

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

CIRCULATES
IN EVERY
PROVINCE

**COLMAN'S
MUSTARD**



BEST ON EARTH

Peek, Frean & Co.'s

CELEBRATED **VENICE WAFERS**
FLORENCE WAFERS
CHERRY WAFERS



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

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

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

Chas. Gyde, Canadian Agent, Montreal.

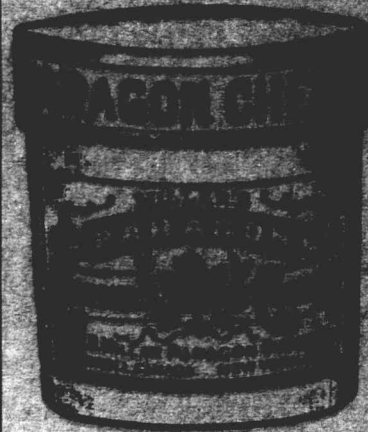
THE CANADIAN GROCER

<p>Corn Brooms</p>	<p>BROOMS</p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck"</p> <p>...</p> <p>Always reliable and as represented.</p>
<p>WHISKS</p>		<p>Corn Whisks</p>

STANDARD BRANDS

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

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



**FREELY
ADVERTISE
Yourself**

by selling your customers

**MILLAR'S
PARAGON
CHEESE**

The T. D. MILLAR PARAGON CHEESE CO.,
Ingersoll, Ont.

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

COLEMAN'S

Established 1868.

SALT

"Educate your customers in regard to quality."

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

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

RICE'S

Address:

R. & J. RANSFORD
Clinton, Ont.

SALT

Helpful Signs

for the

Holidays.

"Griffin" Brand Dried Fruits.

A peerless brand that knows no competitor. California Raisins, Oranges, Dried Fruits, Canned Peaches, Apricots, Pears. Without the "Griffin" Brand your stock is incomplete, especially for the holiday trade.

"Thistle" Brand Digby Chicken.

Rich, delicate, tender fish, perfectly cured. The "Thistle" Brand is famous for its cleanliness. The fish are cured and packed right at the water side, where they are caught, thus retaining all of their natural flavor.

The Maypole Co.'s Oriole Soap.

The famous English Toilet and Complexion Soap that heals, soothes, softens and beautifies the skin. Made largely of Vegetable Oils and healing Balsams from the far East. Each cake is put up in a handsome hinged metal box—the soap and the box combined retail for 10c.

Stephens' Fine Pickles.

Sound, piquant, and perfectly preserved when the bottle is opened, because they are put up in Stephens' absolutely pure Malt Vinegar, brewed by the picklers. The bottles are most attractively labelled and are sold only in two styles—one plain corked and the other lever top, both in Imperial pints.

ARTHUR P. TIPPET & CO., Agts.,

8 Place Royale, Montreal.

23 Scott St., Toronto.

THE WATSON, FOSTER CO'S

1900-1901 LINE

IS STILL COMPLETE

IN EVERY GRADE, STYLE AND EFFECT
NECESSARY TO A WELL APPOINTED

WALL PAPER BUSINESS.

NO COMPETITION, DOMESTIC OR FOREIGN,
HAS THIS SEASON INFLUENCED OUR ABILITY
TO MEET THE MOST EXACTING DEMAND IN
ALL THAT IS GOOD IN APPLIED ART AND
DECORATIVE EFFECT IN WALL PAPERS.

OUR GOODS RETURN A PROFIT WHEN SOLD
AND CONTINUE AN ADVERTISEMENT WHEN
HUNG.

THEY HAVE MADE OUR BUSINESS A SUCCESS.
THEY WILL MAKE YOURS.

THE WATSON, FOSTER CO.

LIMITED,

MONTREAL.



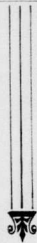
If there was ever a good time to test the quick-selling qualities of my Cigars, it is right now, just as we are entering into the holiday season. Send in for that "trial order" of a thousand or more and send them back after the holidays if you don't find that they are ready-sellers and create permanent trade.

For a 10c. line nothing can possibly equal my 10c. "Pharaoh," and for a 5c. line nothing begins to approach my "Pebble" Cigar. Both of these two brands not only win trade, but they hold it steadfastly!

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

**Payne's
Cigars
for the
Holidays.**

**MINCE
MEAT**
FOR
Christmas



None Better.

The business in Mince Meat is an extra of the grocer at the holiday season. It is one of those things where he may go wrong—and goods prove unsatisfactory with good customers. If his stock consists of

**LYTLE'S
MINCE MEAT**

he will have something that, like their other goods, will give satisfaction to the best class of customers.

—Our Mince Meat is done up in
—7, 14 and 28-lb. pails, the one
—quality—the good quality.

T. A. LYTLE & CO.

124-128 Richmond St. West,

TORONTO.

**The Smiling Face
Tells the Story.**

There can be no plainer story of satisfaction with quality than the smiling face. The grocer who sells Tillson's Pan-Dried Rolled Oats knows this and knows it well—the smiling face is very familiar to him.

If the value of your trade is figured by contented customers, then sell Tillson's Pan-Dried Rolled Oats, whose nut-like flavor, cleanliness and freedom from hulls is almost proverbial.

Permanent trade clings closer yet when Tillson's Brand is sold. Prove it by asking the most successful grocers in Canada—**prove it now, to-day.** Remember the smiling face when you think of Rolled Oats—when you think of Rolled Oats, think of Tillson's Brand, "Pan-Dried."

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

The Tillson Coy', Limited,
Tilsonburg, Ont.



Your Christmas Trade Demands Fine Fruits

**We
Have
Them**

MEDITERRANEAN FRUITS

Autumn Clusters	-	Full Bxs.	
Premier Clusters	-	" " and 1/4 Bxs.	
Finest Selected Clusters,	"	" " 1/4 "	
Imperial Cabinets	-	" " " 1/4 "	
Black Baskets	-	" " " 1/4 "	

PRUNES

"Sonoma," California,	50-lb. bxs.,	80/90
" " " "	25 " "	80/90
" " " "	25 " "	70/80
"Oregon" " "	25 " "	50/60
" " " "	25 " "	40/50
" " " "	50 " "	60/70

WE HAVE A LARGE SUPPLY OF ALL KINDS OF NUTS, FIGS, ETC.

W. H. GILLARD & CO., Wholesale Grocers, Tea and Coffee Importers, **Hamilton, Ont.**



Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



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

Essence of Coffee

You want
the best.

Order



Rose & Laflamme

Agents **MONTREAL.**

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.

PUBLISHED
EVERY
FRIDAY

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

CIRCULATES
IN EVERY
PROVINCE

VOL. XIV.

TORONTO AND MONTREAL, NOVEMBER 23, 1900

NO. 47

THE GROCER AND OUTSIDE LINES.

John Joseph Quinn, in Grocery World.

DURING the past few years a decided tendency has been shown in many city stores of the better class to carry lines of goods which ordinarily are supposed to not constitute part of the regular stock of a grocery store, such as an unusually good quality of sponge, pound, loaf and other cut cakes, fancy pastry, cooked meats, confectionery, cigars and fancy toilet perquisites. The work of introducing and selling these various lines of goods has proceeded in such a gradual manner that it has excited little comment, and the finding of any one or all of the goods mentioned in a well-regulated store now occasions no more surprise than the finding of simple dry goods staples on sale in the backwoods crossroads general store.

THE CHIEF CONSIDERATION

in connection with this policy of broadening the scope of the grocery business is: Does it pay? It is safe to answer that it is paying those who have undertaken it so far; otherwise, they would not have continued business on such lines for the great length of time during which these extra lines have been carried, because, strictly speaking, not one of these lines is actually essential to the success of a legitimate grocery business, and, while some grocers may have discovered that some one of these various lines of special goods may not have proved directly profitable, from another point of view it was considered profitable to keep the non-paying line in stock because it brought customers who would not have come otherwise, and who bought other profitable goods when they did come.

GOOD BUSINESS.

In general, it is good business for a man to carry any line of goods which will pay a respectable profit, and which will help to sell his regular stock. It is the carrying out of this principle which has inspired the grocers referred to, to reach out for trade in new avenues, and in general the selling of special lines they carry, with the possible exception of some few articles for toilet use, cannot be said to be at variance with the grocer's business as a purveyor of food products.

The trade of the stores which have taken up these special lines is sufficiently important to

RESTRICT THE SALE

of each separate line of goods to its own counter or department, and in this separation and the consequent concentration of effort on the part of the clerks at each counter to sell one kind of goods alone, is largely due the successful sale of special goods, and by this means also the question of profit or loss following the sale of each line can be quickly determined, because a separate account of expenditures and receipts of each counter or department is kept, and it is easy to determine therefore at any time the measure of results any particular line of goods has produced.

IN INTRODUCING ANY SPECIAL LINE

of goods the most important consideration is to secure the best quality that the trade of the store can afford to purchase in sufficient amount to warrant the article being kept on sale. People must be tempted by something distinctive in any article which

is being sold in a place in which it is unusual to purchase such an article, otherwise why should they cease to purchase that article where they always purchased it before as long as they receive no advantage in changing their source of supply?

THE BEST DISTINCTIVENESS

to put into an article is quality; it goes farthest, wears longest and is the best foundation ever laid for permanent success according to the experience of the best business builders the country has ever known.

After distinctiveness the next most important helps are intelligent, persistent work on the part of proprietor and clerks, good advertising and attractive display.

IT WOULD BE UTTER FOLLY

to expect profitable results to follow the introduction of special lines without such helps, because the introduction of special lines without special work in their behalf would simply be adding to the list of articles found in every store which do not sell because no effort is made to sell them, and it is advisable therefore, in general, to not undertake the sale of such specialties as have been mentioned unless the revenues of the store will permit the expense of the work necessary to properly place and keep the goods before the public.

This does not always mean that additional help must be secured to specially look after the special lines; it does mean, though, that the clerks which are employed

MUST BE INTELLIGENT ENOUGH

to properly understand and to put into operation what is required of them to do their part in making a success of each special line of goods the store carries. While it may not be desirable for the

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 YEARLY

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.

majority of stores to place on sale all the lines of goods mentioned in the beginning of this article, there is no reason whatever why every grocery store should not sell good bread, cakes and pastry, together with a small line of good candy. Many grocery stores sell all of these goods of a quality that is not very profitable and entirely discreditable.

If this can be done, goods that do bring

BOTH PROFIT AND CREDIT

to the man who sells them can surely be sold, because, in the lines last mentioned, many grocers do not get the best goods they can buy for the price they pay, and, consequently, do not sell the best goods they should for the price they ask, and yet they do business in these lines. Is it not reasonable, therefore, to claim that, if each grocer really looked around very closely for a baker who made good, sweet bread and pastry and cakes without "dynamite" raising, and a confectioner who made pure candies, they could be found, and their goods sold at a profit. I know many men who are doing it and making money.

WATCH THE PROFITS.

It isn't always the man who sells the most goods who makes the most money, says Grocery. Too often, in the mad race for trade, profits are lost sight of. Many retailers are ambitious to be known as the largest dealers in their own town. They like to see their shops crowded, and when there is a lull they contrive all sorts of ways, often at considerable expense, to keep the stream of humanity pouring in and out of their stores all the time. This is all very well, provided there is profit enough in the goods sold to cover expenses and leave a satisfactory margin. One can't always be offering big bargains (which usually means selling goods at but a small percentage above cost) and make money. It frequently happens that the quiet dealer, who makes but little fuss about what he

does, but is ambitious always to treat his customers fairly, and makes them satisfied, comes out ahead at the end of the year with a larger balance on the credit side of the profit and loss account than his more demonstrative neighbor. It matters not, of course, how large a business is, provided a satisfactory profit is secured upon the goods sold, but there is such a thing as overdoing in the direction of forcing sales. It should be the aim of every wholesaler, too, not only to secure new customers, but to treat those customers so well that they will come back again. This can best be done by ascertaining what each particular individual wants and endeavoring to supply his wants rather than by inducing people on the ground that they are cheap to accept certain goods which they have not been in the habit of using and do not really like.

ANSWERS TO CORRESPONDENTS.

In this department any inquiry on trade matters will be answered. Correspondents not wishing their names to be known will kindly say so in making the inquiry.

BOOK WANTED ON WINDOW DRESSING.

A. B., Windsor, writes: "Will you please let me know where I can procure the best magazine or book on modern window-dressing?"

[Remarks: A number of magazines, etc., on window-dressing have been published from time to time, but we know of none which we could at the moment recommend.—The Editor.]

THE GREATEST ADVERTISER.

Charles B. Rouss, New York, whose success makes his opinion valuable, says that for the retailer there are three methods of advertising—the window, the circular and the newspaper. In the newspaper column, he advises putting something new every time, "at prices that must command and capture the public pocketbook." Greater than any of these, he says, is the advertiser who buys and talks about what he bought.

COFFEE PRODUCTION IN INDIA.

At the end of 1899 274,000 acres of land were under coffee in India. About 90 per cent. of this area lies in Mysore, Coorg, and the Madras districts of Malabar and the Nilgiris. The yield last year was the worst of a series of bad years beginning with 1896, only 17 3/8 million lb. being produced. The recent poverty of the crop has been mainly due to adverse seasons in Madras, Mysore, and elsewhere, but the fall in prices since 1897 has removed any stimulus to the expansion of the coffee-growing area, while disease has contributed to reduce the yield. Taking 100 to represent the area and production in 1885, we find that the area in 1899 had increased 15 per cent., while the yield was nearly 50 per cent. smaller. As late as 1895 the production amounted to over 40,000,000 lb. For the 10 years ended 1899-1900 the average production per annum was over 30,000,000 lb., and almost the whole quantity was exported, only 75,000 lb. on the average being left in India; but an average amount of 845,000 lb. of foreign coffee was imported for Indian consumption.

By far the largest exports of Indian coffee are those to the United Kingdom and France. Coffee planters are naturally anxious on the subject of the increased French duty, which, unless, as is hoped, some readjustment is arrived at, will be equivalent to about 13d. per lb., as against a duty of 2d. per lb. levied by the English Customs. The low prices of East Indian plantation coffee in London, resulting from the enormous production of Brazilian coffee, are illustrated by the following table, prices of 1874 being taken at 100:

1890	1891	1892	1893	1894	1895	1896	1897	1898	1899
115	114	113	114	110	110	109	103	85	71

—Indian and Colonial Mail.

A Dresden, Ont., correspondent writes that Mr. Craig intends starting to manufacture jams, etc., in that town.

WE THANK YOU

MR. GROCER for our big sales this Autumn We know you are responsible for this state of affairs and **WE'LL RECIPROCATE** all we can by giving prompt despatch to all orders you favor us with—they will be **SENT OUT** same day **AS RECEIVED**.

WIRE OR TELEPHONE US IF IN A HURRY.

Lucas, Steele & Bristol, Wholesale Grocers, Hamilton, Ontario

We have a lovely lot of _____

XMAS GOODS

all from best packers, at prices you can realize good money on. Get orders in quickly for best selections, as the heavy demand has set in and stocks will soon be broken if trade keeps coming as it is doing now.

Peels—7-lb. tins, 7-lb boxes, and 1's cartons.
Malaga blue Fruit—Boxes and 1's cartons.
California Loose 3-crown, Seedless and Seeded—12-oz. cartons.
Valencias—all best brands.
Turkey Figs—2 inch, 2½-inch, and 2¾-inch; also tapnets.
Valencia Shelled Almonds—3-crown.
Filberts, Sicily.
Currants—Cleaned and uncleaned, cases and half cases.

Tarragona Almonds—Soft shelled.

DUE IN A FEW DAYS (now arrived in New York):

Grenoble Walnuts.

Smyrna Raisins—In 56-lb cases.

The Smyrna raisins—can be sold 3 lb. for a quarter—are proving great sellers, having already booked large orders. Raisins to be retailed 3 lb. for a quarter are none too plentiful, so rush orders here.

JAMES TURNER & CO.

Wholesale Agents,

_____ 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.



NOW IS THE TIME TO BUY XMAS FRUITS.

We
Carry
Full
Range.

Malaga Raisins
California Raisins
California Prunes

All kinds of Nuts, Figs and Dates at lowest prices.

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

INQUIRIES ABOUT CANADIAN PRODUCTS.

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

1. A Glasgow firm of timber importers desire to be placed in communication with Canadian firms able to supply quantities of boxwood.
2. A commission agent in Scotland is open to represent Canadian firms manufacturing household woodware, hardware, etc.
3. An inquiry has been received from a person who desires to correspond with British firms anxious to open up an export business with Canada, his object being to take up the agencies for the sale of goods in the Dominion.
4. A Belgium (Antwerp) firm ask for the names of exporters in St. John, Halifax, or elsewhere, of seal oil.
5. Another Antwerp house desires to correspond with Canadian exporters of lard, grease and oils.
6. Inquiry is made by a Manchester firm concerning the opening for a trade in hard and soft felts in Canada, and for suitable agents to take up these lines.
7. A manufacturers' agent in Glasgow would be glad to hear of Canadian firms in the furniture trade who require an agent with a good connection among cabinetmakers, ironmongers, etc. He is of opinion that there are many novelties in the shape of Canadian-made furniture and woodware that would find a ready sale in Great Britain.
8. An inquiry has been received respecting Canadian asbestos, and the companies engaged in working it.

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

1. A firm of provision merchants at Leeds state that they are in a position to handle large quantities of Canadian apples, and would like to be placed in touch with shippers.
2. A London firm desires prices for box boards for tomato and potato cases to hold 16 and 60 lb., respectively.
3. A Liverpool firm which has worked up a trade in box boards invites correspondence from Canadian producers.
4. A Manchester firm of merchants are desirous of obtaining an agency in Canadian tallow for which they report a good opening.

PRICES ON ANCHOVIES AND CANNED FISH.

The commercial agent for Canada in Norway and Sweden, Mr. C. E. Sontum, Christiana, has forwarded to THE CANADIAN GROCER a price list on anchovies and canned meat, fish and game issued by Chr. Bjelland & Co., Stavanger, Norway. The book contains a number of fac-simile lithographs of the various canned goods put up by Bjelland & Co., and is nicely printed throughout. In a number of lines Mr. Sontum has gone to the trouble of reducing to dollars and cents the prices quoted in the list.

PRICE OF NAVEL ORANGES.

A despatch to The New York Journal of Commerce from Los Angeles, Cal., on November 9, says: "A telegram received here yesterday from some Southern city declining to accept a car of fancy navels for \$2 on the ground that another offered them at \$1.50 f.o.b., is not taken seriously by leading shippers here. There are always some attempts to cut prices at the opening of the season. Redlands shippers have decided to ask \$2 for fancy navels. Highlands and other shippers of fancy stock will likely follow suit. Some foothill sections are shipping some slightly inferior grades of navels, which may sell 25c. below prices for fancy fruit.

"Warm weather continues and there is every indication that the general shipment of oranges will begin on the 15th. All the large fruit companies are actively engaged in opening their packing houses and will soon be working full forces. Many are now making boxes."

C. A. Fletcher, confectionery and biscuit manufacturer, Sherbrooke, Que., has sold out his retail business to Lothrop & Thompson. He intends extending his manufacturing business. About 80 hands are now employed in his factory.



Imperial Cheese

received the

◆ HIGHEST AWARDS ◆

at the World's Fair, Chicago, and the Paris Exposition

Because Imperial Cheese is noticeably superior.

The greatest care and cleanliness is observed in its manufacture. It received the highest award for the same reason that it is the people's choice—

IT IS SUPERIOR.

MALAGA FRUITS

FULL RANGE.

PRICES RIGHT.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS. TORONTO.

THE DECEPTIVE BILLBOARD.

THE man stood the other day, about noon, in front of a billboard adorned with dozens of advertisements, and he did not have the well-known thrifty appearance of those who advertise. Indeed, he might well have been taken for a man who never advertised in his life, and didn't know what real good business was. He appeared to be reading everything on the board, but one big advertisement in black and white so attracted his attention that a policeman, after watching him for 10 minutes, approached him. He didn't say anything, but merely stood by his side, for, far be it from a well-regulated policeman to be rubbering into what does not vitally concern him. At last the man turned away, and as he did so he observed the bluecoat and sighed.

"What's wrong?" inquired the officer, glad of a chance to break into the reveries of the dreamer.

"I was merely thinking how untrue that advertisement was," he said, nodding over his shoulder towards the printing in question.

"Which one?" asked the policeman. "I thought all of them billboards told the truth."

"Not all of them, always," smiled the

man wanly. "The one I refer to is that one which says: 'Yes, I'm it. I'm the very thing you were talking about at breakfast this morning!'"

"What's the matter with that?"

"It is not true."

"Why ain't it?"

"Because," responded the man, gazing dreamily off at the warm and tender blue sky, "I didn't have any breakfast this morning."

"Oh!" exclaimed the policeman with a little start, and he moved up closer for further inquiry.

CEYLON AT THE PARIS EXPOSITION.

Describing the closing fete at the Paris Exposition, the correspondent of The London Daily News says: "After the festival, there was a tea party at the Ceylon Pavilion next door. The Cingalese officials and servants have presented Mr. Davidson, the delegate of the Ceylon department, with an illuminated parchment, the work of a Cingalese artist. It contains water color portraits of the whole staff. The Ceylon court was one of the best-paying things at the Exposition, making about £40 a day."

POLISHING RICE.

Fashion demands, remarks an exchange, that rice shall have a bright lustre, and this is secured by rubbing off a dull outer coating of the grain, which has been shown to have a food value nearly twice as great as the rice grain after polishing. The polishing process, however, greatly improves the appearance of the grain, and it is now almost universally practised in cases where the rice is intended for Occidental markets. The material scoured off is preserved and sold under the name of rice flour.

The polishing is effected by friction against the rice of pieces of moose hide or sheepskin, tanned and worked to a wonderful degree of softness, loosely tacked around a revolving double cylinder of wood and wire gauze. From the polishers the rice goes to the separating screens, composed of different sizes of gauze where it is divided into appropriate grades. The rice is then packed in barrels or sacks and is ready for the market.

Wm. Parkinson, Jarvis, Ont., has been appointed managing director of the Simcoe, Ont., Pork Packing Co. Nearly all the necessary stock has been subscribed, and it is expected that the enterprise will be pushed through.



Handwritten notes:
 THE FRAUD
 having other kinds of Jams, Jellies and Marmalade substituted for UPTON'S is not by any means appreciated by a grocer's customers.
 page 14

THE FRAUD

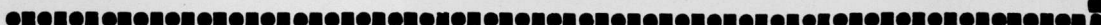
Having other kinds of Jams, Jellies and Marmalade substituted for UPTON'S is not by any means appreciated by a grocer's customers.

IT WILL PAY YOU TO SELL

UPTON'S

and it will not pay you to substitute any other.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, - TORONTO
 SELLING AGENTS.



A CORNER FOR CLERKS.

Conducted by W. T. Robsan.

ONE of the "bad habits" a grocery clerk is apt to fall into is that of continually eating raisins, cheese, biscuits, and the dozen-and-one-things in a grocery stock. The temptation is always around us, and it requires continual restraint to overcome the desire to "nibble," which every person knows is injurious if frequently indulged in.

There are some customers who come into grocery stores who think they have a perfect right to help themselves to any eatables they can get their hands upon. Young men are the worst offenders in this respect. "Would'ent it jar you? the nerve some of those fellows have," expressed a clerk to me in speaking of this evil in our business. He said: "Right in front of me one of those fellows stepped in behind our counter and helped himself to a handful of water ice wafers. This was by no means his first offence, so I resolved to stop it. So I said: 'George, I cannot allow you to come in here and help yourself. It is not for the value of what you take, but the example you give to others.'" It worked all right and I had no trouble with him after. I said to my fellow clerk: "Mac," the Government should give you a permanent situation, with a salary equalling that of a Cabinet Minister, to travel to each grocery store in this country of ours to stamp out this nuisance. The cost might be charged up to keeping down pests; i.e., San Jose scale and petty pilferings.

But, seriously, there is not a grocer who is not troubled by this constant loss, and it is the duty of every clerk who has his employer's interest at heart to discourage this abominable practice as much as possible. Use tact in dealing with the evil if they are friends of yours who are addicted to this practice. Tell them in a friendly way not to do it, for the sake of their example to others. I have frequently had to speak to people helping themselves out of a basket of apples sold to a customer who was standing there and saw them taken.

Two weeks ago some one asked me about keeping cocoanut. A friend who has had a large experience in manufacturing cocoanut, says: "Keep it cool. Be very careful of dampness, a very little moisture is sufficient to cause it to spoil, or become rancid. Wood is much better to keep it in than tin. During the heat of summer it is difficult to

keep, but there should be no trouble now with properly-made cocoanut."

One of my old business acquaintances forwards me an order sent to his store. I have had considerable experience in reading various handwritings, but this beats me, and if he made out what was wanted he did well. What funny customers one has at times! Behind the counter is a great place to study people. As you sell them goods, how much you learn of them. There are some, and I am glad to say the majority, to whom it is a pleasure to sell goods. But "there are others" who make a man's life miserable while waiting on them. They try to beat down the price, insinuate they are being overcharged, and are generally disagreeable. All the time we are to be pleasant and courteous. That is when a clerk shows his quality. The weak man when irritated, gets angry, loses his temper, and often says things he is sorry for afterwards. There are times when it is hard to be pleasant to some customers, but it always is a good thing to control one's self under all circumstances.

"A.M.B." thinks the grocery business here the poorest business a young man can go into, because, he claims, anybody of average intelligence can soon become a proficient clerk.

You are wrong. No retail business requires more training, more constant watching, than our business. A grocery stock is more perishable than other stocks. A clerk can become more valuable to his employer in the grocery business than in most other branches of trade. I am speaking now of the average retail store. The knowledge of stock and the keeping in order of the same is most important and essential in a clerk. "Saving is good earning," so it has been said; no other line of business gives a clerk a chance to save as much for his employer as the grocery business. Now, I will admit the same conditions exist in other lines of trade; i.e., the boot and shoe, the hardware and dry goods businesses, but not to the same extent. There will be serious loss in all these businesses, if the stocks are not watched, but a grocery stock is the most perishable of them all. Training in any business is absolutely necessary, as much so in the grocery business as any other, and the longer a man is at it the more he finds to learn. You are young, my friend, and

you have a mistaken idea about your business. "Anybody cannot soon become a proficient clerk"; it is a matter of years and study.

Another asks my opinion on this from *The Farmer's Sun* of October 10.

The New York Outlook calls attention to the progress that has been made in establishing "rest rooms" for farmers' wives who come to town or city to do their trading. The movement began in the West, the first permanent rest room being established at Rochester, Minnesota. A homelike room, says *The Outlook*, in the business part of the city, is furnished with cosy chairs, lounges, books and magazines. Here country women are invited to stop when in town on a day's shopping excursion, and every convenience is provided necessary for the welfare of the woman who has ridden many miles to town. The comfort of this room appeals strongly to this class, especially to mothers with tired children. Some of these rooms are self-supporting, others are under the management of women's clubs, and in some cases financial aid is given by the merchants, who contribute with the idea of building up trade. At Anoka, Minnesota, a small town surrounded by a large farming district, is a flourishing rest room which was started two years ago. A woman's exchange in connection pays the matron's salary, and tea and coffee are served for the nominal sum of three cents. At other places throughout the United States the work of establishing these rooms has been undertaken with success.

In most instances here the only place that the women coming from the country to town on business have to stay is the hotel, where accommodation for them is frequently poor and the surroundings generally unpleasant. Is not the establishment of rest rooms practicable in Canada?

This would be a good thing in our towns. There is need of such a place, as many of us know. How often have we seen weary women with children waiting at stores for their husbands! A place such as spoken of above would be a boon to them.

CHOOSE THE SELF-RELIANT CLERK

Too many persons get in the habit of relying on some one else to furnish brains for them, says an exchange. In every store where five or more are employed, you will find that one person is asked questions how to do this and how to do that. If the employer watches carefully and selects the employes who are telling the others he will make no mistake, for it is a sure plan for selecting competent employes, and the fact that others ask a certain employe indicates that the employe that is asked questions is of a superior grade.

STOVE POLISH TRADE.

There has been a large demand for "Rising Sun" and "Sun" paste stove polish this fall. Morse Bros. have been running their factory night and day, and their immense facilities have been taxed to the utmost to keep up with the orders. The popularity of these goods increases from year to year.

Prices Right.

Quality
THE BEST.

In Store, ex "Bellona"

NEW MALAGA RAISINS, Boxes and Qr. Flats
NEW TARRAGONA ALMONDS,
NEW SHELLED VALENCIA ALMONDS,
NEW SHELLED WALNUTS.

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

WHOLESALE IMPORTING
AND MANUFACTURING GROCERS,

TORONTO.

NEW PRICES ON EMPIRE TOBACCO.

THE Empire Tobacco Co., Limited, have improved the quality of their smoking tobacco, thus increasing its cost. This has caused them to raise the selling price to 39c., but, as they have changed the sizes of the plugs to 10's, 5's and 3½'s, the new basis is a benefit to the retailer, as he will make better margin now than formerly. The weight of the caddies remain 15 lb. Any "Empire" 4½'s and 9's which the wholesaler might have in stock will be sold at the old price.

The sizes of "Bobs" have been changed to 4½'s and 9's, but the price remains as before. This will, no doubt, be satisfactory to retailers, especially in those districts where 10c. plugs are sold at 3 for 25c. "Bobs" 4½'s is packed in caddies weighing 20 lb. each, and ½-caddies weighing 12 lb. each. "Bobs" 9's are packed in butts weighing 24 lb. each, and ½-butts weighing 12 lb. each.

"Currency" bars, 10½'s, are now packed in ½-butts weighing 12 lb. each, as well as 24-lb. butts, and, in future, "Currency" navy 10's, will be packed only in ½-caddies of 12 lb. each, and "Currency" 6's, only in ½ butts, 12 lb. each. "Something Good" smoking tobacco will be packed in

¼ butts of 5 lb. each, and butts weighing 15 lb.

SALMON FOR JAPAN.

The steamer Alpha is now loading at Steveston, and it is expected that she will be ready to leave on her long trip to Japan by November 15 or 16. She is taking on salmon, and from Steveston will come again to Vancouver to provision and load further cargo. She is under charter to A. L. Russell, and will take in all about 1,000 tons. The most of her cargo will be of dog salmon, which have been put up on the Fraser by the canneries to use up the cans that were left over from the early part of the season. These have been nearly all used up in most of the canneries, so that the season on the whole, while it has not been any very great success, has been a fair one, and losses have been few. Indeed, with the coho and other runs, some of the canneries have put up very good packs. There is a good market in Japan for the dog salmon, that will form the larger part of the special cargo of the Alpha. The price paid by canners for the fall pack to fishermen has been about seven cents a fish.—Vancouver World, November 12.

The Cathcart, Ont., butter factory starts operations this winter.

THE WORLD'S PEANUT CROP.

The world's crop of peanuts averages about 550,000,000 lb. per year, according to Bradstreets', New York. It is calculated that about \$10,000,000 worth of peanuts yearly, or 4,000,000 bushels of the nuts, either in candy or the original kernels, are eaten yearly in Canada and the United States. The shucks or shells form also good food for pigs, while peanut vines are a first-class fodder for mules. Very few peanuts are eaten out of the pod in Europe, although fully 400,000,000 pounds are sent to Great Britain and the continent every year from Africa and Asia. They are converted into oil and a sort of flour at factories at Marseilles and several English cities. A bushel of the genuine peanuts shelled can be pressed into about a gallon of oil, which is substituted for olive and other table oils very frequently. It sells at from 60c. to \$1 a gallon, and the meal or flour left after pressure is used for feeding horses and baked into a kind of bread, which has a large sale in Germany and France.

R. W. Gouinlock, traveler for Perkins, Ince & Co., wholesale grocers, Toronto, has returned from an extended trip to Manitoba where he has been visiting friends and duck shooting.

Did it ever occur to you that no one ever complained
of the Quality of

LEA & PERRINS' SAUCE ?

It is a marvel of skill, and
stands out pre-eminently as the
most perfect article of its kind.

J. M. Douglas & Co, Montreal, Canadian Agents.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

PRIVATE mail advices regarding the new Persian dates by direct steamer due here about Wednesday state that the Sairs are of inferior quality. A cable from London reports the arrival there on Saturday of two cargoes, and it is expected that trans shipments will not be made before the arrival of the Menominee, due here about December 3.—New York Journal of Commerce, November 20.

TEA IN NEW YORK.

Supplies in first hands were fairly full and were increased by the arrival at the close of last week of 43,710 packages China and 4,667 packages Japan. The position of the market showed no changes of a radical nature. The volume of business transacted reached very moderate proportions. Both dealers and brokers reported a slow demand from the consuming trade for lines as awaiting development of the duty question, the trade was disposed to operate strictly on a hand-to-mouth basis. The market for invoices was slow.—New York Journal of Commerce, November 20.

CANNED SALMON IN LONDON.

The demand for salmon on the spot shows no material improvement, and buyers continue to operate with extreme caution. In spite of this, the largest holders are firm, and seem perfectly satisfied to carry over their stocks to the new year rather than reduce their valuation sufficiently to try and induce business.—Produce Markets' Review.

SITUATION IN CURRANTS.

There has been a more steady and regular inquiry for currants during the past week than for some time past. This is, doubtless, partly attributable to the fact that dealers have, to some extent, got through their arrival purchases and this position coinciding with the setting in of the steady Christmas trade. The stocks in the bonded warehouses of London and Liverpool at the present date amount to some 15,000 tons, or only about 2,000 tons less than at the corresponding period of last year. At first sight this would hardly seem to warrant the present range of prices, but when it is taken into consideration that the stock in Greece last year was about 80,000 tons, while this year it does not exceed 8,000 tons, so that, practically speaking, the whole world's stock of currants is at present lying in the United Kingdom ports, the real aspect of the situation can be very clearly seen. The reduction in price from the highest level reached which has taken place is considerable, but if the demon

speculation had not interfered to divert the channel of legitimate trade, the high water limit of prices would have been reached at a different period, and would never have receded. Taking into consideration the drop of 10 to 15s. which has occurred during the past fortnight, the present position of currants would seem to be such as to justify existing prices, and purchasers will probably be wise if they take advantage of the depression caused by wild speculation and utter mismanagement to supply themselves with their present requirements.—Produce Markets' Review.

THE TEA TRADE IN LONDON.

Gow, Wilson & Staunton, London, Eng., November 9: "The depressed condition of the market referred to last week has become more pronounced, owing to continued heavy supplies. The increase in the duty appears also to have had the effect of accelerating the fall in common teas; these have now touched a point probably as low, if not lower than was ever the case before.

"Tea is burdened with a duty of 6d. per lb., whilst that on the two competing beverages, coffee and cocoa, amounts to only a penny to twopence per lb. Market value of the three articles, speaking generally, is very much the same. The two latter are mostly produced by foreign countries, whilst tea for home use comes mainly from our own possessions. Home consumption of cocoa has increased enormously in the last five years."

McMeekin & Co, London: "Advices from India state that there will be a heavy yield of poor quality teas, although there are indications that there may be an early closing in several districts. In any case, it seems probable that there will be more poor quality tea than is likely to be required. The statistical position is not more unfavorable than it has been recently, and indicates that tea is being taken for home trade or export on pretty much the same scale as during last year. The exceedingly low level of prices now reached can scarcely fail, both at home and abroad, to stimulate consumption to some extent."

HIGH-GRADE PROVISIONS.

The Canadian Packing Co., London, Ont., are earning an enviable reputation as packers of provisions. An analysis of their lard made by a Government analyst shows that it is about as pure as it can be made, there being only 22-100 of 1 per cent. of water and no foreign fats or chemicals in it. Their breakfast bacon, backs, rolls, hams and Wiltshire cut sides, which are put up in cotton bags, are put up after the scientific,

clean method of cure adopted in Denmark. This gives them a high worth in Great Britain in the face of all competitors. In putting up canned goods they follow the French style of canning, which has proven so satisfactory. This firm not only do business with England and Scotland, but have correspondents in Denmark, Norway, France, Germany, Japan and South Africa. At the Paris Exposition this year they won the gold medal for preserved meats.

A NEW CEREAL COFFEE.

It is generally recognized that the last two years have shown a greater development of interest in health foods and drinks among those connected with the grocery trade in Canada than in almost any decade previous. And Canadians have shown their quickness to adopt new ideas by the number of really good preparations that are made in this country. One of the best drinks offered to-day is of Canadian manufacture. It is a substitute for tea and coffee scientifically prepared from pure cereals by the Leamington, Ont., Coffee Company. As it is a natural food drink, and is not stimulating in its effects, its use is never followed by attacks of biliousness, constipation or indigestion. As it is highly endorsed by physicians and is sold at a moderate price in ½ lb. or 1-lb. boxes it should be easily pushed by the trade.

TURKEYS FOR GREAT BRITAIN.

D. Gunn, Bros. & Co., Toronto, have started on their annual pack of turkeys for the British Christmas market. The turkeys are brought to Toronto alive, and, at Harris' abattoir, are slaughtered, dressed and packed. Last year was the first that this firm went into the business extensively, but this season they will send a considerably larger quantity than last year. About 50,000 birds will be packed during the next fortnight.

A SUCCESSFUL HUNTING PARTY.

One of the most successful hunting parties which spent the open season for deer in Northern Ontario this year was composed largely of grocers. There were 15 in the party, among whom were W. J. Sykes, Fred. Luttrell, H. E. Snell, Arthur Davison, H. M. Mulholland and J. W. Sanderson, all of whom are known to the trade as active sportsmen. The party brought down 13 red deer and two moose, a pretty good bag.

BOW PARK PICKLES.

In last week's issue mention was made of the excellent pickles made by Shuttleworth & Harris, Brantford, Ont., as the "S. & H." brand pickles. This was an error, as this firm's product are sold as the "Bow Park" brand.



President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

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

OFFICES

MONTREAL - - - - Board of Trade Building.
Telephone 1255,
TORONTO - - - - - 10 Front Street East.
Telephone 2148,
LONDON, ENG. - - - - 109 Fleet Street, E.C.
J. M. McKim,
MANCHESTER, ENG. - - - 18 St Ann Street.
H. S. Ashburner,
WINNIPEG - - - - - Western Canada Block.
J. J. Roberts.
ST. JOHN, N. B. - - - - No. 3 Market Wharf.
J. Hunter White,
NEW YORK. - - - - - 150 Nassau Street.
Edwin H. Haven.

Travelling Subscription Agents:
T. Donaghy. F. S. Millard.

Subscription, Canada and the United States, \$2.00.
Great Britain and elsewhere 12s.

Published every Friday.

Cable Address { Adscript, London
Adscript, Canada.

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

THE VALENCIA RAISIN TRADE.

A WEAKNESS, as needless as it is lamentable, has crept into the Canadian Valencia raisin market during the last two weeks. We hear that there are houses in Montreal who are willing to dispose of their goods at 7½c. for large quantities of fine off stalk, and one correspondent in a large trade city writes to another in another large trade city: "The Valencia raisin market has gone to pieces." We do not dispute the fact that the market has weakened, but we do assert most positively that there is no reason why the weakening should have occurred, or why holders should sacrifice stocks at the present moment.

One who knows his business about as well as anyone in the trade writes about the the situation as follows: "This is the time of year that the demand for foreign dried fruits is the heaviest, but thus far this year it has not come up to expectations. Orders

continue to come in principally for small quantities, and prices obtained, on the whole, are not satisfactory to importers. The fact that there are old and inferior goods—some out of condition—offered at low figures interferes with the sale of straight new goods, which are naturally held at higher prices. We notice the same state of affairs prevails at London. Reports dated November 1 say: 'Importations of damp, out-of-condition Valencia raisins caused prices to decline, but this damp fruit is rapidly cleared up at low prices, while fine sound fruit is scarce and wanted.' "

It seems to us that this ought to explain away the dread that has seized holders of new fruit. True, the London and Denia markets are weaker, but this is for low grade fruit. We have seen a letter from Denia and it says that only the inferior fruit is selling at the present time; farmers are holding their good stocks, and finest varieties are scarce and held at full figures.

The trade has been slow in taking to the high prices this season, but the time will come when they must want the relatively small stocks imported this year. We venture to say that by Christmas Valencia raisins will be considered good stock.

It is unfortunate that the Canadian market is so delicate that any report, whether it have foundation or not, can create such an unsettled state of affairs as have the Valencia raisin reports of the last few weeks.

It would behoove the trade to investigate reports before they act upon the information conveyed by them, and they would in cases like this save many a penny.

COURTESY TO TRAVELERS.

It is unwise to be discourteous to the commercial traveler.

He may be so permeated with Christian virtues that he would not deign to revenge himself on those who have treated him with discourtesy, but he is only human, and naturally will offer bargains when he has them to those who have been in the habit of treating him as one business man should treat another.

Aside altogether from the morale of it, merchants should always try to be on good terms with those from whom they buy, as well as those to whom they sell goods.

CHEESE SOMEWHAT FIRMER.

THE season for cheese is about over. The cold weather came on suddenly and brought factory operations to an unexpected standstill, thus diminishing the anticipated make of November cheese. This caught some shippers who had placed themselves under contract of filling short sales for November shipment. Goods became scarce, and, in their eagerness to buy, prices were advanced ½c. per lb.

In spite of the low quality of the October make, for it is reported that a great deal of "mushy" cheese was sold by the factory-men last month, all goods have brought full prices, exporters being eager to escape with as small a loss as possible. Eastern October makes are now worth 9¾ to 10¾c., and Western Octobers are quoted at 10½ to 10¾c. on the Montreal wharf. Finest Western Septembers bring about 11¼ to 11½c.

Now that the market is being well cleaned up, the situation will resolve itself into a contest between the English buyer and the Canadian holder. The size of stocks is now being thoroughly discussed, and it is generally thought that they are not abnormally large. It is estimated that there are about 325,000 boxes of cheese in Montreal at the moment, a stock which is not considered excessive at this time of year. Holders are asking 11¼c. for good stock, although buyers are hard to find at these figures.

Although English stocks have increased lately, in view of the lateness of the season, the figures are not abnormally large, and, in view of the largely increased consumption of cheese in Great Britain during the past season, no difficulty will be found in disposing of the goods yet unsold. The existing English market for cheese is steady.

To date the combined exports from Montreal, Portland and New York for the season amount to 2,478,731 boxes, against 2,095,383 boxes for the corresponding period last year, showing an increase of 38,348 boxes. Considering the high values that have prevailed all summer and the amount exported, the Canadian farmer has no reason to complain about his returns for cheese this year. We cannot say as much for the middlemen.

BUSINESS EVILS AND THEIR REMEDY.

AS long as competition exists, and that will be as long as buying and selling are carried on, jealousy will be in evidence and price-cutting practised.

But, while this is true, it is no reason why communities of business men should not try by every legitimate means to neutralize as much as possible those things which are not conducive to their welfare.

What will tend to this end is a better understanding among those who compose the community of business men.

Associations are good things, but they are only good in as far as they promote acquaintanceship and good-fellowship among the members. And, while there is no better medium to-day for the promotion of unity among merchants, it does not follow that the absence of the one means the absence of the other.

The condition of affairs in a certain Ontario town of over 6,000 inhabitants proves this. The merchants there have no association, but they have common sense. And the result of it is a sort of unwritten law governing them in regard to many important business practices.

Unremunerative prices, unbusinesslike and dishonorable tricks of trade are not entirely absent there, but no town in Canada has the reputation of being so free in these respects as the one in question. And commercial travelers give the town a high reputation in which to sell goods, which is only a natural concomitant, for merchants who sell well usually buy well.

It is obvious, therefore, that, while an association is to be recommended, inability to form one is not sufficient reason for communities of business men living in discord. A social evening, even but once or twice during the winter months, would soon convince many of this.

THE CANADIAN ROUTE TO THE WEST INDIES.

IT was for many years argued that one of the drawbacks to the development of Canadian trade with the British West Indies was the want of a steamship service running out of the ports in the Maritime Provinces equal in rates and efficiency to that running out of New York. Fortunately

this argument can no longer with truth be advanced.

The service from Canadian ports to the West Indies is now equal to that from any port in the United States. Not only has the fleet of steamers been doubled, and the sailing from Halifax to St. John made fortnightly instead of monthly, but the steamers have been fitted throughout with modern conveniences and the freight and passenger rates are as low as on competing lines running out of New York. This latter statement was given utterance to at the last annual meeting of the Maritime Board of Trade, and investigation made since then has proved that it was based on fact.

With all things now equal, THE CANADIAN GROCER sees no reason why those shipping merchandise to the West Indies, or those who take trips thereto during the winter, should not patronize the Canadian route.

The Canadian boats touch at Bermuda, Turks Island, Jamaica, St. Kitts, Antigua, Montserrat, Dominica, St. Lucia, Barbadoes, St. Vincent, Grenada, Tobago, Trinidad and Demerara, thus affording much convenience to shippers and many attractions to tourists.

In an attractive folder, which the Pickford & Black Steamship Co. recently issued, is a table of distances which we consider interesting enough to be reproduced in these columns. Distances by the Windward Islands route are as follows:

	Miles.
Halifax to Bermuda.....	780
Bermuda to St. Kitts.....	925
St. Kitts to Antigua.....	60
Antigua to Montserrat.....	35
Montserrat to Dominica.....	97
Dominica to St. Lucia.....	83
St. Lucia to Barbadoes.....	108
Barbadoes to St. Vincent.....	97
St. Vincent to Grenada.....	76
Grenada to Tobago.....	96
Tobago to Trinidad.....	79
Trinidad to Demerara.....	357

Total miles..... 2,793

By the Jamaica route:

Halifax to Bermuda.....	780
Bermuda to Turks Island.....	770
Turks Island to Jamaica.....	420

Total miles..... 1,970

BRANDON, "ONTARIO."

The British Columbia Review, a journal devoted to the mining interests and published in London, England, describes Brandon, Manitoba, as a city in the Pro-

vince of Ontario. This is a bad slip for a paper which carries the name of one of the Canadian Provinces in its headline.

DO GROCERS SELL CULL CHEESE?

AT a meeting of the Lindsay, Ont., Cheese Board the other day, Mr. Whitton, one of the buyers, in the course of a discussion as to the cause why more cheese is not used in Canada, made the statement that the principal reason was that the Canadian grocers bought cull cheese and the people did not like it well enough to eat much of it.

The Lindsay Watchman-Warder interviewed several of the grocers of the town, all of whom denied the charge that they bought cull cheese, and declared that the small sale of cheese in this country is due to other causes.

Six of the eight grocers seen insisted that they never handled anything but the best they could get, often paying more than the board price to make sure of getting a superior quality.

An extract from the answers of one of the other two is a fair specimen of the reply of both of them to the charge. He says: "When the curds have been grassy in wet weather the cheese will show full of little holes when it is cut. The buyers reject those because when they have been held for months they will not cut without crumbling and hence are no good for shipping. We get some of those. They taste no different from others and so cannot affect the consumption. It is all a matter of handling. In one sense then, Mr. Whitton is partly right. From a shipper's standpoint some cheese we buy are not first-class, for the reason I have stated, but, when he says that is the reason people do not eat more cheese he is astray and taking undue advantage of a fact that holds merely with regard to shipping and not flavor."

The same grocer, Thos. Blackwell, gives the only alternative reason to that advanced by Mr. Whitton for the small consumption of cheese in Canada as follows: "The fact is, cheese is a luxury in Canada. People do not use it instead of butter, but with butter. They can do without it, and, if they have not a spare shilling, they do not buy it. In England a man will eat bread and cheese without butter, but Canadians have not got into that way yet."

The subject is an interesting one, and THE CANADIAN GROCER would like to get the views of its readers upon the question.

CANNED GOODS MEN IN SESSION.

A SPECIAL meeting of the Canadian Canned Goods Packers' Association was held in the Walker House, on Wednesday last, the session lasting all day and well into the night.

More than ordinary interest was taken in the meeting, in view of the unsettled condition of the market at the moment, owing to the low prices at which some brands of tomatoes, peas and corn were being offered, and the expectation on the part of a good many in the trade that the association would make a reduction in its figures.

But it was the unexpected that happened. Mr. Thos. J. Doak, the inspector of the association, presented a statement which showed that some of the factories had sold their total pack of vegetables, and that of the total pack of all kinds about 77 per cent. had been sold. In view of this, it was decided to make no change in prices, and it was furthermore decided to make no reduction at least until next season's packing operations were begun. An arrangement was also made whereby, should any individual packer find himself at any time with a surplus heavier than he could take care of, the other members should lighten his burdens. It was declared that, as far as could be gathered, the pack of the independent factories had been nearly all sold.

"There are a good many people who cannot understand why the price of canned goods should be higher this year than they were a year and two years ago," remarked a packer to THE CANADIAN GROCER. "Now, let me show you how much the increase in the cost of the different materials has added to the increase in the cost of canned tomatoes per dozen. In tins, the increase is 7.20c. per dozen; in cases, 3.10c. per dozen; in raw tomatoes, 2c. per dozen; in solder, 2c. per dozen; labels, .72c. per dozen. Here is a total increase of 15.02c. per dozen in the cost of tomatoes."

The action of the association in deciding to make no change in prices will naturally tend to steady prices, although to what extent remains to be seen.

The meeting discussed at some length the export trade question, and expressed its hope that the Government would make

every effort to place the St Lawrence route on an equal footing with that of United States routes to Europe.

The meeting was the most successful the association has had for several years. President W. I. Matthews was in the chair, and there were present: W. Boulter, Picton, president executive committee; W. C. Breckenridge, Hamilton, secretary; W. A. Ferguson, Delhi; D. Marshall, Aylmer; H. Malcolmson, Chatham; D. Macaulay and Fred. Miller, Trenton; S. Nesbitt, Brighton; W. M. Miller and M. Craig, Port Hope; R. Morden, Belleville; W. Flynn, L. M. Schenck, James Dolan, C. M. Fenton, and L. Howard, St. Catharines; W. P. Innes, Simcoe; F. Lalor, Dunnville; R. Bowlby, Waterford; Thos. J. Doak, inspector, Hamilton.

The executive committee held a session on Tuesday, Mr. Boulter being in the chair, to make preparations for the meeting of the association.

It was decided to hold the annual meeting on January 9.

During the week in which the annual meeting of the association is to be held a banquet will be given at which a special invitation is to be extended to the wholesale grocers doing business in the different wholesale centres of Canada.

A WHOLESALE HOUSE FAILS.

One of the oldest wholesale grocery firms in Halifax, G. A. Pyke & Son, is in financial difficulties. The senior partner, G. A. Pyke, died a few weeks ago. A meeting of creditors was held on Wednesday, at which a statement was made showing liabilities of \$60,000. An offer of 25c. (cash) was made, and is under consideration.

TRAVELERS TO GIVE A CONCERT.

The Toronto City Travelers' Association intend giving on Thursday evening, December 6, their first annual concert in Massey Hall.

While the admission will be at popular prices (25c. for all seats), the programme will be of a high standard, as may be judged from the following list of musicians, etc., who will take part: The Sherlock Male Quartette, Harold Jarvis, tenor; Miss Julie Wyman, contralto; Oscar Wenborne, baritone; Miss Tessa McCallum, dramatic

reader; James Fax, humorist; University Banjo, Mandolin and Guitar Club.

The committee who have the affair in charge—Messrs. Jerry Burns, W. J. Parks, M. A. Muldrew, W. Anderson, C. H. Collins and W. F. Daniel—are advertising the event vigorously, and already much interest is manifested by the trade in it. The "boys" deserve a good house.

KINGSTON EARLY-CLOSING BY-LAW.

The first convictions under the Kingston, Ont., early-closing by-law were made on Monday when Charles Bicknell, corner of Barrie and Colborne streets, was charged, upon complaint of P. C. Timmerman, with keeping his grocery store open after seven o'clock in the evening. He pleaded not guilty, but qualified his plea by saying that he kept the place open for the sale of fresh meat only. He had kept his store closed until he found other grocers were keeping open their stores for the sale of meat. After some technical evidence had been put in, the magistrate adjudged Bicknell guilty and imposed a fine of \$3 and costs. E. F. Chapman, corner of Queen and Division streets, was arraigned on a similar charge, and, as he pleaded guilty to selling meats after hours without qualifying his plea, his fine was only \$1 and costs.

CANNED GOODS IN THE STATES.

The general market for canned goods shows an improved tone during the past week, and the two most prominent facts in respect to it are the increased demand for some articles and the rapidly-diminishing supply of others.

Peas and beans are firmer in tone, and peaches can be put in the same list, there being an advance of from 2½ to 5c. above the lowest quotations of last week on pie, seconds and extra yellow peaches. Corn is reported quiet by the brokers, although it is recognized now that the distribution of the pack has been very considerable. Beans and pineapple are reported scarce, and prices therefore are ruling very firm, although we revise no quotations from last week. Tomatoes continue strong and gallons show an advance of 5c. on the past week, from \$2.10 to \$2.15 in this market. Small fruits have held their place well this fall, and red raspberries especially, they showing another advance, being quoted at from 70 to 75c. as against 65 to 67½c. one week ago.—The Trade, Baltimore, November 16.

Considerable interest has been manifested in the first shipment of grain from the Great Northern elevators at Quebec to Great Britain, which was made the other day.

12 MONTHS AFTER DATE

doubting souls will have been forced to concede that we were right in our prophesies that the new uncolored

"SALADA" CEYLON GREEN TEA

would revolutionize the Japan tea drinking habits of the people.
Your opportunity is TO-DAY.
Don't waste twelve months in meditation.
The cost of a postal will bring you any desired information.

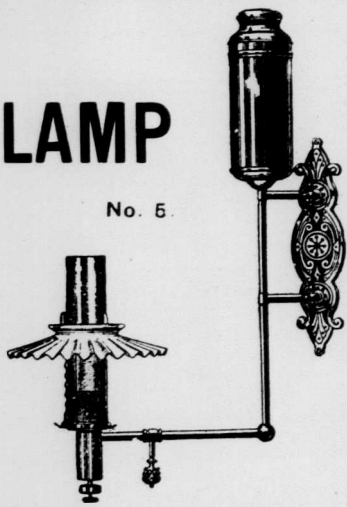
Toronto. Montreal. Boston. Buffalo. Philadelphia. Detroit. Toledo. Cleveland. Pittsburgh.
Newfoundland.

THE AUER GASOLINE LAMP

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

Safe, Strong, Satisfactory.

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



Write for Catalogue.

AUER LIGHT CO.

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

MAGIC



SODA

OR SALERATUS IS THE BEST.

LONDON, ENG. E.W. GILLETT, CHICAGO, ILL. TORONTO, ONT.

B

"BEE"

STARCH

B

THE SEASON'S SUCCESS.

LIVE GROCERS ARE MAKING MONEY SELLING IT.

BEE STARCH CO., MFRS., - 10 Lemoine St., Montreal.

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, November 22, 1900.

GROCERIES.

IN view of the unsatisfactory condition of the weather, business is naturally not as brisk as it otherwise would be. At the same time it cannot be said that trade is dull, for there is a good movement in most seasonable lines. One of the most unsatisfactory features of the situation at the moment is the somewhat unsettled condition of the market for canned vegetables, on account of the cut prices which are being quoted by one of the wholesale houses in Toronto. At the same time, however, there is, naturally, not much business done at this time of the year in canned vegetables. In canned salmon, the situation is as strong as ever. Spices, generally, rule firm. A pronounced weakness exists in regard to Brazilian coffees. The sugar market is quiet with prices steady. There is scarcely anything doing in teas, and, although Japans are steady, Indians and Ceylons are weak. Sultana raisins are cabled slightly easier. Valencia raisins are still rather easy, and the range in quotations is wide. Soft-shelled almonds have arrived on the market since last week.

CANNED GOODS.

There are two things which contribute to give a little more interest to the canned vegetable market this week. The one is the extremely low price at which tomatoes, peas and corn are being offered to the retail trade by one of the wholesale houses in Toronto. It is the opinion of a good many that it is chiefly an attempt to break the market, but, whatever the motive may be, the low prices have been sufficiently powerful to cause a decidedly unsettled feeling in the market. The other feature of particular interest is the meeting, which is at the moment in session, of the Canadian Packers' Association. What the result of this meeting will be cannot at present be stated. Some people are of the opinion that a reduction in prices will be made

by the association, in view of the competition of the low-priced non association goods on the market. While it is also alleged that some of the members of the association are not keeping faithful to the agreement, some of the canners, however, assert that the condition of the market, as far as stocks are concerned, was never better, and, although the pack of tomatoes was large, THE CANADIAN GROCER has been assured by a prominent member of the association that only about 65,000 cases remain unsold, a small quantity for this time of year, particularly in view of the increased consumption. There is quite a wide range in the quotations, but this is due largely on account of the difference in quality. Tomatoes, for instance, are quoted all the way from 77½ to 87½c. per dozen. Corn and peas at 72½ to 80c. There is very little doing in canned salmon, but the market still rules firm. Fraser river sockeye rules at \$1.80 to \$1.85, and for some of the standard brands, which are very scarce, as

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

high as \$2 is quoted, but this latter figure cannot be termed any other than nominal. There are some cheap brands of red fish at \$1.60, \$1.65 and \$1.75. Cohoes rule at \$1.50 to \$1.60 for good brands. Very little is being done in canned lobster. The ruling prices are \$1.75 for ½-lb. flats; \$3.30 to \$3.40 for 1-lb. flats, and \$3 for 1-lb. tall.

COFFEES.

A decided weakness prevails in the coffee market. This is particularly true in regard to the Brazilian kinds, whose weakness is caused by large receipts and a bountiful crop.

SUGARS.

The condition of the sugar market is a little more favorable than it was. Beet sugars are up 3d. in Europe, and in New York a sale of Demerara is reported at an advance of 1-16c. Former prices are still quoted for cane sugar, but prices are merely nominal, sellers being indifferent while refiners are not eager buyers. Stocks in the four ports of the United States at the end of last week were 134,449 tons less than the same time last year. Receipts last week in

the United States were 13,000 tons, and the meltings 27,000 tons. The advance in sugar on the European market is attributed to the buying on American account. The receipts between now and the arrival of the Cuban crop are likely to be light. It looks, therefore, as if the United States will be compelled to go to Europe to augment their supplies. In refined sugars in the United States nominal conditions prevail. Hard sugars are firmly held, with soft sugars being occasionally shaded. On the local market there is a fair business being done for this time of the year, and our quotations are without change.

SYRUPS AND MOLASSES.

Three parcels of cheap syrups have arrived on the local market, and these have found a ready sale. Generally speaking, the syrup trade is quiet, and the same may be said in regard to molasses.

TEAS.

Brokers report that there is a little inquiry for Japan teas at from 16 to 16½c., but, as no teas are to be had at those prices, transactions are nil. Advices received from Japan indicate that the market there is still firm. The condition of the market for Indian and Ceylon teas continues unfavorable. Mail advices from London state that, while good-liquoring teas sold with fair competition, the commoner grades passed slowly, Pekoes being as low as 4¼d., and and Pekoe Souchongs under 4½d. per lb. There was a further fall of fully ¼d. per lb. in the price of common grades of Ceylon teas, while medium grades declined over ½d.

SPICES.

A strong market prevails in cloves, and Zanzibar, the country of production, is reported to be buying in London. Pepper is another line in spices which is holding firm. There are only about 800 tons of pepper in the United States, compared with 1,500 a year ago.

NUTS.

The soft shelled almonds, noted last week as being near at hand, are now on the local market. They are being quoted to the retail trade at from 15 to 16c. per lb. Grenoble walnuts will be here next week. They are being quoted at 12½c. per lb. The demand for these nuts is fairly good.

FOREIGN DRIED FRUITS.

CURRENTS—The movement is not brisk. We quote fine Filiatras at 12 to 12½c;

Amalias at 13 to 14c.; Vostizzas at from 15 to 17c., and Patras at 14 to 16c. As far as can be learned, the primary market is steady.

VALENCIA RAISINS—The outside market is rather easy. There have been some low offers from London, but as there is a great deal of rain-damaged fruit being offered it is difficult to say what the value is. On account of the different quality of raisins on the market, there is quite a range in the prices which the wholesale trade is quoting to the retailer. We quote fine off stalk at from 8 to 9c., according to quality; selected at 8½, 9 and 9½c., and layers at 10 to 10½c. There is not a great deal being done.

MALAGA RAISINS—A moderate trade is being done in Malaga raisins. We quote: London layers, \$2.25 to \$2.50; black baskets, \$2.75 to \$3; choice clusters, \$3; Dehesa clusters, \$3.50; Royal clusters, \$4.75; quarter black baskets, 80 to 85c.; quarter choice clusters, 90c., and quarter Dehesa clusters, \$1.10.

SULTANA RAISINS—According to cable advice received this week, Sultana raisins are about 1s. lower in the primary market.

PRUNES—The demand is moderate and local quotations unchanged. In the primary market Californian prunes are firm in the larger sizes.

GREEN FRUITS.

The week has shown an excellent demand for both oranges and lemons. The first arrivals of Mexican oranges came this week, and, as they are good stock, they are in good request at \$3 per box for 250's. Other sizes are expected in a few days. Jamaicas are plentiful at \$3.50. It is reported that some Jamaicas are being sold as Floridas, which are not yet on the market. New Messina lemons are selling well at \$3 for 350's and \$3.50 for 300's. Verdillis are now selling at \$2 to \$2.50, a decline of 25c. The demand for bananas is moderate and prices are 25c. lower. Sweet potatoes are steady in price, but the movement is light. Cranberries keep firm, and, notwithstanding the high price, are selling well. The apple trade is in a satisfactory condition. Good eating apples are in excellent demand at \$2 to \$2.50. Other kinds are not much wanted. Pears are in fair demand at \$3 per bbl. Reports re the quality of Malaga grapes are conflicting. Some houses say that the quality of the stock they have received this season has been exceptionally good. Others say that receipts lately have been very wasty. The price keeps steady at \$5.50 to \$8 per keg. Spanish onions appear to be scarce, and are firm at \$1 per case.

COUNTRY PRODUCE.

EGGS—Strictly fresh eggs continue in excellent demand, and 18 to 19c. is a common quotation, with 20c. for extra choice small lots. There is a good movement of held at 16 to 17c., and of pickled at 15 to 16c.

BEANS—The market is not quite so strong. Prices are back again to \$1.35 for prime and \$1.25 to \$1.30 for mixed, making a decline of 5 to 10c. in the week.

HONEY—Supplies are not large and receipts are readily absorbed at 9½ to 11c. for extracted clover and \$2.25 to \$2.75 for clover comb.

DRIED APPLES—The local jobbing trade is moderate but prices are steady at 3 to 3½c. for dried and 5 to 5½c. for evaporated.

POTATOES—The feeling is stronger, but prices are unchanged at 30c. per bag, f.o.b. track, Toronto. Small lots out of store are selling at from 35 to 37½c. per bag.

POULTRY AND GAME.

POULTRY—The market is demoralized, as receipts are heavy in the face of mild weather. Geese and turkeys are 2 to 2½c. lower than a week ago. Chickens and ducks are also lower. We quote as follows: Chickens, 15 to 35c. per pair; ducks, 40 to 50c. per pair; geese, 4 to 5c. per lb.; turkeys, young, 6 to 7½c.; old, 8 to 10c. per lb.

GAME—Owing to the inclement weather few ducks have been sent into the market. Venison is offered in fairly large quantities. Prices are unchanged throughout. We quote: Venison carcasses, 8 to 9c.; saddles, 12 to 15c.; teal and widgeons, 15c.; blue bills, 35c.; red heads, 50c.; black, 75c., and canvas backs, \$1.10 per pair.

BUTTER AND CHEESE.

BUTTER—There is a fair trade doing in all lines, and a good movement in dairy large rolls is noted. Prices are unchanged. We quote as follows: Dairy prints, 19 to 20c.; rolls, 18c.; tubs, 18 to 19c.; creamery prints, 23 to 24c.; boxes, 21 to 22c.

CHEESE—The market shows a stronger tendency and now dealers are generally asking 11½c. for early, and 11¼c. for late makes. Twin cheese is steady at 12c.

PROVISIONS.

As there is practically no accumulation of stocks in Toronto, and as navigation will close in a few days, packers are kept busy to their limit filling orders to be sent by water. Prices keep steady and without change.

GRAIN, FLOUR, BREAKFAST FOODS

GRAIN—The wheat market is somewhat stronger, and 65c. is now quoted for Ontario

FISH AND OYSTERS

Finnan haddies are scarce, and, as they are in good demand, prices have advanced 1c. per lb. Frozen fish are now replacing fresh fish. Stocks generally are good, but there is not so much whitefish in stock this season as usual. Owing to rough, stormy weather at the Chesapeake oyster beds, Baltimore standard oysters are 5c. per gal. higher than a week ago, and are likely to continue dearer. Otherwise, there is no change. We quote: Frozen fish—Trout, 7½ to 8c.; whitefish, 7½ to 8c.; perch, 3c.; pike, 6c.; bluefish, 5 to 6c.; dore or pickerel, 7 to 7½c.; redsnappers, 11c.; fresh mackerel, 14½c. each. Smoked fish—Finnan haddies, 8c. per lb.; herrings, 13 to 14c. per box; ciscoes, 90c. to \$1 per 100; Bay of Fundy herrings, splits, \$3.25 per half-bbl., \$5.75 to \$6 per bbl.; shore herrings, \$2.75 per half-bbl. and \$4 per bbl. Salted fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; 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.; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 4½ to 5½c. per lb.; shredded cod, \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb. Oysters—Southern mediums, \$1.10 per gal.; Baltimore stan-

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

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

ARTICLES FOR SALE.

WANTED to close out estate, best offer for 1 Tea Blender, cost £35, and 1 Tea Cutter, cost £32 in London, England, Bartlett & Son makers. Both new, just received this year. Apply to Martin & Robertson, Vancouver. (52)

REGISTERS WANTED.

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)

NOTE.

We Import

MALAGA GRAPES
MESSINA LEMONS
ORANGES

CRANBERRIES
COCOANUTS

DATES
FIGS
NUTS—
all varieties
PRUNES
APRICOTS

HUSBAND BROS. & CO.

Telephone 54.

82 Colborne St., Toronto.

Toronto Commission Houses.

TO THE TRADE.

Before purchasing your supply of Fruits, Nuts, etc., for early Winter and Xmas trade, we would advise you to write us for our price list. Our stock is complete and is of excellent quality. Will be pleased to quote you on any of the following: Lemons, Oranges, Figs, Bananas, Apples, Raisins, Prunes, Apricots, Almeria Grapes, Dates, Sweet Potatoes, Onions (Can.), Cranberries, Nuts of all kinds. All Foreign and Domestic Fruits.

McWILLIAM & EVERIST

Wholesale Fruit, Produce and Commission Merchants
25 and 27 Church St., TORONTO, Can.
Office Phone 645. Warehouse Phone 8394.

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

**SMOKED MEATS
PURE LARD**

Our "MAPLE LEAF" brand is unexcelled.

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

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants
76-78-80 Front St. E. - - TORONTO.

EGGS WANTED

If any to offer, write, wire or 'phone us, we are prepared to pay extreme prices delivered at your station.

Agents for large Butter Tub Manufactory in Quebec, write us for quotations f.o.b. Factory or Toronto.

Rutherford, Marshall & Co.
68 Front Street East, Toronto.
Telephone 2669, 2641.

The _____
DAWSON Commission
Co., Limited

**FRUIT, PRODUCE AND
COMMISSION MERCHANTS.**

Cor. Market and
Colborne Streets, **TORONTO**

...EVERY...

COMMISSION MERCHANT

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

dards, \$1.50 per gal.; Baltimore selects, \$1.60 per gal.; New York mediums, 80c. per 100; New York selects, 90c. per 100. wheat at outside points. There is practically nothing doing on the local street market. Prices are unchanged as follows: Wheat, white and red, 68 to 69c.; goose, 66c.; peas, 60 to 65c.; oats, 29 to 30c.; barley, 40 to 46c.; rye, 52c.

FLOUR—There is a fair movement. We quote as follows: Manitoba patents, \$4.35; Manitoba strong bakers', \$4.00; Ontario patents, \$3.80; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—Oarmeal is 10c. lower. We quote: Standard oatmeal and rolled oats, \$3.20 in bags, and \$3.30 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.00.

HIDES, SKINS AND WOOL.

HIDES—The market keeps firm. Deliveries are fair. We quote: Cowhides, No. 1, 8 to 8 1/4c.; No. 2, 7 to 7 1/4c.; No. 3, 6c. Steer hides are worth 1c. more. Cured hides are quoted at 8 3/4 to 9c.

SKINS—Sheepskins continue to advance. Otherwise there is no change. We quote as follows: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at 75 to 80c.

WOOL—There is no change. We quote: Combing fleece, 15 to 16c., and unwashed, 9 1/2 to 10c.

SEEDS.

There is practically nothing doing. The outside markets, however, keep firm and prices here are steady at \$6 for the best values of alsike, and \$5.50 to \$6 for ordinary to the finest clover.

MARKET NOTES.

Beans have declined 5 to 10c.
Cloves and pepper rule strong.
Sultana raisins are cabled easier.
Baltimore standard oysters are 5c. per gallon higher.

All sizes of Mexican oranges will be on this market in a few days.

The poultry market is demoralized. Geese and turkeys have declined 2 to 2 1/2c. per lb. Chickens and ducks are 10 to 20c. per pair lower.

The fresh shipments of English marmalade now arriving are costing 15 to 20c. per dozen higher.

The milk dealers of Brockville have organized under the style of The Brockville Dairymen's Co., Limited, with \$500,000 capital. They intend erecting a modern dairy and introducing the most economical methods of distributing milk.

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

JUT TOBACCO

**OLD OHUM.
SEAL OF NORTH CAROLINA
OLD GOLD**

CIGARETTES

**RIOHMOND STRAIGHT OUT.
SWEET CAPORAL.**

ATHLETE.

DERBY

Winnipeg Brokers.

ENGLISH AND CANADIAN MANUFACTURERS

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

STEELE & TOMS,

Wholesale Commission Merchants and Brokers,

WINNIPEG, MAN.

JOSEPH CARMAN . . .

**WHOLESALE MERCHANDISE BROKER
AND MANUFACTURERS' AGENT.**

Winnipeg, Manitoba, Canada.

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

W. R. ROWAN

**Manufacturers' Agent and Com-
mission Merchant.**

Correspondence Solicited.

OFFICE:
132 Princess St., Winnipeg, Man.

STORAGE

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

E. NICHOLSON

**Wholesale Commission Merchant and
Broker.**

115 Bannatyne Street East, **Winnipeg, Man.**

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.

LIMITED.

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

151 Bannatyne St.,

WINNIPEG, MAN.

14th St.,

BRANDON, MAN.

Winnipeg Advertising Agents.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly
attended to by

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

QUEBEC MARKETS.

MONTREAL, November 22, 1900.

GROCERIES.

TRADE, on the whole, is somewhat more active this week in view of the early close of navigation. As usual there is a great flow of orders coming in just as the season closes, and, consequently, the staffs of the various wholesale houses are being taxed to their utmost capacity to keep up with the demand. Sugar has been in brisk demand this week, while all sorts of dried fruits and goods, particularly for the Christmas trade, have been selling freely. The great subject of discussion among the trade this week is the situation in Valencia raisins; a decidedly tremulous feeling having prevailed throughout the trade. The position should not breed fear. Of course, the public sales in London and Denia have shown a weakening tendency, but the goods that have gone at lower prices have been all low grade; good fruit is firmly held, and there is no reason why it should not be in Canada. It is our impression that Valencia raisins will be scarce on the Canadian market before Christmas. Payments are improving.

SUGAR.

As we predicted last week, in spite of the figures showing an unprecedentedly large production, values for raw sugars have been well maintained in Europe; in fact, prices for German and Austrian sugars remain at 2½d. to 3d. per cwt. above values in the United Kingdom, showing clearly that there is no anxiety to realize in those countries. Here the tone is quiet and steady, with granulated at \$4.85 per 100 lb., and yellows at \$4.05 to \$4.75 as to grade. There is no change in the crop prospects. Opinion generally leans towards a minimum of 5,900,000 tons in Europe.

SYRUPS.

The syrup market is steady and unchanged. Fall shipments are being made this week in large lots at old prices. Corn syrup is worth 2¾ to 3¼c., according to quantity.

MOLASSES.

The demand for molasses continues moderate, but nothing striking has occurred in this line. The tendency upwards has ceased for the time being, although the present values, 41c. for single puncheons and 40c. for carlots, are well maintained.

CANNED GOODS.

Everything in the canned goods line is in good condition, and there are no indications of a weakening market in any direction. Fraser river sockeye is scarce and worth fully \$6.50 to \$6.75 per case in a jobbing way. Rivers Inlet is quoted generally at \$5.50 to

\$5.75. To retailers the price is unchanged at \$1.75 to \$1.85 per doz. for flats; \$1.60 to \$1.65 for talls, and \$1.40 for spring salmon. Mackerel is quoted at \$1.10 per doz. The last fall shipment of canned goods will be made this week, and, when the orders are filled and remaining stocks are calculated, it is not likely that dealers will find they have much left on hand. In fact, we have heard that both salmon and vegetables will be scarce before the season is far advanced. Tomatoes are selling at 85 to 90c.; corn is worth 80c.; peas, 77½c. to \$1.05, and beans 82½c. Fruits are rather slow. Dealers' prices are: Strawberries, \$1.70 to \$1.85; cherries, \$1.95 to \$2.15, and raspberries, \$1.45 to \$1.65 per doz.

SPICES.

There has been nothing of importance come to light during the week in connection with the spice market. Trade has been brisk in most departments. We quote as follows: Nutmegs, 25 to 50c. per lb. as to size; mace, 45 to 50c. per lb. as to quality; pimento, 9c.; cloves, 12 to 14c.; pepper, black, 15c.; white, 23c.

RICE.

There is nothing new to report in rice. A good trade has been done this week at unchanged figures. We quote as follows: B. standard, \$3 to \$3.10; C. C. standard, \$2.90 to \$3; Patnas, \$4.40 to \$4.75; Japans, imported, \$5.20 to \$5.50, and Carolina, \$9.50 to \$11.

FOREIGN DRIED FRUITS.

CURRENTS—The tone of the currant market is healthy and firm. Dealers are selling generally at 11½ to 12c. for fine Filiatras in barrels, half-cases and cases. In a jobbing way we hear the prevailing figure is 10½c. A good distributing trade has been done this week.

VALENCIA RAISINS—The trade holding stocks of Valencia raisins are feeling very uneasy, on account of the low values realized at public sales in London and Denia. But sober judges of the market seem to think that Valencias at present prices are exceedingly good value. This is the time of the year that the demand for foreign dried fruits is the heaviest, but thus far this year it has not come up to expectations. Orders continue to come in for small quantities, and prices obtained, on the whole, are not satisfactory to importers. The fact that there are old and inferior goods, some out of condition, offered at low figures, interferes with the sale of straight new goods, which are naturally held at higher prices. The same state of affairs prevails at London, but the Canadian market is so sensitive that anything seems to send it to pieces. If dealers would only pull themselves together and take a more hopeful view of the

Toronto Fruit Merchants.

APPLES! - APPLES!

It may pay you to write to us re "Export Business." Our cable October 15, 1900, from

YEOWARD BROS.,

Liverpool, Eng.,

"STRONG DEMAND, 15s. to 22s. 6d."

ONTARIO AGENTS:

CLEMES BROS.,

51 Front East, TORONTO.

English Commission Merchants.

A. S. HOOPER & CO.

WATER ST., LIVERPOOL.

Commission Agents.

SEED, GRAIN and

General Produce.

We make a specialty of

BEANS, PEAS, SEEDS, FEED,
OIL-CAKE and PEANUTS.

Consignments and Correspondence Invited.

Victoria Fruit Merchants.

From the Atlantic to the Pacific,
OKELL & MORRIS'

(Gold Medal Brands) of Whole Fruit Preserves

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

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

New Brunswick Lobster Cannery.

GOLDEN CROWN LOBSTER, flats and talls.
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

Toronto Salt Works

TORONTO, ONT.

Write us for SALT of any kind.
Also SALTPETRE, car lots or less.

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 & CO.,

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

situation they would save themselves many a penny. The last London report says that choice fruit in London is firm and scarce. There is some fruit still left in Denia, but farmers are holding good grades exceedingly high. It seems a pity that sales of poor stuff should thus depreciate an otherwise healthy market. The prevailing distributing price is 8c. for fine off stalk; selected, 8½ to 9c., and layers, 9 to 9½c.

CANDIED PEELS—A good trade has been done in peels this week. We quote: Lemon, finest, 9 to 9½c., drained, 10c.; orange, finest, 9½ to 10c., drained, 10½c.; citron, 14c. for finest and 15c. for dimbole drained.

CALIFORNIAN RAISINS—There have not been many Californian raisins selling recently. They are worth 9½c. for 3-crown and 10c. for 4 crown.

PRUNES—Large lots of prunes have been shipped this week at unchanged figures. Bosnia prunes are worth 5½ to 6c. French prunes are selling at 3¾ to 4¼c. Californian prunes, in 12 5-lb. tin cases, for 60-70's are worth 45c. a tin. French prunes are pretty well sold out, but there will be more in next week.

FIGS—Figs are proving to be good sellers this year. Tapnets are worth \$1.10 to \$1.15, while table figs range from 8 to 13½c. Tapnets are becoming scarce and the market is firming up.

CALIFORNIAN EVAPORATED FRUITS—Evaporated fruits have been freely disposed of this week at unchanged figures. We quote: Apricots, 12½ to 13c.; peaches, 10¼ to 10½c.; pears, 10¾ to 11½c., and nectarines, 10¾ to 11¼c.

NUTS.

New nuts continue to arrive in stock. It is likely now that new Grenobles and French walnuts will not be here until December on account of disablement of a Southampton steamer. Sicily filberts are selling at 11½ to 12c. Jordan almonds are moving in small quantities at 37c. Tarragona almonds bring 15 to 15½c. There are still some Grenoble walnuts of last year's crop on sale that have been kept in cold storage and are in good order; the price is 10c. per lb. in bales. New stock will be sold at 11½ to 12c.

TEAS.

The only feature of the tea market is a decline of 1½c. per lb. in low-grade Indian and Ceylon teas during the last two or three weeks. We have seen good 11c. teas offered as low as 9c. There seems to be a great quantity on the market, and this stock is a drug. Good grades are scarce and bring full prices. China teas, and greens are unchanged from last week, with the same tendencies prevailing. Japans are firm,

They're Selling!

Every dealer who has bought

Clark's Pork and Beans

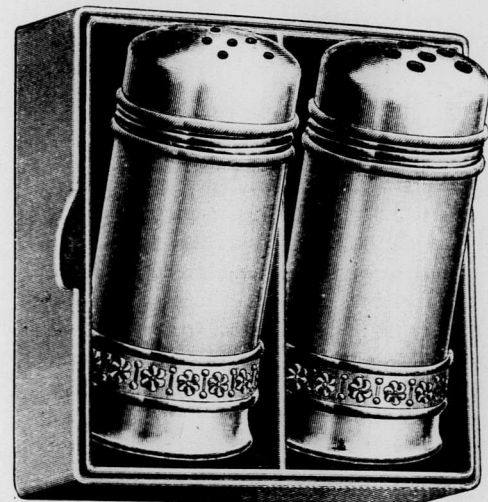
has given repeat orders. They please everybody.

Why not try some ?

WE have the most complete line of Low-priced Silverware on the Canadian market.

Write for Illustrated Catalogue.

No. 15,
Pepper and Salt,
at \$7.50 Per Dozen
Pair.



— THE —

G. WEETON MFG. CO.,

SILVERWARE AND SPECIALTIES.

TORONTO ADDRESS:

Confederation Life Building.

MONTREAL ADDRESS:

Temple Building.

THE NEW CEREAL COFFEE...

It is the only substitute for Tea and Coffee recommended by the best physicians. It is made of pure cereals scientifically prepared, and is healthful and invigorating. It is Nature's food drink. Does not have the least trace of coffee, chicory, or other deleterious substances. No attacks of indigestion, biliousness or constipation can occur if The New Cereal Coffee is freely used. Have dozens of testimonials from the leading physicians as to its purity and value.

Dr. C. A. Cline, one of the leading physicians of London, Ont., says: "I have been using in my family The New Cereal Coffee manufactured by The Leamington Coffee Co., of Leamington, Ont., and can highly recommend it as a healthful beverage, with a very pleasant flavor resembling a good coffee, and would strongly advocate its use to those troubled with indigestion and constipation. Have a number of my patients using it with gratifying results."

SOLD BY THE LEADING GROCERS. CAN BE PROCURED DIRECT FROM US, OR FROM MESSRS. EDWARD ADAMS & CO., LONDON, AND OTHER WHOLESALE FIRMS.

Price per lb., 20c. Put up in ½-lb. and 1-lb. boxes. Cases hold from 2 dozen to 5 dozen of either size. We pay freight if order exceeds 50 lb. No charge for cases. Special discount to the trade.

THE LEAMINGTON COFFEE CO.

LEAMINGTON, ONT.

S. H. EWING & SONS

— 96 King Street, MONTREAL

Headquarters for Ceylon, Indian and Japan Teas.

Consult us now, as we have some splendid values in these brands. Wholesale only.

—SAMPLES AND PRICES ON APPLICATION—

except in the low grades, and these will not affect the situation.

GREEN FRUITS.

The market is quiet and the week has produced no change of any note. We quote: Oranges, bbls., \$5.50 to \$6; Verdill lemons, 300's, \$4 to \$4.50; 360's, \$1.50 to \$2 per box; bananas, firsts, \$1.75 to \$2; eight hands, \$1 to \$1.25; apples, fall, \$1.50 to \$1.75 per bbl.; winter, \$2.25 to \$2.75 per bbl.; Canadian pears, 25 to 35c. per basket; cranberries, \$7.50 to \$9 per bbl.; Spanish onions, \$2.25 per large crate and 85c. per small crate; chestnuts, 10c. per lb.; sweet potatoes, \$2.75 to \$3.00 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 \$5.00; Catawba grapes, 20c. per basket.

PROVISIONS.

The market is perhaps a little easier again this week. It is a matter of speculation as to how low values will go when packing commences. There is no doubt the market shows more strength than some will admit, for it is backed up by the strongest legitimate situation in many years. A good, steady trade has been done in most lines, more particularly in pork. We quote as follows: Canadian short cut mess pork, \$19.50 to \$20.00; short cut clear, \$18.50 to \$19.00; extra plate beef, per bbl., \$12.50 to \$13.00; hams, 11½ to 13½c., lard, pure Canadian, \$2.10 per pail; refined lard compound, \$1.70 per pail; Snow White and Globe compound, \$1.60 per pail; cottolene, 8½c. per lb. in tierces and 9½c. in pails.

FISH AND GAME.

A good trade has been done in pickled fish this week. We quote: Fresh fish—British Columbian salmon, 15c. per lb.; haddock, 4c.; halibut, 12 to 15c.; dore or pickerel, 6 to 8c.; whitefish, 8c.; pike, 6c. Salt fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; green cod, No. 1, \$4.75 to \$5 per

200 lb.; small, \$3.75 per 200 lb.; Loch Fyne herrings, \$1.10 per keg; Dutch herrings, 80c. per keg; No. 2 mackerel, \$10 per bbl.; ½'s, \$5.50 to \$6. Smoked fish—Finnan haddies, 6 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, \$5.00 per cwt.; boneless cod, in bricks, 5 to 5½c. per lb.; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb.

The supply of game has not been equal to the demand this week, and partridge, black ducks and hares are higher. Selling prices on the market are as follows: Partridge, 80c. for firsts, per brace. Ducks—blue bills, 40c. per pair; red heads, \$1 per pair; black, 85c. per pair. Turkeys, 11c. per lb.; chickens, 10c.; fowl, 9c.; domestic duck, 12c.; pigeons, \$1.50 dozen; snipe, \$1.80 dozen; plovers, \$3.60 dozen; hares, 40c. each; wild geese, \$1.00; deer, 10c. 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—The demand from local buyers has continued fair, and the market is moderately active. A firmer feeling has prevailed during the week, and prices show on advance of 1c. Western stock is worth 17½ to 18c. as it comes here; seconds, 14 to 15c., and culls 11 to 12c.

MAPLE PRODUCT—Business has been quiet and featureless. We quote: Syrup, 70 to 75c. per large tin, and 50 to 60c. per small tin, and 6½ to 7c. per lb. in wood. Sugar, 9 to 10c.

BEANS—There is nothing new to note. Primes are worth \$1.20, and hand-picked \$1.35.

HONEY—A small business was done in honey at steady prices. White clover in comb is worth 13 to 14½c., and white extracted, 8½ to 10c. Buck-

wheat honey in comb is 10 to 12½c., and extracted, 7 to 8c.

FLOUR AND GRAIN.

FLOUR—The market has been steady and moderately active. We quote as follows: Manitoba spring wheat patents, \$4.40 to \$4.70; 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', \$4.10 to \$4.25.

GRAIN—Business has been quiet on spot this week owing to the closing of navigation. We quote: No. 1 spring wheat, 74 to 74½c. afloat; peas, new crop, 67 to 67½c.; rye, 55½c.; No. 2 barley, 46c.; oats, 29½c.; buckwheat, 51½c.

FEED—There has been a continued good demand and the market is active at firm prices. 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.

OATMEAL—The demand has been moderate at unchanged quotations; \$3.30 per bbl., and \$1.57½ to \$1.60 per bag.

HAY—A good trade has been done at the advanced prices. We quote: No. 1, \$9.50 to \$10.50; No. 2, \$8.50 to \$9, and clover, \$7.75 to \$8.75 per ton, in carload lots on track.

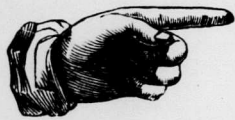
CHEESE AND BUTTER.

CHEESE—Late Octobers have sold on the wharf this week at 9½c. to 9¾c. The situation is improving and the better grades are in better inquiry. We quote: Finest Western Septembers, 11 to 11½c.; finest Western Octobers, 10¼ to 10½c.; finest Eastern Octobers, 10 to 10½c.

BUTTER—There has been a keen demand for strictly finest creamery, and, as the desired quality is almost unobtainable, it is difficult to quote a price for it, but where it can be had 21c. is possible. For the bulk of the business passing, however, 20½c. is the ruling figure. Seconds are worth 19½ to 20c.

Robert Kerr, general merchant, Minnewakan, Man., is opening a branch at St. Lauren, Man.

Our Hobby:



PAPER.

DOUGLAS AND RATCLIFF

PAPER DEALERS

... Telephone 1773.

34 Church Street, TORONTO

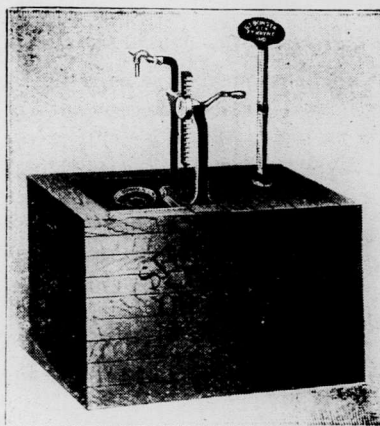
THE CANADIAN PACKING CO.
LONDON, ONT.



WE SELL LARD BACON, HAMS CANNED MEATS
GUARANTEED CHOICE AND PURE.
GOLD MEDAL, PARIS 1900.

THE "ROSWOOD," London,
Acetylene Gas Machine, entirely automatic,
safe, no smell. Accepted by Canadian
Fire Underwriters' Association without in-
crease of premium. **Cheaper** than Coal Oil.
Sold on trial. **Agents wanted.**

THE ROSWOOD LIGHT CO.
LIMITED
152 Carling Street - LONDON, CANADA



BOWSER FIRST FLOOR TANK.

ping over and evaporation, but in preventing the latter, it saves and keeps in the oil its very life. When oil evaporates it loses not only in volume, but the evaporation carries off the natural gas which is in the oil as it comes from the still. This gas, when present in the oil, acts as a force pump by its pressure to keep the wick well supplied with oil and make a beautiful, clear flame. When the oil, through evaporation, loses this gas, the wick supplies itself through absorption, while the oil being dead and flat gives a less brilliant flame, causes the wick to burn faster and to have a tendency to smoke.

For this latter fault the customers will blame the oil, in which they are right, but the grocer will say the oil is all right; he buys the best, and it cannot be the oil that causes the trouble. He argues this way because he does not know what he is losing through the evaporation of the oil, and there is trouble between himself, his customers and the oil man in consequence.

A self-measuring tank can be placed anywhere without soiling the floor or anything else around it, and oil can be measured more quickly than by any other method and without soiling the hands or clothing of anyone in the slightest manner.

From all these advantages it will readily be seen that the purchaser of such a tank will very quickly save its entire cost in the saving in evaporation alone, to say nothing of other advantages.

John Joseph Quinn, in *The Grocery World*.

"Specialists tell us that if three vessels are filled with gasoline, kerosene, and water, respectively, the first will evaporate 50 per cent., the second nearly 17 per cent., and the third over 5 per cent., in the same length of time. Any ordinary oil tank will permit of this evaporation, while a good, self-measuring oil tank will make evaporation impossible, for the simple reason that in such a tank the oil is in no wise exposed to the atmospheric influence which causes evaporation.

The self measuring tank does more than simply preserve the oil from evaporation. It saves not only the amount which would be lost by stop-

SEND YOUR ADDRESS FOR OUR CATALOGUE. IT'S FREE.

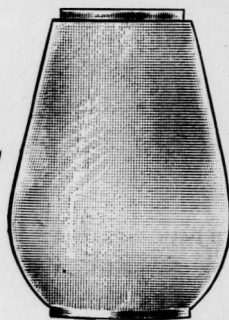
S. F. BOWSER & CO.,

Factory: Fort Wayne, Ind.

65 Front St. East, Toronto.

E. H. Barchard, solicitor; William F. Robinson, manager; Lawrence Macfarlane, advocate; Arthur R. Holden, gentleman, and Ernest E. Vipond, lawyer, all of Montreal, have been incorporated under the name of The Canada Cold Storage Co., Limited, with a capital stock of \$1,000,000. They will carry on an extensive, general cold storage business.

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.

Poultry Wanted

We are now prepared to pay cash for Chickens, Turkeys, Ducks, and Geese, dressed or dressed and drawn, delivered at our Canning Factory, corner York and Inchbury Streets, Hamilton.

Prompt remittance in cash made to all who ship from a distance.

The Simcoe Canning Co.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., November 20, 1900.

THIS has been a particularly busy week, with the wholesale grocery trade chiefly receiving and shipping out dried fruits. Though all lines have been active, there was one strange feature — for some few days the market was almost bare of granulated sugar, the refinery at Halifax having run out of stock. The weather has turned quite cold. River shipments are about at an end. The business during the fall has been heavy. There has been much delay in unloading inward cars, inward freight accommodation being too small. It is understood the I.C. Railway is about to build a large new warehouse.

OIL—Except in burning oils, business is light. Fish oil holds high; the high price in cod oil being a feature of the market. Receipts are light. There is a good holiday demand for fancy and other candles.

SALT—Demand is quiet. There is still considerable Liverpool coarse salt in stock. Fresh receipts are expected with the first winter port steamers to arrive, which are now expected very shortly. Values are expected to be somewhat easier. In fine, sales are not so active, but prices are unchanged. We quote as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

CANNED GOODS—There have been quite free receipts during the week, chiefly in tomatoes and gallon apples. Sales are steady at even prices. There is quite a ready sale for oysters; prices continue quite high. In fruits, peaches are chiefly sold, and quite good stocks are held. In sardines, packers are busy, and find large demand at the improved prices. The pack this season will be limited. In haddies and herring, this will also be the case, and full figures will rule. Meats are quiet.

GREEN FRUITS—In apples, while there are large receipts of soft fruit, in winter stock there has been but a fair quantity to hand. It is difficult to get any extra choice stock. Bishop pippins, which are a very popular apple at this season, are scarce and generally run poor. The Nova Scotian growers ship the best apples to England, which very much affects the quality of local receipts. It is said for best stock that our

trade will bring Ontario apples, a car being expected this week. Oranges have a good sale. Jamaicas still have the market. Prices are quite steady. A good crop of Floridas is expected. Quite high prices will rule. Lemons are quite firm with a fair sale. In grapes, the demand is for Malagas. Price shows no change. Cape Cod cranberries are high. A few local are still received. Quinces are still offered.

DRIED FRUITS—This is the active line. Values rule high, particularly in raisins and currants. All grades of raisins are now to hand. Malagas and Valencias are in much smaller quantities than last season, and no loose Malagas are seen, although there was quite a quantity last year. In Californians, there is a much larger quantity. Stock is good and chiefly 3-crown loose. In Valencias, English market is lower. In seeded, the quantity is large. Some shipments have been delayed and are not yet to hand. In prunes, the Californian stock received has generally given satisfaction. There is quite a quantity to hand. There is also a fair stock of apricots and peaches. Figs have been largely received. Prices are lower than last year. In dates, new goods are shortly expected. Peels have the steady holiday demand. Evaporated apples tend higher. There has been some dissatisfaction in regard to quality. Onions have a fair sale at even figures.

DAIRY PRODUCE—In butter, there seems rather less demand, and prices are hardly as firm. There is a fair stock. Cheese have some sale, but the price, though high, shows no change. There is a fair stock. In eggs, the sale is active and prices are quite a little higher. Receipts are not large.

SUGAR—Granulated has shown no change from the decline of last week. For some days our market was almost bare, the refinery in Nova Scotia being short of stock. Prices are rather easy. In yellow, values largely follow granulated. There is a steady demand.

MOLASSES—There is a fair sale at steady figures. Porto Rico, the only molasses of which any large stock is held, tends higher. There is a fair sale for New Orleans at even figures. In syrups, the sale is very light.

FISH—Season of best demand is over. In dry pollock the price continues low. Cod are in fair demand at even figures. In pickled herring the high prices rule. The supply is not large, but there is enough at present values. Smoked herring is scarce, and at the high prices a limited quantity would find ready sale. In haddies, quantities shipped are lighter than usual. The fish are not to be had. Shad is about out of the market. We quote

as follows: Large and medium dry cod \$3.50 to \$3.60; small, \$2.00 to \$2.25; pickled shad, \$5.50 to \$6.00; haddies, 4½ to 5c.; smoked herring, 10 to 11c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.75 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 pork and beef the market is hardly as high, but local prices, which did not follow the advance, show no change. Smoked meats hold their price, and show fair business. Lard is still high.

FLOUR, FEED AND MEAL—While Manitobas show a further decline, in other grades the market is quite firm. There is a good steady sale. Freight rates have not advanced as is usual at this season. Oats have a fair sale. In oatmeal, values are rather lower. It is said the sale of package breakfast foods has quite affected the quantity of oatmeal used. Local millers find all they can do supplying the demand for cornmeal. In beans prices are firm. We quote: Manitoba flour, \$4.85 to \$5.00; best Ontario, \$3.90 to \$4.00; medium, \$3.75 to \$3.85; oatmeal, \$3.40 to \$3.50; cornmeal, \$2.20 to \$2.25; middlings \$20 to \$21; oats, 34 to 36c.; hand-picked beans, \$1.55 to \$1.60; prime, \$1.45 to \$1.55; yellow-eye beans, \$2.40 to \$2.50; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$9 to \$9.50; yellow huckwheat meal, \$1.30 to \$1.40 per 100 lb.

ST. JOHN NOTES.

Hunter White is now representing Armour & Co., Chicago.

Dearborn & Co. landed a large shipment of peels the past week.

Smith & Tilton have been appointed agents for Nelson, Morris & Co.

Bowman & Angevine and James & Schofield have received shipments of Nicholson & Brock's mince meat.

THE CANADIAN GROCER is pleased to report an improvement in the condition of Mr. Geo. Schofield, manager of the Bank of New Brunswick, who is so seriously ill.

THE CANADIAN GROCER extends congratulations to Mr. J. H. Northrup, of Northrup & Co., wholesale grocers, who was married during the past week, and is at present visiting the eastern United States cities.

On Tuesday night the bars in the rear of McRae Bros' grocery, Kingston, Ont., were broken off, and burglars entered the building. They broke open the safe, taking \$450, including cheques. The police so far have no clue.

Close of Navigation**OFFERS.**

Here is a list of goods which we are prepared to quote at low prices.

Examine your stock, and, if short of any line, write us for prices; we know we can meet you:

Malaga Raisins**BEVAN'S**

London Layers—Connoisseur Clusters
Extra Dessert—Royal—Imperial
Loose Muscatels, 2 and 3 Crowns, 22-lb. bxs.

California Loose Muscatels**(GRIFFIN & SKELLEY BRANDS)**

2, 3 and 4 Crowns, Quality, in 50-lb. boxes,
1-lb. packages cleaned, 12-oz. packages—"G.
& S." and "Comet" brands.

Valencia Raisins

Finest assortment of F.O.S., selected, 4
layers, such brands as "Merle," "Morand,"
"Aranda," "Payne," "Rispa," and "Gomez"

Sultana Raisins, 4 grades.

Also a lot of 200 boxes 1899 crop in perfect
order, will easily take place of currants, which
are dear.

Candied Peels

Lemon, Orange and Citron, 7-lb. boxes,
"York" brand.

Prunes

California Prunes—Griffin & Skelley,
Castle Bros. and Armsby, boxes of 25-lb.
French Prunes—Dandelzen & Dufour, 28
and 50-lb. boxes.

Figs

"Comadre" in tapnets of 30-lb.; Smyrna,
natural, 60-lb. bags; Smyrna, layer, prime,
choice and London, in 5-oz., 14-oz., 16-oz.,
8-lb., 10-lb. and 12-lb. boxes.

Evaporated Apples

Extra choice in 50-lb. boxes.

Nuts—1900 Crop

Mayette Grenobles—Pecans
Tarragona Almonds—Peanuts
Sicily Filberts—Shelled Walnuts, etc.

50 bags of fine Walnuts, last year's crop,
in perfect order, will sell them so that they
can be retailed at 10c.

Write at once, there is money for you in above offer.

Orders will be shipped promptly.

LAPORTE, MARTIN & CIE.,

Wholesale Grocers,

MONTREAL.

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. KINNEAR & CO. are in receipt of a shipment of C. & B's marmalade.

A fine sugar syrup may be had from H. P. Eckardt & Co.

Extra fine evaporated apples are being offered by H. P. Eckardt & Co. at a low price.

Buyers of dates should communicate with H. P. Eckardt & Co.

Laporte, Martin & Cie are quoting figs at low figures. They have a nice assortment of all sizes.

English sage, savoury, marjoram, parsley, mint, etc., may be had from Lucas, Steele & Bristol, in bulk, as well as packets.

Laporte, Martin & Cie are offering bargains in Malaga raisins. They have a full assortment and can quote very low prices.

Laporte, Martin & Cie have received a small lot of fine Labrador salmon, in tierces, bbls. and half-bbls, extra choice quality.

Lake herring, fall caught, No. 1 trout and white fish, all inspected, are offered at close figures, f.o.b. Midland, by The Eby, Blain Co., Limited.

Last year's walnuts, kept in refrigerator, in splendid order, can be had from Laporte, Martin & Cie, at such figures that they can be retailed at 10c.

The Eby, Blain Co., Limited, report that their first car of "Sonoma" Californian prunes is being rapidly taken up, and that a second car is now on the way.

Japan tea dust, in bulk and packets, green Ceylon tea, in bulk and packets; also Ceylon tea fannings, in bulk, may be procured from Lucas, Steele & Bristol.

Dripped caps, and crystallized peels and dry-drained peels, in kegs, the finest imported goods, are selling largely with The Eby, Blain Co., Limited.

Five different lots of green Ceylon teas, for five wholesale grocers, arrived in Toronto last week. There was also a 300-chest lot for The "Salada" Tea Co.

L. Chaput, Fils & Cie have just received per ss. Ovidia 800 quarter-boxes "Dufour" French prunes and 500 boxes of "Dadelzen" in 55-lb. boxes. They also have a recent large shipment of about 300 of Dandicolle & Gaudin's condiments and table delicacies.

The Eby, Blain Co., Limited, quote close prices on their brands of cleaned and stemless currants — "Kalamos," "Morea," "Vonitsa" and "Blue Pearls," in cases

To Hold Your Trade

you must have the best goods. Inferior goods are as a rule expensive both to the buyer and seller.

The best baking soda sold is

DWIGHT'S COW BRAND

No customer will ever "kick" against it.

John Dwight & Co., Toronto and Montreal.

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

Neilson's

GENUINE HOME-MADE

Mince Meat

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

Put up in 12-lb. Pails

" " 27-lb. Pails

" " 65-lb. Tubs

" " 2 and 5 lb. Tins when requested.

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

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

and half cases; "Anchor" and "Sterling," in 1-lb., and "Empress" in 3-lb. cartons.

Lucas, Steele & Bristol have peels in 1-lb. packets; also Malaga raisins, Californian raisins, dates, etc. Their "Ne Plus Ultra" Malaga fruit, in cartons, is a queen's dessert.

From now until the holidays, a weekly announcement of new goods for Christmas trade will be made in our advertising columns by The Eby, Blain Co., Limited. Watch for it.

The old reliable XX, XXX and XXXX sugars are still to the fore with Lucas, Steele & Bristol. From them you may also procure excellent pink sugar and chocolate icing, in bulk.

Warren Bros. & Co. are putting a new confection on the market. It is put up under the brand "New Wrinkle," is in 25-lb. drums, and sells to the retail trade at \$4 25.

Something new on the Canadian market is "Lacrima Christi," an Italian wine that comes direct from Naples, put up in quarts and pints. L. Chaput, Fils & Cie have

recently received a shipment, and they request the trade to inquire for prices.

A tomato catsup, new to the Toronto market, is being taken into stock by the wholesale grocers there. It is put up by Gorman, Eckardt & Co., London, Ont., and sells at a low price.

Hudon, Hebert & Cie have received from Pauline Carret a stock of Grenoble walnuts, pure mayettes, this week. This is the first of this season's stock to arrive upon the Canadian market, and were rushed forward per ss. Vancouver via Portland. D. H. Rennoldson, of Montreal, has also received a supply.

WILL SELL NO MORE GROCERIES.

H. Bishop & Son, hardware and dry goods dealers, grocers, etc., Exeter, Ont., have decided to discontinue all their departments but hardware, so have sold their stock of groceries and dry goods. They intend increasing their hardware business considerably.

The Moosejaw, N.W.T., creamery has closed for the season. In the seven months it has been running it produced 32,000 lb. Most of it was sold in neighboring markets.

CURRENT MARKET QUOTATIONS

November 21, 1900.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices see page 31.

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

BUTTER, CHEESE AND EGGS

	Montreal,		Toronto.		St. John, Halifax.	
Dairy, choice, large rolls, per lb.	\$	.....	\$0 18	\$0 19	.....	.....
" " " pound blocks.....	.....	.....	18	19	21	22
" " " tubs, best.....	15	17	18	19 1/2	22	22
" " " tubs, second grade.....	.....	.....	14	15	19	19
Creamery, tubs and boxes.....	2 1/2	21	21	22	22	23
" " " prints and squares.....	2 1/2	22 1/4	23	21	23	24
Cheese, new, per lb.....	11	12	11 1/2	12	11	12
Eggs, new laid, per doz.....	17	18	18	20	22	24

CANNED GOODS

Apples, 3's.....	90	0 90	0 85	0 90	1 00	1 10
" " " gallons.....	2 15	2 25	.....	2 25	2 15	2 25
Asparagus.....	2 20	2 25	2 00	2 40	.....	.....
Beets.....	1 00	1 00	1 95	1 10	.....	.....
Blackberries, 2's.....	.....	1 30	1 40	1 70	1 50	1 60
Blueberries, 2's.....	80	85	75	85	95	1 00
Beans, 2's.....	90	95	80	80	90	95
Corn, 2's.....	85	1 00	80	72 1/2	85	94
Cherries, red, pitted, 2's.....	2 15	2 20	2 00	2 25	2 30	2 40
" " " white.....	2 00	2 15	2 00	2 25	.....	.....
Peas, 2's.....	80	90	72 1/2	80	80	85
" " " sifted.....	1 10	1 10	1 00	1 10	1 10	1 15
" " " extra sifted.....	1 20	1 20	1 25	1 30	1 20	1 25
Pears, Bartlett, 2's.....	.....	1 65	1 50	1 50	1 75	1 80
" " " 3's.....	2 10	2 10	2 00	2 40	2 25	2 50
Pineapple, 2's.....	2 15	2 40	2 25	2 50	2 15	2 25
" " " 3's.....	2 40	2 60	2 50	2 60	2 50	2 60
Peaches, 2's.....	1 50	1 90	1 75	1 90	1 85	1 85
" " " 3's.....	2 25	2 90	2 50	2 60	2 70	2 85
Plums, green gages, 2's.....	1 25	1 35	1 10	1 25	1 30	1 60
" " " Lombard.....	.....	1 25	1 00	1 10	1 30	1 50
" " " Danson, blue.....	.....	.....	80	85	1 00	1 25
Pumpkins, 3's.....	.....	85	2 10	2 25	2 10	2 25
Raspberries, 2's.....	1 45	1 60	1 60	1 80	1 70	1 75
Strawberries, 2's.....	1 70	1 85	1 60	1 90	1 75	1 80
Succotash, 2's.....	1 25	1 25	.....	1 15	1 10	1 15
Tomatoes, 3's.....	90	1 00	77 1/2	87 1/2	95	1 05
Lobster, tails.....	3 15	3 20	3 25	3 25	3 00	3 25
" " " 1-lb. flats.....	3 65	3 75	.....	3 50	.....	1 25
" " " 1/2-lb. flats.....	1 75	1 85	1 15	1 25	1 25	1 35
Mackerel.....	1 25	1 25	1 75	1 85	1 60	1 75
Salmon, sockeye, Fraser.....	1 50	1 60	1 60	1 65	1 50	1 60
" " " Northern.....	.....	.....	.....	1 60	.....	1 60
" " " Cohoos.....	1 30	1 30	1 25	1 30	1 30	1 35
Sardines, Albert, 1/2's.....	12	12 1/2	12	13	14	15
" " " 1/4's.....	20	21	20	21	20	21
" " " Sportsman, 1/4's.....	11 1/4	12	.....	12 1/2	.....	12
" " " key opener, 1/4's.....	19	20	.....	21	20	21
" " " P. & C., 1/4's.....	9	11	10 1/2	11	16	18
" " " Domestic, 1/4's.....	18	18 1/2	18 1/2	23	10	11
" " " 50 tins, 1/2 size, cases.....	20	22 1/2	23	25	23	25
" " " Haddies.....	27 1/2	30	4	4 1/2	3 3/4	3 6
" " " Kipper Haddies.....	7	8	9	11	.....	.....
" " " Herring in Tomato Sauce.....	7 50	11 00	8 50	9 00	10 00	11 00

CANDIED PEELS

Lemon, per lb.....	10 1/2	11	11	12	12	13
Orange, ".....	11	11 1/2	12	13	12	13
Citron, ".....	14 1/2	15	15	17	15	17

GREEN FRUITS

Oranges, Jamaica, per bbl.....	5 50	6 01	6 00	6 50	5 50	6 00
Lemons, Palermo, per box.....	2 50	3 50	.....	.....	.....	.....
" " " Verdill, 360's, per box.....	1 50	2 00	2 03	2 25	.....	.....
" " " Malaga, per box.....	.....	.....	.....	3 50	.....	.....
" " " 1/2 chests.....	.....	.....	.....	8 03	.....	.....
Spanish Onions, per case.....	.....	2 25	.....	1 00	.....	3 50
Bananas, per bunch.....	1 75	2 01	1 25	1 75	2 00	2 25
Apples, per bbl.....	1 25	2 50	1 50	2 51	1 00	2 50
Pears, per bbl.....	.....	.....	.....	3 00	.....	.....
Grapes, small basket.....	18	21	20	49	20	35
Malaga grapes, per keg.....	5 53	7 10	6 50	8 00	5 50	6 00
Sweet potatoes, per lb.....	2 50	2 75	2 50	3 00	3 25	3 50
Cranberries, Cape Cod, per bbl.....	8 10	9 00	7 50	8 00	9 01	10 00
" " " Canadian, per bbl.....	.....	.....	.....	6 00	6 00	6 50

SUGAR

Granulated St. Lawrence and Red.....	4 85	.....	5 03	.....	5	5 1/2
Granulated, Acadia.....	4 80	.....	4 98	.....	4 90	5 00
Paris Lump, bbls. and 100-lb. bx.....	5 4	.....	5 53	.....	5 1/4	6
" " " in 50-lb. boxes.....	5 55	.....	5 63	.....	.....	.....
Extra Ground Icing, bbls.....	5 3	.....	6 10	.....	.....	.....
Powdered, bbls.....	5 11	.....	5 75	.....	5 3/4	6
Phonix.....	4 75	.....	4 73	.....	.....	.....
Cream.....	4 75	.....	4 73	.....	.....	.....
Extra bright coffee.....	4 65	.....	4 63	.....	4 1/2	4 3/4
Bright coffee.....	4 55	.....	4 53	.....	4 1/2	4 3/4
Bright yellow.....	4 45	.....	4 43	.....	4 1/2	4 3/4
No. 3 yellow.....	4 30	.....	4 38	.....	4	4 1/2
No. 2 yellow.....	4 25	.....	4 43	.....	.....	.....
No. 1 yellow.....	4 05	.....	4 23	.....	.....	.....

HARDWARE, PAINTS AND OILS

	Montreal,	Toronto.	St. John Halifax.
Wire nails, base.....	\$2 85	.....	\$3 20
Cut nails, base.....	2 35	.....	2 55
Barbed wire, per 100-lb.....	3 20	.....	3 50
Smooth Steel Wire (oiled and annealed, etc.), base.....	2 80	.....	2 80
White lead, Pure.....	6 50	6 62 1/2	6 80
Linseed oil, 1 to 4 bbls., raw.....	82	82	85
" " " boiled.....	85	85	88
Turpentine, single bbls.....	63	61	65

SYRUPS AND MOLASSES

Syrups.....	.....	.....	.....	.....
" " " Dark.....	2	.....	.....	.....
" " " Medium.....	2 1/2	30	32	.....
" " " Bright.....	2 3/4	35	37	34
" " " Cora Syrup, barrel, per lb.....	2 1/2	3	3	36
" " " 1/2 bbls. ".....	3	.....	3 1/2	.....
" " " kegs ".....	3	.....	3 1/2	.....
" " " 3 gal. pails, each.....	1 50	1 50	.....	.....
" " " 2 gal. ".....	1 20	1 20	.....	.....
Honey.....	.....	40	.....	.....
" " " 25-lb. pails.....	90	1 00	.....	.....
" " " 35-lb. pails.....	1 20	1 40	.....	.....
Molasses.....	.....	.....	.....	.....
" " " New Orleans.....	25	35	23	29
" " " Barbadoes, new.....	40	41	.....	38
" " " Porto Rico.....	.....	.....	38	42
" " " Antigua.....	35	36	.....	41
" " " St. Croix.....	.....	.....	.....	46

CANNED MEATS

Comp. corn beef, 1-lb. cans.....	1 45	1 85	1 60	1 65	1 60	1 70
" " " 2-lb. cans.....	2 65	3 30	2 85	3 00	2 80	2 90
" " " 6-lb. cans.....	8 25	11 00	8 25	8 25	8 75	9 25
" " " 14-lb. cans.....	20 00	24 00	19 50	20 00	20 00	21 00
" " " Minced callops, 2-lb. can.....	.....	2 75	.....	2 60	2 50	2 80
" " " Lunch tongue, 1-lb. can.....	3 00	3 91	3 00	3 00	3 00	3 25
" " " 2-lb. can.....	6 00	7 90	7 00	5 80	6 00	6 00
" " " English brawn, 2-lb. can.....	2 25	2 75	2 45	2 25	2 75	2 80
" " " Camp sausage, 1-lb. can.....	.....	.....	2 50	2 50	.....	.....
" " " 2-lb. can.....	.....	.....	4 00	4 00	.....	.....
" " " Soups, assorted, 1-lb. can.....	1 15	1 50	1 50	1 40	1 50	1 40
" " " 2-lb. can.....	2 40	2 45	2 20	2 20	2 25	2 25
" " " Soups and Bouilli, 2-lb. can.....	1 75	2 50	1 50	1 50	1 75	1 80
" " " 6-lb. can.....	3 50	5 85	4 50	4 25	4 25	4
" " " Sliced smoked beef, 1/2's.....	1 65	1 70	1 65	1 70	.....	2 00
" " " 1's.....	2 75	3 10	2 80	2 95	.....	3 25

FRUITS

Foreign.....	.....	.....	.....	.....	.....	.....
" " " Currants, Provincials, bbl.....	11	12	.....	12	12 1/2	.....
" " " 1/2-bbls.....	11 1/4	12 1/2	.....	.....	.....	.....
" " " Filliatras, bbls.....	.....	11 1/2	.....	.....	.....	.....
" " " 1/2-bbls.....	.....	11 1/4	.....	.....	.....	.....
" " " cases.....	.....	12	12	12 1/2	.....	.....
" " " 1/2-cases.....	.....	12	12	12 1/2	12 1/2	12 1/2
" " " Patras, bbls.....	.....	13	14	16	.....	.....
" " " 1/2-bbls.....	.....	13 1/2	14	16	.....	.....
" " " cases.....	.....	13	14	16	.....	.....
" " " Amalias.....	.....	13 1/2	14	16	.....	.....
" " " Vostizzas, cases.....	11	15	13	14	.....	.....
" " " Dates, boxes.....	.....	5	15	15	.....	.....
" " " Figs, 10-lb. boxes.....	75	1 10	4 1/2	5 1/2	5 1/2	6 1/2
" " " Mats, per lb.....	.....	.....	9 1/2	12	10	14
" " " 7 cr. 28-lb. boxes.....	.....	.....	3 1/2	4	.....	.....
" " " 1-lb. glove boxes.....	.....	.....	.....	16	.....	.....
" " " Prunes, California, 30's.....	.....	12	.....	10	12	.....
" " " 40's.....	.....	11	.....	11	8 1/2	9
" " " 50's.....	8	9	.....	8 1/2	8	8 1/2
" " " 60's.....	7 1/2	8 1/2	.....	6 1/2	7 1/2	8
" " " 70's.....	7	7 1/2	.....	6 1/4	7	7 1/2
" " " 80's.....	6 1/2					

Attention of all Grocers

is called to the

**GREEN AND BLACK
TEAS OF**

CEYLON and INDIA.

Grown by Brother Colonists under the Flag.

Try the Green Teas

Their purity is a revelation to drinkers of Japans.

Packed by **THE SALADA TEA CO.** - Toronto

“ “ **THE MONSOON TEA CO.** “

“ “ **THE BLUE RIBBON TEA CO.** “

Handled by all Wholesale Grocers.

MANAGING THE GOOD, BUT SLOW, CUSTOMER.

By Myron Conolly, in Accountics.

TO the business man with outstanding accounts the question of how to deal with the class of customer described in the title of this article is a constant and perplexing puzzle. For all other classes of debtors he has his method of treatment. The customer whose payments are prompt and on time of course affords no trouble whatsoever. For the bad accounts, while the chances of getting what is due to him are slight, at best the merchant at least has a course of action well defined. He has merely to put the account into the hands of his attorney or of a collection agency, as the case may be. The "good, but slow customer," however, is not to be thus summarily dealt with. His case is one demanding the exercise of the utmost amount of ingenuity and tact. He must not be approached in an abrupt or offensive way or he is liable to flare up and withdraw his trade. The self-consciousness that he is perfectly good will render him exceedingly susceptible to taking offence. To let him alone altogether, however, is equally unsatisfactory, inasmuch as he never will volunteer to pay unless his memory is somehow jogged along. The merchant, therefore, in his treatment of such a customer, finds himself in a very difficult position.

Some merchants, appreciating these difficulties, prefer not to have such customers on their books at all. Others, deeming that they cannot afford to display such independence, try various methods of coping with this difficulty. Some business men instruct their collectors, when calling on such a customer as above described, to appeal to his sympathies by informing him that the firm is in need of all the money it can raise. This step, however, is not advisable when it is taken into consideration that such a statement, however groundlessly made, is liable to spread abroad and place the firm under suspicion, or at least in a bad light. Other merchants again try to persuade the slow, but good customer, to give them a note, while still others declare that the very suggestion of such a course would lose for them their customer and their account, and advise, where possible, that the debt, or part of it, be taken out in trade, and in that manner the debtor may be successfully reminded that his account is not "squared."

Still another class of merchants favor the demanding of payment on instalments, deeming that the mere demand will cause the customer to awaken to the fact of his indebtedness and forward a check in full

immediately. A business man of considerable experience in this direction has a thoroughly systematic method of dealing with the good but slow customer, and his advice is certainly worthy of note. Therefore, I append what he says:

He advises, in the first place, that a draft be made upon the customer. If the draft comes back marked unpaid there are generally a few words marked on the back explaining the reason for non-payment. These excuses take such forms as "not due" or "amount incorrect," or any plausible reason for not honoring the draft that may suggest itself in the mind of the man drawn upon at the time the draft is presented. In the event of an excuse being given, a letter is then sent to the tardy customer, expressing, in mild terms, the greatest surprise that the draft was not honored, refuting the reasons given for failure to honor and expressing the intention to again make draft a few days hence, and not failing to end up with a desire for "further valued patronage."

A second draft is then made and should this also come back, not honored, a quite severe letter is despatched expressing the writer's great surprise that the account, long past due, has not been paid, gently but firmly intimating that most drastic measures must be taken, if payment is not made at once, or giving the debtor a short extension, and insisting upon the honoring of the draft that will then be made. At the same time an appeal is made to the sense of justice of the customer, and he is assured that the taking of stringent methods will be a matter of great regret to the merchant. A hope is expressed that the customer will appreciate the position in which the creditor finds himself, and that the relation of merchant and customer in the future may be of the most pleasant and cordial nature.

In the majority of instances a really good customer will not let the matter go further, but will "pay up" even though he should grumblingly request to know "whether they think he is going to run away," and if "Mr. Blank thinks he's going to fail." If, however, the next draft is not met, the account is placed in the hands of an attorney for collection, and a letter sent to the customer informing him of the action that has been taken. This invariably brings the money, providing the customer has it, and has no just reason for withholding payment. If this correspondence throughout has been managed properly, care being taken neither to be too aggressive nor too weak, even the fact that legal steps have

been taken does not always mean the losing of the customer; but, if the latter should happen, our merchant comforts himself with the reflection, "It matters not how good a customer may be, if he don't pay his accounts, I don't want him on my books."

NEW STORES STARTING.

B. Pratt is opening a general store in St. Claude, Que.

W. H. Davis is opening a general store in Oxford, N.S.

Charles J. Fox is starting a general store in Brazil Lake, N.S.

J. D. McAuley has opened a general store in Baddeck, N.S.

George Manseau is starting a general store in St. Camille, Que.

Wm. F. Earl is starting as grocer and fruiterer in Shawville, Que.

Dobson & Crosby are starting as grocers and flour and feed dealers in Uxbridge, Ont.

C. W. Lawton and Leslie White are starting as confectioners, and H. M. McCallum and Peckhardt & Warren as grocers, in Sydney, N.S.

MOVED INTO NEW PREMISES.

T. P. Heffernan, of the S. P. Q. R. grocery, Guelph, Ont., has moved into larger premises on Market street. The interior and exterior of his new store have undergone complete alterations and improvements and the store is now one of the most modernly equipped in the city. There are two entrances, the main one from the Market Square and the other from Macdonnell street. The latter has been provided more especially for farmers who are afraid to leave their horses standing close to the street railway track. The change of premises gives Mr. Heffernan very much more room for increasing trade. A good feature is a splendid cellar and on the second floor a large tea-room, onion-room and store-room. The counters and furniture are of ash and of the most modern design. In the centre of the store, the office is conveniently located.

BRANTFORD SOAP FIRM RETIRING.

The trade will regret to hear that the Brantford Soap Works Co. have decided to voluntarily retire from business. This firm has carried on for almost 45 years a large and satisfactory business, and its president, Robert Henry, has, during his long association with the trade, won many warm friends and a worthy reputation as a business man.

FRUITS! FRUITS! FRUITS!

Our stock is well assorted and we have many other lots yet to arrive.
Have your choice now and select the best fruit at the lowest price.

New Currants—Fine Filiatras—barrels, cases and half-cases.

New Currants, cleaned, in cases and half-cases.

Valencia Raisins, best brands, f.o.s., selected and Imperial 4-crown layers.

Bevan's Table Raisins, in boxes and quarter-boxes.

BULL, TIGER, LION and ELEPHANT CLUSTERS.

Eleme Figs, finest layer figs, in large and small boxes.

Tarragona Almonds, Figs in Tapnets, Shelled Almonds,

Pure Grenoble Walnuts, Shelled Walnuts,

Griffin & Skelley's California Prunes, "Princess" Brand, in
5-lb. tins, finest quality.

Prunes, Griffin & Skelley's California, in 25-lb. boxes, 30 40
to 90/100.

Prunes, Oregon. Quality is fine, 25-lb. boxes, all sizes.

Dufour French Prunes, in 28-lb. boxes.

Sicily Filberts, in bales.

Peels—Lemon, Orange, Citron—Corsican drained. Batger's ½
and 1-lb. cut mixed.

Evaporated Apricots, Peaches, Pears, Nectarines.

Malaga Loose Muscatels, 3-crown, 50-lb. Boxes.

California Loose Muscatels, 2, 3 and 4-crown.

California Seeded Raisins, in 1-lb. cartons, choice and fancy.

Now is the time to Buy. Do not Delay in Sending in Your Orders.

In Teas, we have one of the largest stocks in the Dominion, Japans, Blacks, and Green
Ceylon, Gunpowders, in half-chests and packages.

Write us for Samples and Prices.

We are Sellers.

L. CHAPUT, FILS & CIE,

WHOLESALE GROCERS
AND TEA IMPORTERS,

MONTREAL

MANITOBA MARKETS.

Winnipeg, November 17, 1900.

THE weather is very seasonable. Some five or six inches of snow has fallen and it is still coming down. The advent of good sleighing is all that is needed to make business brisk. As it is the volume of trade has been very fair all week. Prices, generally, are firm and there is no change to be noted in the list of groceries.

WHEAT—Deliveries have materially increased this week, but are not yet as heavy as they will probably be next week, if the sleighing is sufficient to induce hauling. Prices are very fair. Fort William prices at closing to-day were: No. 1 hard, 81½c.; No. 2 hard, 76½c.; No. 3 hard, 69½c. It is expected that navigation will close in about two weeks.

FLOUR—Market is very slow and little business doing. Prices have declined 10c. all around this week and quotations now are as follows: Ogilvie's Hungarian Patent, \$2.10; Glenora Patent, \$1.95; Manitoba, \$1.60; Imperial XXXX, \$1.20; Lake of the Woods, Five Roses, \$2.10; Patent, \$1.95; Medora, \$1.60; XXXX, \$1.35.

CEREALS—No change in this market. The price of rolled oats is still variable, running from \$1.55 to \$1.60 in carlots on track to \$1.70 and \$1.75 in small lots. Granulated and standard are still scarce on this market. It is not likely that any of the oatmeal mills will run in Manitoba this winter. We quote: Pot barley, \$2.30 to \$2.40; pearl, \$3.75 to \$4; cornmeal, \$1.35 to \$1.40.

CANNED GOODS—No change in market or price. We quote: Corn, \$1.90 to \$2; peas, according to grade, \$1.90 to \$2.25, and tomatoes, \$2.15 to \$2.35, according to brand.

DRIED FRUITS—All Mediterranean fruits still show a firm front, and there is no change of price to report.

EVAPORATED FRUITS—There is considerable demand for both dried and evaporated apples. The market for the latter shows a much stronger tone than last week, owing to the heavier export demand. The jobbing price is 6 to 6¼c. Dried apples have arrived, and are quoted at 5½ to 5¾c.

SUGARS—Remain unchanged at last week's decline. Granulated \$5.60 and bright yellow \$4.85.

CURED MEATS—Market firm and business fair. We quote: Hams, 12c.; breakfast bellies, 12½c.; backs, 11c.; long clear, 9½ to 10c. Pure lard in 20-lb. pails is quoted at \$2.20.

CURED FISH—Haddies continue to arrive in small lots by express and sell at 11c. Cod is still in an unsatisfactory state.

BUTTER—Dairy butter is arriving in fair quantities and the quality has been better

this week. Jobbers are selling to the retailers at 17½ to 19c., according to grade of butter and style of package. There are practically no stocks of creamery in the city.

CHEESE—There is a normal trade in cheese and jobbers are selling at 10c.

EGGS—Supply is somewhat limited. Jobbers offer 18c. net Winnipeg for strictly fresh gathered.

GREEN FRUITS—The firmness of the apple market and the difficulty in getting enough stock to fill orders are the features of the fruit market this week. One more car of snow apples will arrive on Monday, and these will sell at from \$4.25 to \$4.50; Spies and other winter varieties, \$4; Russets, \$3.25. Navel oranges are coming in slowly and range in price from \$4.50 to \$5.50, according to size. The quality is excellent for the time of year. Mexican oranges, \$5.50; Californian lemons, \$5.50; pears (a few boxes of winter Nellis), \$3; Grapes, Almerias in kegs, \$8.50; cranberries, \$9.50 to \$10; celery, 40c. per doz.

POULTRY—A greatly increased demand for poultry is apparent and more stocks are coming in. We quote: Chickens, 8 to 10c.; ducks, 9 to 10c.; geese, 9 to 10c.; turkeys, 11 to 13c. per lb.

NOTES.

The Imperial Dry Goods Co. have opened a very fine candy counter in their new departmental store.

A new store for the sale of poultry, butter, eggs and cheese has been opened by H. L. Lovering, at 188 Main street, Winnipeg.

The reception of the U.C.T.A., held last Saturday evening, was a complete success. Progressive pedro was the feature of the evening.

It is rumoured that Scott, Peters & Co. will succeed to the agencies held by the late J. Dingman. "Comfort" soap and Boeckh's brushes are the principal lines.

F. W. Thomson, western manager of The Ogilvie Milling Co., left this week for an extended Continental tour. It is understood that, though the primary cause of Mr. Thomson's trip is to improve his health, he will take the opportunity of visiting all the great milling centres of Continental Europe to study the methods of handling and selling grain in vogue there.

Wm. Scott, who acted as manager for The R. A. Lister Co., since that institution opened a branch in Winnipeg, has now opened up business for himself. The new house will be known as The Scott Dairy Goods Company. Bright and convenient premises have been secured at 206 Pacific avenue. Mr. Scott has been connected with dairy matters in this Province for many years and is thoroughly acquainted with the handling of both dairy machinery and dairy produce, the new house therefore opens under the most favorable auspices.

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers

THE COWAN CO., LIMITED, TORONTO

THE....

Oakville Basket Co.

Oakville, Ont.,

can satisfy your requirements for all kinds of baskets.

You will require an extra large supply for the Christmas season—so let us have your order now.

Most Excellent Coffee

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

Trial Order Solicited.

SOME TRADE WINNERS

For All Wide-Awake Grocers.

► We feel sure we can please you, both as regards the quality and price, of any of the following :

Olives--

Olives will be in good demand from now out. We have GREEN OLIVES—from Spain—in pint and quart bottles ; also in $\frac{1}{2}$ -gallon and 1-gallon kegs.

French Capers--

In bottles -- $\frac{1}{2}$ -gallon and 1-gallon kegs. Extra value.

Truffles--

For stuffing Xmas turkeys—we have them in $\frac{1}{2}$, $\frac{1}{4}$, $\frac{1}{8}$ and 1/16-lb. tins.

Salad Oils--

Pure Virgin Salad Oils from France—in pint and quart bottles. Guaranteed to be the choicest.

Extracts--

Jonas' Pure Flavoring Extracts—see that your customers get them, and you will hold their trade.

P.S.—The mention of the above articles cannot but help remind you that they are all good sellers — particularly during the holiday season.

PROMPT ATTENTION GIVEN TO ALL ORDERS.

Henri Jonas & Co., St. Paul Street, **Montreal**

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

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

Superior Quality
Always Good

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W. J. Parker, general merchant, Waverley, Ont., has assigned to John McEachern, Elmvale, Ont., and a meeting of creditors has been called for December 3.

B. S. Haffer, general merchant, Magog, Que., has assigned.

John C. Vantour, general merchant, Richibucto, N.B., has assigned.

Bilodeau & Chalifoux have been appointed curators of Benoit Freres, grocers, Longueuil, Que.

J. B. Lambert, general merchant, St. Appollinaire, Que., is offering 55c. on the dollar.

P. A. Lalonde, grocer, St. Paul, Que., has assigned to Bilodeau & Chalifoux, Montreal.

PARTNERSHIPS FORMED AND DISSOLVED.

Melanson Bros., general merchants, Bathurst, N.B., have registered partnership.

Caron, Caron & Co., general merchants, St. Alexis des Monts, Que., have registered partnership.

Gustafson & Blois, general merchants, Kennetcook Corner, N.S., have dissolved; J. W. Gustafson continues.

John Taylor & Co., soap manufacturers, Montreal, have dissolved, and a new partnership has been registered.

Dunlap, McKim & Co., general merchants, Wallace Bridge, N.S., have dissolved; J. L. McKim continues.

SALES MADE AND PENDING.

The assets of Ritchie & McAdam, general merchants, Que., are to be sold.

Campbell & Co., general merchants,

Kirkfield, Ont., are advertising their business for sale.

The stock of E. D. Rheame & Co., grocers, etc., London, Ont., has been sold.

J. E. Auger, general merchant, Victoriaville, Que., is advertising his stock for sale.

The stock of the estate of H. B. Cooper, general merchant, Rosburn, Man., has been sold.

The stock of J. Montgomery & Son, general merchants, Newmarket, Ont., has been sold.

Theophile Suprenant, baker, St. Luc (St. Johns county), Que., has been sold out by the sheriff.

The stock, etc., of the estate of Robert Bullock, general merchant, Selkirk West, Man., is advertised for sale by auction.

CHANGES.

Adelard Maranda, grocer, Quebec, has closed up.

Wm. Huff, confectioner, Oil Springs, Ont., has left that place.

R. Andre, grocer, Hun's Valley, Man., has removed to Winnipeg.

Alison & Co., grocers, Halifax, have been succeeded by Reid & Colwell.

James Bricklin, manufacturer of cigars, Winnipeg, has sold out to Frederick Roy.

George Kelly, general merchant, Lambeth, Ont., has been succeeded by J. A. Kelly.

W. A. Day, general merchant, Kingsville, Ont., has been succeeded by Emily Allworth.

Mary E. Henderson, general merchant, Omagh, Ont., has been succeeded by A. B. McDougall.

T. A. Masson, grocer, Perth, Ont., has sold out to A. Wood, who continues in the same place.

G. H. Gilpin & Co., general merchants, Fort Steele, B.C., are opening a branch at Moyie, B.C.

J. S. Lynch, liveryman and grocer,

Hagersville, Ont., has sold his grocery business to John Hewitt.

Charles J. Fox, general merchant, Port Maitland, N.S., has removed to Brazil Lake.

Mrs. A. I. Clement has registered as proprietress of A. I. Clement & Co., grocers, Montreal.

A. J. Turcotte & Co., grocers, etc., Quebec, are disposing of their stock to L. N. Bergeron & Co. at 100c. on the dollar.

John H. Grimm has registered as proprietor of The Grimm Manufacturing Co., manufacturers of evaporators, Montreal.

F. B. J. Nichols, general merchant, Somerset, N.S., has sold out and is removing to Sydney, N.S., where he intends opening in the same business.

The firm of John White, general merchant, Bracebridge, Ont., has been changed to John White & Son by the admission of T. H. White, lately with C. Stephens & Co., Collingwood.

FIRES.

Wm. Somerville & Co., fruit and provision dealers, Hamilton, Ont., have suffered loss by fire.

Sonier & Richard, general merchants, College Bridge, N.B., have been burned out; insured for \$1,600.

C. H. Clements & Co., general merchants, Aylesford, N.S., have been burned out; insured.

N. Cornfoot, grocer, Halifax, N.S., has suffered slight damage to his stock by fire.

DEATHS.

James Fitzgibbon, grocer, etc., London, Ont., is dead.

Hannah Biggar, general merchant, etc., Ottawa East, is dead.

M. J. Costello, general merchant, etc., Hawkesbury, Ont., is dead.

A. E. S. Eldridge, dealer in crockery-ware, Yarmouth, N.S., is dead.

G. W. Savage, general merchant, etc., Novar., Ont., is dead. F. H. Lamb is his executor.

Try a Sample Order of our

English Brawn
Jellied Hocks

Sliced Breakfast Bacon
Pressed Tongue

THEY WILL DRAW TRADE TO YOU

IN ONE-POUND BOXES

THE BRANTFORD PACKING CO., Limited, - BRANTFORD, ONT.

JAPAN TEAS

are predominant
because they possess

FLAVOR
AROMA
PURITY
STRENGTH
REFRESHMENT
CLEANLINESS
HEALTHFULNESS

not found in other teas
and because

the utmost care is taken in their *cultivation, picking, curing, packing and shipping.*

To have a good paying tea trade it is essential
that you sell

JAPAN TEAS.

TRADE CHAT.

THE game authorities have made six seizures of game which was being exported to Buffalo. Three prosecutions have followed. One seizure made was a Saratoga trunk which was discovered to contain eight deer. A fine of \$20 and costs was imposed in this case.

A new butter plant is being installed in the Newmarket, Ont., cheese factory.

There is a good opening for a baker in Plattsville, Ont., writes a correspondent.



No. 1020—The Watson, Foster Co., Limited.

The above is one of the Watson, Foster Co.'s French Cretonne Florals. Many dealers will remember it in this season's line. Being a 12-color print, it has been easy to produce delightful shade and color effect. Those who want something choice and out of the ordinary in rich coloring should ask for sample of 1020.

R. D. Hawkes, general merchant, Fort William, Ont., is moving into a new store.

J. S. Kerr, general merchant, Shannonville, Ont., is building a handsome new store.

The Excelsior Biscuit Company, Limited, has been incorporated for the purpose of a king over and conducting the biscuit

Chas. Wilkins proposes to start a creamery in Glen Walter, near Cornwall, Ont.

M. R. Smith & Co., manufacturers of biscuits, etc., Victoria, have been incorporated.

Butter will be made three days per week in the Tavistock, Ont., cheese and butter factory.

E. Gondie, proprietor of the Muirkirk, Ont., creamery, is converting it into a chopping mill.

P. Winnam, general merchant, Manitou, Man., is laid up with typhoid fever, which is prevalent in that town.

Most of the cheese factories throughout Canada have closed. The season has been both long and profitable.

factory and bakery at Victoria West, B.C., which has been carried on by William Dickson and Harry Paxton.

John Thompson, clerk in Sanford Pratt's grocery, Paisley street, Guelph, Ont., is recovering from an attack of pleurisy.

The Kingston, Ont., Dairy School opened on Monday. This school made about \$5,400 worth of butter and cheese last season.

Carson Price, general merchant, Holland Centre, Ont., has installed a furnace in his basement, thus improving the heating of his store.

The general stock of H. Bishop & Son, Exeter, Ont., amounting to \$8,000, has been purchased by J. A. Stewart at a rate on the dollar.

Nearly 25,000 lb. of butter were made in the Regina, N.W.T., creamery during the summer season. The average price received was above 20c. per lb.

The cold storage building at Cornwall, Ont., was destroyed by fire on Thursday last week. The loss amounted to about \$8,000; the insurance to \$3,500.

Geo. Williams, grocer, Guelph, Ont., is putting in two circular booths to exhibit the various classes of his goods. These booths will be lighted with incandescent light at night.

The Western Trade Sale and Commission Co. have opened at 188 Market street east, Winnipeg, where they intend holding periodical trade auction sales of all sorts of merchandise.

The store of Sonier & Richard, general merchants, Memramcook, N.B., was destroyed, with all its contents, by fire early last Friday morning. The origin of the fire is unknown. The stock was partially insured, but there was no insurance on the building. The total loss exceeds the insurance by about \$3,000.

A FAMOUS OLD STORE.

SITUATED at one of the corners of two of the principal streets in the pretty little town of Kentville, N.S., is a quaint and old-fashioned building that is known in that part of the country as the "Red Store."

The building was erected and occupied as a general store away back in 1828, by Mr. J. E. DeWolfe, who therein carried on business for about 50 years, during several of the later years having his son, Mr. M. G. DeWolfe associated with him. Mr. M. G. DeWolfe is well known to the readers of THE CANADIAN GROCER as last year's president of the Board of Trade of the Maritime Provinces. After the death of the founder, the business was carried on by Mr. M. G. DeWolfe.

In 1895 Mr. R. H. Lamont bought the business, and Mr. M. G. DeWolfe, retaining the book debts of the old firm, moved his office to the Town Hall building. After one year, M. G. DeWolfe bought both a half interest in the business and formed a



Kentville's "Red Store."

partnership with Mr. Lamont, with the agreement that Mr. Lamont was to take full management. At the end of 1900 Mr. Lamont takes over the whole business and Mr. DeWolfe retires from active business life.

The history of the "Red Store" from the inception to the present would read like a romance. At the date of building only one other store was in the village. Now, the town of Kentville can boast of a number of up-to-date business houses.

The "Red Store" remains to-day as when built in 1828. A large warehouse was attached some years ago to accommodate the heavy flour and feed business.

Over 70 years is a good record for a firm, and the old "Red Store" is a monument to the founders of this business.

It was laid down by the founder that commercial men, "Knights of the Grip," should always be received in the most kindly spirit. And this is the rule of the house to-day.



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.

TURKEYS

Turkeys fatten quickly when fed . . .

Pratts Poultry Food.

They make better eating and weigh heavier.

Make Money

by telling your customers this.

Our method of advertising advertises **YOUR OWN** business.

ROBERT GREIG & CO.
TORONTO.

REGISTERED
Bow Park
BRANDS

Pickles and Relishes.

To the Retailer-- Ask your wholesaler for five or ten-gallon kegs of our Sweet Mixed, Sour Mixed or Chow Chow. They are the newest and finest goods on the market.

♥ **To the Wholesaler--** Send to us for price list and further particulars.

Shuttleworth & Harris,
BOW PARK FARM
BRANTFORD - - CANADA



CARR & CO'S

CELEBRATED

Cafe Noir Biscuit

(The Original and Genuine.)

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

Send in a list of customers.

FRANK MAGOR & CO.

CANADIAN AGENTS

16 St. John St., MONTREAL.

WOES OF THE "DRUMMER."

THE following is from a Californian paper, and, while intended chiefly for merchants in that State, is not without some points that should be of interest to those in Canada:

"Why do retail merchants pay so little attention to the very important matter of buying goods? Correct buying means correct selling, just as surely as inopportune and careless selections mean inability to meet or understand a competitor's methods and prices.

"Why do merchants attempt to buy goods and, at the same time, try to wait upon every person who comes in for a nickel's worth of tea or a can of tomatoes? A half-dozen competent clerks may be standing idly by, and the merchant will break off in the middle of a bargain to run and wait on someone who wants to know where John Smith lives.

"Why does a merchant compel the salesman to display his samples on the front counter and quote prices in the presence of Tom Jones, Jim Smith and other eminent members of the Society of Idlers and Loungers, who continually ask 'What is them for?' and whose chief accomplishment, in the language of De Quincy, 'is to spit around a corner.'

"Why doesn't the merchant invite the salesman into his office or to some secluded corner of the store, and concentrate his mind for a few moments on what he is doing?

"I have called on the jobbing and retail trade of this Coast for many years and I have never, no never, found a jobber who was too busy to give me an audience. On the other hand, I frequently meet a small retailer with less than \$1,000 of stock who cannot spare a few moments to learn something about goods and prices.

"The retailer may say that the jobber has time because he is a jobber, is rich and can hire clerks to do all the work, while he (the retailer) must pitch in and help the boys. But this is reasoning backwards. The jobber has more and greater responsibilities than the retailer. It is not because he is a rich jobber that he can spare the time, but he is a rich jobber because he has already spared the time, while in the retail business, to keep thoroughly posted on the goods he was handling and in close touch with his source of supply.

"A large retail grocery not far from San Francisco has a buyer who was never known to stand still for five minutes at one time during his life. You may be in the midst of an interesting explanation of certain goods and prices. This buyer will have a

far-away look in his eyes, and you may think he is either studying your proposition or giving a mental recitation of Hamlet's Soliloquy, but he isn't. He is looking at that can of tomatoes that is not exactly straight above the other can, and away he goes to change it. This man was promoted too rapidly. He should drive the delivery wagon for at least three more years.

"One of the largest buyers in the State is in a small country town. All the responsibilities of the establishment rest upon his shoulders, but every salesman who calls at his store gets a hearing. Often the appointment is made for some hour during the evening after the store is closed. The salesman is cordially invited into the office. He is made to feel at home and business begins at once. The merchant listens attentively to everything that is said. He absorbs every bit of information that is given out. He is fairly saturated with knowledge of goods which he has gathered largely from traveling men. If he is offered a bargain he knows it as soon as the offer is made. He snaps up the chance before the bewildered salesman can get out his pencil and book."

EARLY CLOSING IN MOOSOMIN.

The merchants of Moosomin have taken a praiseworthy step in the matter of early closing. From the first of January next all stores in the town are to be closed at half past six o'clock in the evening except on Saturdays and days before holidays. Notices to this effect are now up in all our

places of business. The merchants are to be congratulated for this action. They are thus up-to-date with the city merchants in the early-closing movement. If they will go one step further and agree to close at 9.30 Saturday evenings they will meet the wishes of most reasonable people. We think the early closing will result in a saving to the pockets of the merchants and be no inconvenience to their customers.—Moosomin, N.W.T., Spectator.

THE REASONS WHY.

We stepped into a grocer's office the other day, says The Grocers' Review. Noticing a sort of sad smile on his face we asked him the reason for it. It appears he has a clerk who is a sort of a wag, and whom he sends out collecting for him sometimes. Here are some of the entries made on the collecting books:

Pitton, 24.26. When her ship comes in.

Brown, 30.46. New lace curtains and a piano. Call again.

Wirth, 75.17. Worthless.

Bandington, 13.10. All wind and no money. Poor house millionaire.

Forkner, 17.25. Poverty stricken.

Pullin, 4.52. Don't you be afraid, I wouldn't cheat any one out of a cent. Never get one out of her either.

Fredericks, 16.29. Too slick. Be some hope if she would get mad.

Smith, 90.42. Give it to a collector. Ta-ra ra-bum. Let him wear his shoes out.

Lester, 25.50. Hopeless. Even cheats the hired girls.

And so on. How many other grocers could duplicate the entries?

POPULARITY

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

EMPIRE

SMOKING TOBACCO

In 5, 10 and 15c. Plugs.

EMPIRE costs you only 36 cents, and pays a good profit.

EMPIRE is well advertised.

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

EMPIRE is A BIG PLUG FOR LITTLE MONEY.

Made by

THE EMPIRE TOBACCO CO.
LIMITED
MONTREAL, QUE.



53 Front St. E.
TORONTO



ESTABLISHED
1858

Works:
Cardinal, Ont.



164 St. James St.
MONTREAL



Benson's Enamel Starch

A Cold
Water
Starch

SEE OUR PRICE LIST.

The Edwardsburg Starch Co.
LIMITED

MADE AND GUARANTEED
BY THE
EDWARDSBURG STARCH CO., Limited



DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

COFFEE.		Per doz.		LICORICE.		MINCE MEAT.	
JAMES TURNER & CO.		4 oz. " glass stop extracts..... 3 50		YOUNG & SMYLIE'S LIST.		Wetley's Condensed, per gross, net \$12 00	
Mecca	0 33	8 oz. "	7 00	5-lb. boxes, wood or paper, per lb....	\$0 40	"	per case of 3 doz., net.... 3 00
Damascus	0 28	2 1/2 oz. Round quintessence extracts ..	2 00	Fancy boxes (36 or 50 sticks) per box...	1 25	ORANGE MARMALADE.	
Calro	0 20	4 oz. Jockey decanters	3 50	"Elinged" 5 lb. boxes, per lb.....	0 40	T. UPTON & CO.	
Sirdar	0 17	FOOD.		"Acme" Pellets, 5 lb. cans, per can...	2 00	1-lb. glass 2 doz. case, per doz... \$1 00	
Old Dutch Rio	0 12 1/2	Robinson's Patent Barley, 1/2 lb. tins..		"Acme" Pellets, fancy boxes (40)	1 50	7-lb. pails pails in crate, per lb.... 0 67 1/2	
TODHUNTER MITCHELL & CO.'S		" " " 1 lb. tins.. 2 25		per box	1 50	PICKLES.	
Excelsior Blend.....	0 32	" " " Groats, 1/2 lb. tins.. 1 25		Tar, Licorice and Tolu Wafers, 5 lb.	2 00	STEPHENS'.	
Jersey	0 29	" " " 1 lb. tins.. 2 25		cans, per can	1 75	A. P. Tippet & Co., Ag nts.	
Rajah	0 20	JAMS AND JELLIES.		Licorice Lozenges, 5 lb. glass jars....	1 50	Patent stoppers (pints), per doz.... 2 30	
Old Government Java	0 28	SOUTHWELL'S GOODS.		" " " 5 lb. cans	1 50	Corked	
Maracaibo	0 18	Frank Magor & Co., Agents.		"Purity" Licorice, 200 sticks	1 45	BAYLE'S.	
West India	0 18	Orange Marmalade.....		100 sticks	0 73	Robert Greig & Co., Toronto, Agents.	
Rio, choice	0 12	Clear Jelly Marmalade.....		Dulce, large centsticks, 100 in box...	0 75	1/2 Pints. Pints	
CLOTHES PINS		Strawberry W. F. Jam		GILLETT'S POWDERED LYE.	\$3 60	Pandora, per doz..... \$2 15 \$3 60	
BOECKH BROS. & CO.		Raspberry "		4 doz. in case		Sliced Sweet..... 1 75 2 85	
Clothes Pins (full count), 5 gross in	case, per case	Apricot "		MUSTARD.		Hot Stuff..... 1 75 2 85	
4 doz. packages (12 to a case)	0 55	Other Jams, W. F.		GOLMAN'S OR KEEN'S.		Tobasco Sauce, 2-oz. bottle, per doz.... \$4 25	
6 doz. packages (12 to a case)	0 70	Red Currant Jelly		D. S. F., 1/4 lb. tins, per doz.	\$1 40	Tolasco Pt ds in vinegar, 1/2 pt. 3 25	
EXTRACTS.		T. UPTON & CO.		1/4 lb. tins, "	2 50	SODA.—COW BRAND	
HENRI JONAS & CO.		Jams—		1/2 lb. tins, "	5 00	Case of 1 lbs. (con-	
1 oz. London Extracts	\$6 00	1-lb. glass jars, 2 doz, in case, per doz		Durham, 4 lb. jars, per jar	0 75	taining 60 pkgs.	
1 oz. " " (no corkscrews)	5 50	5-lb. tin pails, 8 pails in crate, per lb.		1 lb. "	0 25	per box, \$3.00	
2 oz. " "	9 00	7-lb. wood pails, 6 "		1 lb. "	0 25	Case of 1/2 lbs. (con-	
1 oz. Spruce essence	6 00	14-lb. wood pails, per lb.		F. D., 1/4 lb. tins, per doz	0 85	taining 120 pkgs.	
2 oz. " "	9 00	30-lb. " "		1/2 lb. tins	1 45	per box, \$3.00.	
2 oz. Anchor extracts	12 60	Jellies—		BAYLE'S PREPARED MUSTARDS.		Case of 1 lb. and 1/2	
4 oz. " "	36 00	1-lb. glass jars, per doz.....		Robert Greig & Co., Toronto, Agents.		lbs. (containing 30	
8 oz. " "	70 00	5-lb. tin pails, 8 pails in crate, per lb.		1/2-lb. jars 1-lb. jars		1 lbs. and 60 1/2 lb.	
1 lb. " "	70 00	7-lb. wood pails, per lb.....		per doz., \$1 75 \$2 50		packages) per box, \$3.00.	
1 oz. Flat "	9 00	14-lb. " "		English Sandwich	1 75 2 50	Case of 50. pkgs (containing 96 pkgs), per	
2 oz. Flat, Anchor extracts.....	18 00	32-lb. " "		JONAS' FRENCH MUSTARDS.		box, \$3.00.	
1 oz. Square "	21 00	KNIFE POLISH.		Henri Jonas & Co. Per gross.			
4 oz. " " (corked)	36 00	Nixey's "Cervus" 6d. and 1s. tins.		Pony size	\$7 50		
8 oz. " "	72 00	For price list and s'l'ing scale apply W. G.		Imperial, medium	9 00		
		Nixey, 12 Soho Sq. London, Eng		Imperial, large	12 00		
				Tumblers	12 00		
				Mugs	13 00		
				Pint jars	18 00		
				Quart jars	24 00		

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

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

Shredded Whole Wheat Biscuit
 Granulated Wheat Shred
 Wheat Shred Drink
 Victoria Yeast Cakes

J. HEWITT, Agent
 61 Front St. E., TORONTO.

BRANTFORD SOAP WORKS
 FOR SALE.

The **BRANTFORD SOAP WORKS COMPANY**, Limited, are retiring from business and offer **FOR SALE** all their well known **TRADE MARKS**, including

"IVORY BAR"

Boxes, wrappers, labels, advertising matter, dies, good-will, formulae, etc., etc.

The large **FACTORY, GROUNDS, PLANT** and **MACHINERY** will be sold at a low price on easy terms.

The factory is in first-class running condition. Immediate possession can be obtained.

Full information will be given on application to:

HARRY A. GENET,

Secretary-Treasurer, **BRANTFORD, ONT.**

BUSINESS NEWS

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

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

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

505 Board of Trade Bldg., MONTREAL, QUE.
 Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148

OUR SPECIALTIES!

♦ ♦ ♦
 AT RIGHT PRICES.

FANCY BANANAS.
 " LEMONS and ORANGES.
 " PINEAPPLES.

HUGH WALKER & SON

Wholesale Fruits, GUELPH, ONT.

Foreign Fruits and Nuts.

Shipments arriving daily. **JAMAICA AND FLORIDA ORANGES, NEW DATES, NUTS, FIGS, ALMERIA GRAPES, NEW CROP MESSINA LEMONS.** All these lines we will tell you more about by you sending in your address. Quotations weekly.

WHITE & CO., WHOLESALE IMPORTERS 'FRUIT and PRODUCE,' 64 Front St. E., TORONTO.

"Daisy Fruit"

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

THE HOME CAKE CO
 GUELPH, ONT.

"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.



Write for quotations on

Clothes Pins

manufactured by

The Wm. Cane & Sons Mfg. Co'y
 Limited

Newmarket, Ont.

THEY ARE A FULL COUNT PIN.

BOECKH BROS. & COMPANY,
 TORONTO.

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

Malaga Raisins

Boxes, 1/4-boxes, 1/8-boxes,
 1-lb. cartons.

GET OUR PRICES.

WARREN BROS. & CO.

TORONTO.

FINE CARPET

BROOMS

Also a full line of
 Medium Grade and
 Bamboo Handle
 Brooms



SPECIAL VALUE.

Walter Woods & Co.

HAMILTON.

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.

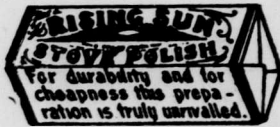
SOAP



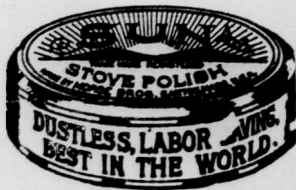
A. P. TIPPET & CO., AGENTS
Maypole Soap, colors \$10.50
Maypole Soap, black, per grs. \$15.50
Oriole Soap, per gross, \$10.20

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

STOVE POLISH.



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

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

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

KINGSFORD'S OSWEGO STARCH



SILVER GLOSS (40-lb. boxes, 1-lb. pkgs., 0 08
6-lb. boxes, sliding covers 0 18 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, custards, etc.
OSWEGO CORN STARCH } 40-lb. boxes, 1-lb. packages... 07 1/2
ONTARIO STARCH } 38-lb. to 45-lb. boxes, 6 bundles... 0 06
STARCH IN SILVER GLOSS... 0 07 1/2
BARRELS Pure... 0 06 1/2
BEE STARCH.

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



TEAS. SALADA CEYLON.

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



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c...	0 19
" " 1/2-lb. " " " "	0 20
Blue Label, retail at 30c...	0 22
Green Label " 40c...	0 28
Red Label " 50c...	0 35
Orange Label, retail at 60c...	0 42
Gold Label, " 80c...	0 55

CROWN BRAND

	Wholesale	Retail
Red Label, 1-lb. and 1/2's...	0 35	0 50
Blue Label, 1-lb. and 1/2's...	0 28	0 40
Green Label, 1-lb....	0 19	0 25
Green Label, 1/2's...	0 20	0 25
Japan, 1's...	0 19	0 25

"SNELLINGS PATENT."



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



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



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, 3s, 4 1/2s and 9s...	0 36
Royal Oak, 2 x 3, Solace, 8s...	0 52
Something Good, 7s...	0 53
Chewing—Currency, 13 1/4 oz. bars, spaced 9s...	0 39
Currency, 6s and 10s...	0 39
Old Fox, Narrow 10s...	0 44
Snowshoe, 10 1/4 oz. bars, spaced 8s...	0 44
Snowshoe, pound bars, spaced 6s...	0 44
Snowshoe, 2 1/4, 6s...	0 44

WOODENWARE.

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

Matches, Kodak, per case (200's) 9 boxes to packages, 47 packages to case... 3 30

YEAST.

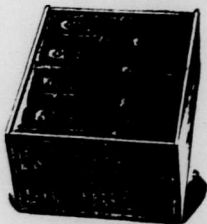
Royal yeast, 3 doz. 5c.-pkgs. in case... 1 00

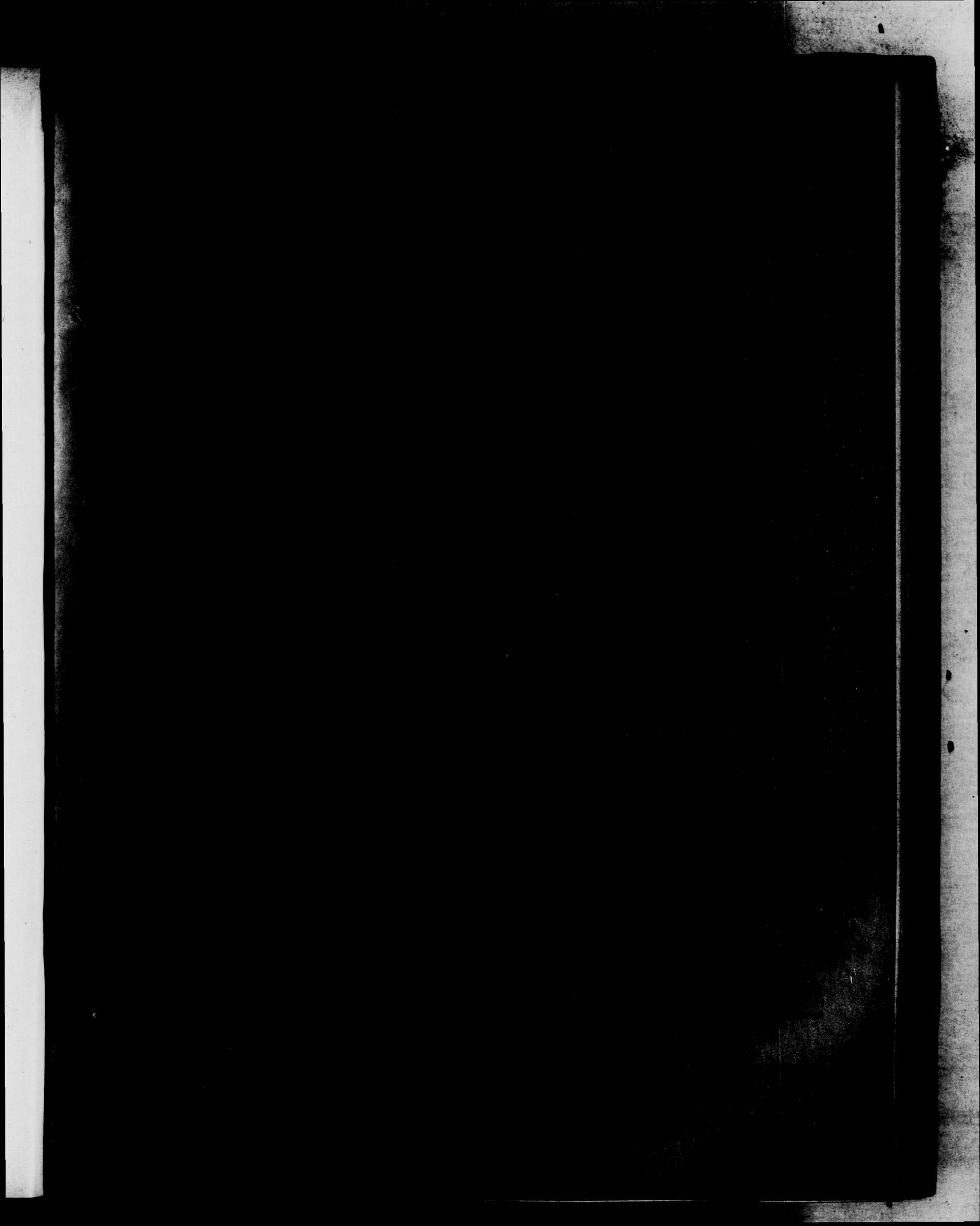
LICORICE..

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.





Lamps and Lamp Goods

We have a better line than ever of good goods at a fair price.

You get value for every dollar's worth you buy from us.

Write for Prices, Illustrations, etc.

Gowans, Kent & Co.

TORONTO and WINNIPEG...

IF

IT IS YOUR DESIRE TO SUPPLY YOUR CUSTOMERS WITH MINCE MEAT THAT IS

PURE
CLEAN
WHOLESOME

and containing only the

BEST INGREDIENTS

SELL THEM

**WETHEY'S
CONDENSED MINCE MEAT.**

YOUR WHOLESALE HAS IT.

J. H. WETHEY,

Sole Manufacturer

ST. CATHARINES, ONT.

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.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

— OFFICES IN CANADA —

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

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

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street
MONTREAL**