doz. in case .....		A. P. Tippet & Co., Agents.	
Rio, choice .....	0 12	4 doz. in case .....		Patentstoppers (pints), per doz. ....	
<b>CLOTHES PINS.</b>		<b>JAMS AND JELLIES</b>		Corked .....	
<b>BOEKH BROS. &amp; CO.</b>		<b>SOUTHWELL'S GOODS.</b>		BAYLE'S.	
lothes Pins (full count), 5 gross in	case, per case .....	Orange Marmalade.....		Robert Greig & Co., Toronto, Agents.	
4 doz. packages (12 to a case) .....	0 70	Frank Magor & Co., Agents.		1/2 Pints Pints	
doz. packages (12 to a case) .....	0 90	Clear Jelly Marmalade.....		Pandora, per doz.....	
<b>EXTRACTS.</b>		Strawberry W. F. Jam.....		Sliced Sweet.....	
<b>HENRI JONAS &amp; Co.</b>		Raspberry .....		Hot Stuff.....	
1 oz. London Extracts .....	\$6 00	Apricot .....		Tobasco Sauce, 2-oz. bottle, per doz.....	
1 oz. " " (no corkscrews) .....	5 50	Black Currant .....		Tolasco P. ds in vinegar, 1/2 pt. ....	
1 oz. " " .....	6 00	Other Jams, W. F. ....			
1 oz. Spruce essence .....	9 00	Red Currant Jelly .....			
2 oz. " " .....	9 00	<b>T. UPTON &amp; CO.</b>			
2 oz. Anchor extracts.....	12 00	1-lb. glass jars, 2 doz. in case, per doz			
4 oz. " " .....	21 00	5-lb. tin pails, 8 pails in crate, per lb.			
8 oz. " " .....	36 00	7-lb. wood pails, 6 " .....			
1 lb. " " .....	70 00	14-lb. wood pails, per lb. ....			
1 oz. Flat .....	9 00	30-lb. " " .....			
2 oz. Flat, Anchor extracts.....	18 00	Jellies—			
2 oz. Square .....	21 00	1-lb. glass jars, per doz.....			
4 oz. " " (corked) .....	36 00	7-lb. wood pails, per lb.....			
8 oz. " " .....	72 00	14-lb. " " .....			
		31-lb. " " .....			
		<b>KNIFE POLISH.</b>			
		Nixey's "Cervus" 6d. and 1s. tins.			
		For price list and sliding scale apply W. G.			
		Nixey, 12 Soho Sq. London, Eng.			
		<b>MUSTARD.</b>			
		D. S. F., 1/2 lb. tins, per doz. ....			
		" " 1 lb. tins, " .....			
		Durham, 4 lb. jars, per jar .....			
		" " 1 lb. " .....			
		F. D., 1/2 lb. tins, per doz .....			
		" " 1 lb. tins .....			
		<b>BAYLE'S PREPARED MUSTARDS.</b>			
		Robert Greig & Co., Toronto, Agents.			
		Horseradish .....			
		English Sandwich .....			
		<b>JONAS' FRENCH MUSTARDS.</b>			
		Henri Jonas & Co. Per gross.			
		Pony size .....			
		Imperial, medium .....			
		Imperial, large .....			
		Tumblers .....			
		Mugs .....			
		Pint jars .....			
		Quart jars .....			
		<b>MINCE MEAT.</b>			
		Wethey's Condensed, per gross, net			
		" " per case of 3 doz., net.....			



Case of 1 lbs. (containing 60 pkgs.), per box, \$3.00.  
Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00.  
Case of 1 lb. and 1/2 lbs. (containing 30 packages) per box, \$3.00.  
Case of 50. pkgs (containing 96 pkgs) per box, \$3.00.

# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

## GILLARD'S PICKLE—Cases of 2 Dozen.

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

## GILLARD'S SAUCE

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

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

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

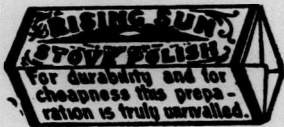
### SOAP



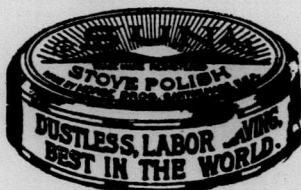
A. P. TIPPET & CO., AGENTS  
Maypole Soap, colors per grs., \$10.30.  
Maypole Soap, black, per grs., \$15.30.  
Orlo Soap, per gross, \$10.20

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

### STOVE POLISH.



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



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

### STARCH.

EDWARDSBURG STARCH CO., LTD.

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



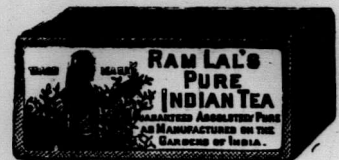
SILVER { 40-lb. boxes, 1-lb. pkgs., 0 08  
GLOSS { 6-lb. boxes, sliding covers 0 08 1/2  
(12-lb. boxes each crate)

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

OSWEGO } 40-lb. boxes, 1-lb. packages..... 0 07 1/2  
CORN STARCH. }

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.



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

### TEAS.



SALADA CEYLON.

Wholesale. Retail

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



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. Waddell & Co., agents, Toronto. Samples on application.



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

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

### TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4's, 5s and 10s .. 0 19  
Royal Oak, 2 x 3, 80's, 8s ..... 0 52  
Something Good, 7s..... 0 48  
Chewing—Eots, 4 1/2's and 9s ..... 0 32  
Currency, 13 1/2 oz. barr, spaced 9r. 0 29  
Currency, 6s and 10s ..... 0 39  
Old Fox, Narrow 10s ..... 0 40  
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44  
Snowshoe, pound bars, spaced 6s. 0 44  
Snowshoe, 2 1/4, 6s ..... 0 44  
Pay roll, 6s ..... 0 44

### WOODEN WARE.

BOECKH 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..... 2 15  
F.o.b. Toronto.

Matches, Kodak, per case (200's) 9 boxes 3 packages, 40 packages to case..... 3 30

### YEAST.

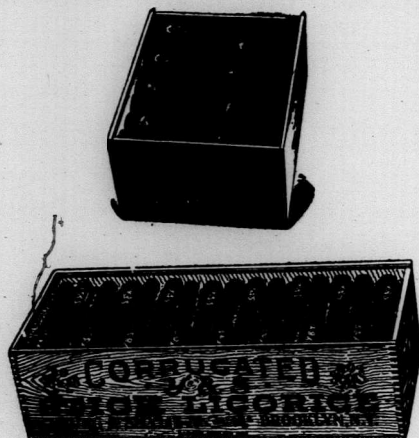
Royal yeast, 3 doz. 5c.-pkgs. in case... 1 00

# LICORICE..

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

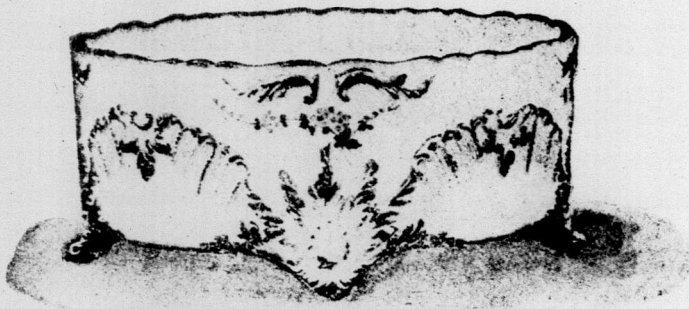
YOUNG & SMYLIE  
Established 1845. BROOKLYN, N.Y.



111

111

111



**YOU CAN RETAIL THIS DISH FOR 25c.**

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

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

Ask for our catalogue of Decorated Opal to sell at 10, 15, 25 and 50c.

**Gowans, Kent  
& Co.**

**TORONTO and  
WINNIPEG...**

*When you sell a pack-  
age of Wethey's Condensed  
Mince Meat it is an assur-  
ance that the purchaser  
will always demand it in  
future.*

Sole Manufacturer

**J. H. WETHEY**

*St. Catharines.*

**Crosse & Blackwell, Limited**  
**JELLY TABLETS and SOUP TABLETS**

LATELY ADDED TO OUR LIST. HAVE YOU ORDERED?

**C. E. COLSON & SON,**

**MONTREAL.**

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.

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OTTAWA, ONT.  
VANCOUVER, B.C.

HAMILTON, ONT.  
QUEBEC, QUE.  
VICTORIA, B.C.

LONDON, ONT.  
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