

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE
CANADIAN GROCER
AND
GENERAL STOREKEEPER

QUALITY..

When a salesman talks price to you
Ask him about **QUALITY**

When he talks quantity
Ask him about **QUALITY**

When he talks merit to you . . .
Ask him about **QUALITY**

That's the _____
STRONG POINT
in
Colman's Mustard

CARR & CO'S

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 Street, MONTREAL

THE CANADIAN GROCER

Tried and true articles are the safest and surest for a grocer to handle. If you want to please your customers recommend their buying **MILLAR'S PARAGON CHEESE**. All who have tried it pronounce its flavor and deliciousness to be unsurpassed. It's the kind of cheese that brings customers back again for more.

The T. D. Millar Paragon Cheese Co., Ingersoll, Ont.

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

A popular name — **“ROBERTS”**

especially when connected with

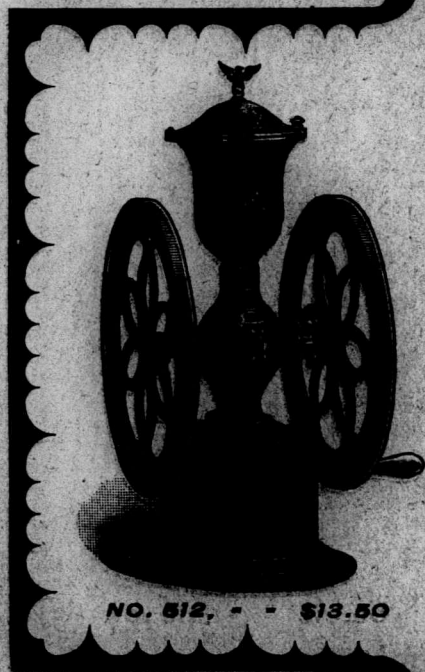
KHAKI BUTTER SCOTCH, a first-class, old-fashioned toffee in new form and package. Sells well with fair profit.

CANADIAN BUTTER NUTS are made specially for the Canadian market. Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

EBENEZER ROBERTS, LIMITED, LONDON, ENG.

Canadian Agents: **G. E. COLSON & SON, MONTREAL.**



NO. 512, - - \$13.50

“ENTERPRISE”

Rapid Grinding
and Pulverizing **Mills**

Made in 35 Sizes and Styles for Hand and Power, from \$1.25 to \$125.00

The only Mills made that will Pulverize Coffee

The Fastest and Easiest Grinding Mills made

Pulverizing Grinders furnished only when so ordered

Send for Catalogue
describing many other Labor
Savers for the Grocer

The Leading Jobbers
of the Dominion sell them

The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa., U. S. A.

Not Too Early!

Half the satisfaction of stocking up with standard goods comes from having them on hand just when they are wanted and asked for. Not too early and not too late, but **on time.**

Warm weather will be here before you know it—the demand for Stowers' Lime Juice will come with the first warm days of Spring. Remember that Stowers' is absolutely pure Lime Juice from specially cultivated limes—has no musty flavor—has great strength because it is concentrated and hence the most economical. Endorsed by the leading physicians for its healthfulness.

Stowers' Lime Juice.

ARTHUR P. TIPPET & CO., Agts.,
8 Place Royale, MONTREAL. 23 Scott Street, TORONTO.

Not Too Late!

It is better to be a week too early than a minute too late. You have an appointment to keep with your customers—do not keep them waiting but lay in that stock of Stowers' Lime Juice Cordial **now.** Be a week too early rather than a minute too late.

An honest production from natural fruit—nothing but pure, freshly-squeezed lime juice and fine loaf sugar. Delicious as a drink—of great value in the sick chamber. No mustiness—keeps as well after the bottle is opened and the cork is left out as before the cork is taken out at all.

Stowers' Lime Juice Cordial.

ARTHUR P. TIPPET & CO., Agts.,
8 Place Royale, MONTREAL. 23 Scott Street, TORONTO.

YOUR PROSPERITY. PROFIT. PROGRESS.

Your prosperity, profit and progress depend altogether upon the quality and the brand of goods you are selling your customers. Much care should be taken to see that they embody such high quality that when sold a good impression of your store accompanies the article or articles. Remember, if such and such a thing coming from your store proves satisfactory, your prospects are good for holding the good-will and patronage of those who deal with you. But, alas! don't make the fatal mistake of looking too much at the profit side of an article, and overlook quality. When quality is "standard" profit always follows. A dealer never runs any danger of turning trade in the direction of his competitor if

Jonas' Flavoring Extracts

are kept well to the front, for they embody all the necessary ingredients to assist the purchaser in turning out first class and delicious baking. Nature's best is represented in each and every bottle. A good impression of your store is made when a bottle of Jonas' Flavoring Extract is taken away. These extracts have secured a splendid footing in households from one end of the country to the other. Cooks enjoy using them, housewives enjoy using them, therefore, you will enjoy selling them. Your chances for progress, profit making and prosperity are excellent if all the goods you handle are of the same high standard as

Jonas' Flavoring Extracts.

Manufactured by

HENRI JONAS & CO., MONTREAL.

Send for interesting facts and price lists.

Life is Too Short.

for the average grocer to spend his time in taking chances upon the quality of the Cigars he sells.

Cigar-making is an art. **I know I've** mastered it. The number of satisfied grocers who continue to order my "Pharaoh" Cigar (retails for 10c.) and my "Pebble" (retails for 5c.) increases week by week.

The quality and workmanship in each one of these lines never varies from the one high standard **that has made them famous.**

Payne's Cigars.

J. BRUCE PAYNE, Mfr.
Granby, Que.

Lytle's Spiced Gherkins.

—The
—Grocer's
—Favorite.

Produced by Canadian growers.

Prepared by skilled Canadian workmen.

Prepared in Canadian made vinegars.

Product of Canada's largest pickle factory.

T. A. LYTLE & CO.

124-128 Richmond St. West,

TORONTO.

YOUR CHANCE

Now comes the time when your customers more than any other season will be asking your advice. The appetite demands a change these Spring days. So you will often be called upon to answer the question—"Haven't you something that will be a nice change for breakfast?" **NOW** is your chance—You naturally remember **MOLINA ROLLED WHEAT**—the bulk breakfast food—light and easy-to-digest feathery flakes of wheat. You cannot suggest anything more wholesome because all the wheat is there but the outer shell. Your customers will appreciate the fact that they can buy such a breakfast food without paying for a pretty but expensive box.

You don't need to be reminded of the good profit it yields. Every way you look at it, it pays to sell

MOLINA

ROLLED WHEAT.

THE TILLSON CO'Y, Limited

TILSONBURG, ONT.

NOTE CAREFULLY

that when selling

JAPAN TEA

you send from your store a tea in which there is no mixture --- nothing but the pleasing, satisfying, pure, natural flavored, uncolored tea of

JAPAN

There's satisfaction in recommending an article like this.

**JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.**

Trafalgar Chambers, Sun Life Building
Annex.

Tel. Plain 4142. MONTREAL, CANADA.

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

**AN
IMPORTANT
FEATURE**

in trade is the assistance the manufacturer lends the retailer in selling his goods. The St. Lawrence Starch Co. have prepared a line of wrappers for their

Ivory Gloss Starch

calculated to be of the greatest help to merchants in the selling of this popular Starch. By handling this line you will find it a good ad. for your store. Think it over.

**ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.**



Purity, Popularity, Price and Profit

all plead for your patronage in

WILLIAMS BROS. & CHARBONNEAU'S

Other Specialties—

- WALDORF CATSUP.
- WALDORF RELISH.
- PREPARED MUSTARDS.

Pickles

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

**Silver Dust Soap
Powder**

(Made in Canada)

Gives More **PROFIT** Than Any
♦♦ **QUANTITY** Other
SATISFACTION

**SILVER DUST MFG. CO.,
HAMILTON.**

PARAFFINE WAX

In "One Pound Cakes" for

HOUSEHOLD USE

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

QUEEN CITY OIL COMPANY, Limited, TORONTO, ONT.
SAMUEL ROGERS, President.

KOLA TONIC WINE.

COPY OF AN UNSOLICITED TESTIMONIAL.

HYGIENE KOLA Co., Toronto, April 9th, 1901.
Gentlemen—I have used one bottle of your Kola, Celery and Pepsin, and desire to testify to the wonderful relief I have experienced. I suffered for over a year with Indigestion and Stomach Trouble, and have tried other remedies without any material benefit. I am glad to inform you that your Kola, Celery and Pepsin have completely cured me; it has also restored my appetite and toned up my system better than any remedies I have ever used. It cannot be too highly recommended.
Yours truly,
J. J. GOURLEY, 95 Jarvis St., Toronto.

THE HYGIENE KOLA CO., 84 Church Street, Toronto.

IN A PICKLE



You can get almost anything from the assortment we carry. We have dozens of lines, ranging from the celebrated Gillard's Pickle to one which shows exceptional value at 90c., packed 7 dozen in a barrel, and only a few barrels left, so if open kindly act quickly.

In high-grade keg pickles we have 1, 2, 3 and 5 gallons. Also Spiced Gherkins in 5 gallon pails and 10 gallon kegs.

W. H. GILLARD & CO., Wholesale Grocers, 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.

THE SAUCIEST OF SAUCES.

PATERSON'S
 Possesses a peculiar
 popularity, and is more
 generally used than other

SAUCES.

*Paterson's Worcester Sauce
 is the best value on
 the Market.*

PREPARED BY—
R. PATERSON & SONS, GLASGOW.
 Manufacturers of the celebrated
 "PATERSON'S CAMP COFFEE ESSENCE,"
 and "PATERSON'S 'EUREKA' PICKLES."

Agents:—
ROSE & LAFLAMME, MONTREAL.



Batty & Co.

ESTABLISHED 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

CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER

AND
GENERAL
STOREKEEPER

VOL. XV.

MONTREAL AND TORONTO, APRIL 19, 1901

NO. 16

STARTING A GROCERY STORE.

By W. T. Robson.

AS many new grocery stores are now being opened up throughout the country, and some of them are making inquiries about various things pertaining to the business, to these many questions it is impossible to answer, except in a general way. A grocery store in one part of the city may have to cater to a very different class of customers to a store in another locality, and so this same thing applies to the entire country. Thus I can only deal with this question in a general way.

LOCATION.

Supposing I was about to open a grocery store in a town from 3,000 to 4,000 inhabitants (this would be about an average store and you may make deductions or additions ad libitum), the first thing to consider is location. As a rule the centre of the town is the best, and I would endeavor to get as near the centre as possible. Much depends on position to secure trade. As to capital required I would like to have, at least, \$3,000, which would stock an ordinary store where the goods could easily be replenished from the wholesale centre.

FIXTURES.

Now as to fixtures. There are some very handy devices for use in grocery stores which do not cost much money. For biscuits I would have an adjustable case so that I might put in a box without taking the biscuits out, which causes breakage. My scales and scoops would be only the best—the cheapest in the end. It is often very handy to have barrels of goods under

the counter. For this I would have about four iron barrel-swings made from an upright iron bar with a collar and pieces which catch the rim of the barrel. They swing a barrel so easily and are a most handy device in a grocery store. Then a cheese case, also a tobacco case and with a few other ordinary fixtures I would be ready for the stock.

THE STOCK.

Just what proportion I should spend in fancy groceries would depend on the character of the town. In an ordinary small town, a small proportion might be sufficient, say from 5 to 8 per cent. I don't think it good policy to have a lot of barrels visible about the store. All bottled goods and fancy articles should be placed in the front, while flour, salt, and the bulkier goods should be placed in the rear. It is well to keep in mind the fact that the more goods you show, the more you will sell, no matter what the goods are. Then I would try and have an assortment of the standard lines of goods to start with. About four of the leading lines of baking powder, soap and package teas would be enough. As the trade developed I could add to or diminish as my business required, avoiding buying very heavily of any particular lines and endeavoring to build up my own special lines as much as possible.

ADVERTISING.

The best way to advertise is to sell the best quality of goods at the cheapest price. In that way they will advertise themselves, or, rather, each person that buys from you and finds your goods of good quality will

do the advertising for you. They will tell their friends and neighbors of the quality of goods that can be bought at your store at a certain price, and this for you is the best of advertising, for people will come to your store through this quicker than any advertisement in a paper. Especially is this so in a small place.

CASH OR CREDIT.

Regarding the question of doing a cash or credit business, one can rarely do a strictly cash business and be successful in a small town. Great care must be exercised about extending credit, but in a small town you know every person, and with care you can keep your losses down low, and there is very little danger if accounts are promptly rendered at short intervals. There are many well-to-do people who do not want to bother with sending the cash for everything they get, and these will buy goods from you on credit where they would not if you were doing a cash business, simply because it would be inconvenient for them.

The limit of credit would have to be governed by the standing of your customers. Some you could sell to without limit. There are others it would be well to limit according to their income.

DELIVERY OF GOODS.

It is necessary in a small town to deliver goods free. For this purpose try and have a neat and attractive wagon with a good horse, together with a waterproof cover for both, and a boy that will do his work properly and be agreeable to the customers. This is expensive. It usually costs from 3 to 5 per cent. to deliver goods.

THE CLERK.

Insist on your clerk looking clean and



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.

neat, and in the store and out of it conducting himself as a gentleman. He, to a certain extent, represents you and your store, and should he not take the interest in your business get another that will.

PERSONAL ATTENTION.

You must give your business personal and unremitting attention in every detail. Success can only be attained by hard work and plenty of it. Be very careful not to be persuaded to indulge in investments outside your business.

STORE OWNERSHIP.

When the time comes that you can afford to own your store and save rent do so, but not if it will cripple you in buying.

THE PROFITS.

Always look out for your profits. Don't cut prices unless you are compelled. Try and work with your competitors, if possible.

MUTUAL UNDERSTANDING.

Intelligent merchants are finding it to their mutual interests to work together in arranging prices and in buying, more to-day than ever before. This is as it should be. And the old order of things, when the saying was "Two of a trade never agree," is fast passing away.

There is no reason why grocers should not work together for their mutual interests, especially in arranging prices. The old way was to be antagonistic, to keep cutting prices and try and ruin each other. The public get the benefit, and reward you by calling you a fool. And so you are, if you throw away your money cutting prices, the end of which is bankruptcy.

BRANCHING OUT TOO FAST.

A young man usually wants to branch out too fast in business. Remember the old Scotch saying: "Ye maun creep afore ye gang." Keep down your expenses, and be careful not to overbuy. The conditions of business to-day are such that it is only a question of a very few days after the order is given before the goods are in the store. And in the grocery business they have to

be almost immediately paid for, in order to secure a discount. This justifies frequent purchases. And most goods in the grocery line are the better for being so bought.

THE TRADE PAPER.

Study your trade paper. Through this medium inform yourself of the success or failure of the different plans as tried by others for the betterment of conditions and the increase of profits.

Go carefully. The desire to get rich quickly, with which the very atmosphere seems to be impregnated these days, is the cause of many a failure. Make your customers feel at home in your place of business. Don't let them feel that your entire interest is centred in their pocket-book.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

GIRARD & CO., general merchants, St. Liboire, Que., have offered to compromise.

L. Rondeau & Co., grocers, Quebec, have assigned.

Z. Paquet, general merchant, Roberval, Que., has assigned.

John J. Easton, grocer, Guelph, Ont., has assigned to A. S. Allen.

W. A. Sweeten, grocer, Orangeville, Ont., has assigned to Robert Porrit.

P. W. Lesperance, cigar dealer, etc., Montreal, has sold out and is compromising.

Wilks & Michaud have been appointed curators of F. A. Cantwell, general merchant, Franklin Centre, Que.

J. E. Tremblay, general merchant, St. Anne de Bellevue, Que., has assigned, and a meeting of his creditors will be held on April 19, (to-day.) The principal creditors are: Liddell, Lesperance & Co., \$1,128; T. Toupin, \$372; A. Robitaille & Co., \$500; Letang Hardware Co., \$500; Daoust & Lalonde, \$263; A. Ramsay & Co., \$250; D. R. Ronaldson, \$350; Caverhill, Kissonck & Co., \$223; Victoria-Montreal Insurance Co., \$400.

PARTNERSHIPS FORMED AND DISSOLVED.

Girouard Bros., general merchants, Somerset, Man., have dissolved.

A. G. Fox & Co., general merchants, Burnside, Man., have admitted W. R. Lee.

SALES MADE AND PENDING.

Ann Moss, baker, Dundas, Ont., has sold out.

W. J. Smith & Co., grocers, Winnipeg, are selling out.

Arthur Desmarteau, cigar dealer, Montreal, has sold out.

R. B. Rose, grocer, Elgin, Ont., is calling for tenders for his assets.

The assets of Damase Cousineau, grocer, St. Eugene, Ont., have been sold.

E. & C. Thompson, general merchants, Elmsdale, Ont., are offering their business for sale.

George Perry, baker and confectioner, Virden, Man., is advertising his business for sale.

The stock of John J. Flanagan, flour and feed dealer, Toronto, is to be sold by auction.

The assets of D. Levasseur, general merchant, Matane, Que., are to be sold to-day (Friday).

The real estate of the estate of T. Ross, general merchant, Amqui, Que., is to be sold on May 3.

Peter Stuart & Co., oatmeal millers, Ingersoll, Ont., are advertising their pea and barley mill for sale.

The stock of the estate of Ruth Perry, general merchant, Gad's Hill, Ont., has been sold to J. H. Birch at 67c. on the dollar.

CHANGES.

Royer & Boulet have registered as pork dealers in Quebec.

Forest Freres have registered as tobacconists in Montreal.

Mary Smith & Co. have registered as tobacconists in Quebec.

C. D. Bertrand & Co. have registered as tobacconists in Montreal.

Thomas H. Black has registered as pro-

Teach your customers "how good"
DIAMOND CRYSTAL SALT

is, rather than "how cheap" it is.

Our travellers have special inducements to offer for this month.

Lucas, Steele & Bristol, - - Hamilton



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.



VERY STRANGE. VERY TRUE.

**An Indian, Christened in South Africa,
Registered in Ottawa.**

An elegant Indian was added to our family of Package Teas the other day.

"KHAKE" is the name of this beautiful tea

Guaranteed a Pure Indian. Packed in the Gardens and shipped direct here.

The great demand to-day is for a pure Indian Tea that can be sold at a reasonable price. We feel we are now in a position to supply this demand.

"KHAKE" has four strong points—Fragrance, Flavor, Purity, Strength; and one more—the price is right. Let us hear from you.

JAMES TURNER & CO. Wholesale Grocers Hamilton.

For
Fall
Import

Place your order now for

Goat Brand Japan Tea

Quality Guaranteed.

Style and Flavor Unsurpassed.

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

Thos. Kinnear & Co.,

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

prietor of Kelly Bros., commission dealers, Montreal.

Pierre Dessormiess, grocer, Montreal, has sold out to D'Lesage.

H. H. Woodworth, grocer, Fredericton, N.B., is removing to Houlton, Me.

David E. Loomer, grocer, etc., St. John, N.B., will remove to Tiverton, N.S.

H. P. Read is giving up business as general merchant in Bear River, N.S.

Mrs. R. H. Richardson, grocer, Melita, Man., has sold out to Miss Embleton.

John Chatham, general merchant, Massie, Ont., has sold out to W. D. Dunnington.

Mrs. Joseph A. Grenier has registered as Grenier & Co., fruiterers, etc., Montreal.

E. J. Boucher, general merchant, Boucherville, Que., has sold out to T. A. Boucher.

Wm. Burnard, general merchant, Britton, Ont., has sold out to Robert A. Thompson.

Nellie Jackson, confectioner, etc., Indian Head, N.W.T., has sold out to V. M. Ives.

Ed. Brosseau has ceased doing business under the style of F. Patry, grocer, Montreal.

Thomas E. Risk, general merchant, Shetland, Ont., has sold out to H. H. Mann.

M. A. Irish, fruiterer, etc., Wapella,

N.W.T., has been succeeded by Irish & Matheson.

W. F. Hartwell, general merchant, Wawaness, Man., has opened a branch at Swan Lake.

Robert A. Elliott, produce dealer, etc., Nelson, B.C., has sold out to The Hazlewood Co., Limited.

DEATHS.

A. C. Moore, confectioner, Kentville, is dead.

ANSWERS TO INQUIRERS.

"Broker," Winnipeg, writes: "I would be very much obliged if you would put me in the way of getting the agency of a good canning company outside the association. The wholesale grocery trade here have determined that they will not buy association goods this year. Consequently, I would like to get a good company to represent that is not in the association."

[Remarks: Any packer that desires to be placed in communication with "Broker" can do so through THE CANADIAN GROCER.—THE EDITOR.]

"Elmira" writes: Do you know where peanut roasters are manufactured, or where they are sold, new or second-hand?

[Remarks: If any manufacturer will send us his card we will be glad to forward it to "Elmira."—THE EDITOR.]

AMONG TORONTO RETAILERS.

The Grocer's Influence. "I don't believe half my customers have their minds made up as to what brands of goods they prefer," said a grocer to me on Monday; "so I make it my policy when they ask for a line of goods, say, canned tomatoes, and do not specify what kind they want, I give them the kind that pays me best to handle—a line that I can depend on as to quality which at the same time yields the best margin of profit to me."

"By adopting this principle in regard to canned goods, bread, extracts, bottled goods, fruit, etc., I believe I derive a much better aggregate profit than if I were to ask each customer what kind he wanted. A grocer is recognized as an authority on groceries and should know more about the respective merits of various brands of the same line than his customers do."

"Sometimes a customer will ask for a line of goods she has seen advertised. If I have not got it, but have another brand which I am confident is equal to the more widely advertised article, I point out to her that advertising does not make an article good, and generally satisfy her too."



Popularity

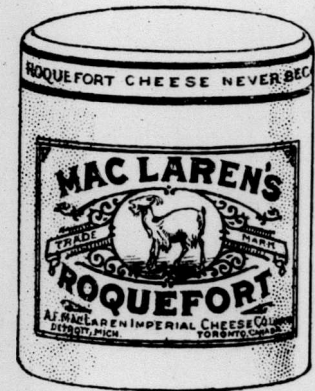
Nothing eatable has ever attained the lasting popularity of

MacLaren's Imperial

AND

MacLaren's Roquefort Cheese

The quality that protects the grocer.



JAMS AND JELLIES

Pure Goods.

All Fruits.

PRICES AWAY DOWN.

THE DAVIDSON & HAY, LIMITED

36 Yonge Street,

TORONTO.

"Then, do you not believe in advertising?"

"I do believe in it. I have been induced to stock several lines by the influence of advertisements in your own paper, THE GROCER, but I think that, when an advertiser tries to convince a customer to insist on having some line I do not keep in stock, he is running up against a hard thing. It would pay him a good deal better to convince me first."

Cash and
Combination.

"I have read some articles in THE CANADIAN GROCER regarding methods of meeting the competition of departmental stores," said another grocer. "I have done a good deal of thinking along that line myself, and have about come to the conviction that what the retail grocers need is cash and combination. We must buy at the closest possible figures. The departmental stores, by buying in large quantities and paying cash, get many lines much below the price we pay. This is the only advantage they have over us, as their expense of operating is as heavy as ours, and they have the disadvantage of being centred in one place and thus being far away from their customers, so we must meet them in this respect. Fifty retailers, by combining and paying cash, would buy far more than any depart-

mental store, and could get just as advantageous terms. It will be difficult to conduct such a combination, but it is neither impossible to do it nor improbable that it will be done within the next five or ten years."

PRINCE EDWARD ISLAND AS A TOURIST RESORT.

The Island Farmer, Summerside, P.E.I., in its issue of April 10, had the following:

"We have in former issues directed the attention to the benefits which might reasonably be expected from the organization of a P. E. Island Tourists' Association. Year after year, tourists in increasing numbers visit our Province, and express themselves as delighted with our genial climate, bathing, boating, fishing and other attractions. The quiet of our country life and manner of living is an almost irresistible attraction to those whom business cares and the crowded, heated and unhealthy city drive from their homes during the summer months. Our garden island offers attractions equalled by few of the best summer and health resorts on the continent, and yet we have done practically nothing to encourage tourist travel. The comparatively few who visit us during the summer are either those who are repeating former visits or who come on the recommendation of those who had been here before them. . . . Seventy-five per cent. of these would for their holiday, prefer camp life in the country, in the woods, or by the shore to hotel life under the most modern conditions. They are not as much con-

cerned about the elegance of their accommodation as upon the distinctively rural features where outdoor amusements, surf bathing, fishing, boating, etc., can be enjoyed, combined with good, plain, wholesome food such as the majority of our farm houses can furnish.

There are hundreds of farm houses along our shores, and by our best fishing streams which would be looked upon as ideal resting places by many in search of a holiday in the country.

CALIFORNIAN FRUIT PACK.

The 1900 pack of canned fruits in California, according to reports just compiled, shows the following totals: Table fruits, 2,455,562 cases; total pack of all kinds, including pie fruits, etc., 2,775,896 cases; tomatoes, 519,502 cases of 2½-lb. and 47,000 cases of gallons; of asparagus, 143,861 cases; total pack of all fruits and vegetables, 3,579,513 cases, against 3,756,602 cases packed in 1899.

E. D. MARCEAU'S NEW ADDRESS.

E. D. Marceau, Montreal's tea, coffee and spice specialist, announces that he has decided upon 283-285 St. Paul street as his future address. As he will have considerable renovating done before he moves into these premises, and also have a roasting plant installed, he will take temporary quarters for two or three months. Where these will be he will announce next week.



Smiles of Satisfaction

for the grocer whose customers use

UPTON'S

Jams, Jellies and Marmalade.

They are always good.

A. F. MacLaren Imperial Cheese Co., Limited.

DO YOU KNOW WHY

my brands, although on the market only 16 months, are already so much in favor, and the demand for them increasing every day?

Because—they have the qualities that please. They are sterling value, and always the same. They give you a very good margin of profit and draw trade besides. Those who have had them know; others should try them to be convinced.

THE CONDOR TEAS--- Packed for me by one of the best houses in Japan, are in their different grades the best possible in liquor and in style.

Give the **CONDOR XXXX** a trial—it has no equal at **21c.**

I offer, to arrive, the **CONDOR XXX**—none will match it at **19c.**

THE OLD CROW BLACK TEAS--- A blend of choice, rich, flavory teas from **17½ to 35c.**

Useful bronzed tins of 10, 25, 50 and 80 lb.

THE NECTAR--- The perfection of all black teas in lead packets, at **20, 26, 38, 45c.**

MADAM HUOT'S COFFEE--- The gem of all coffees. In tins, 1-lb., at **31c.**, 2 lb., at **30c.** per lb. This is not a fancy name. Madam

Huot, proprietress of a hotel in Paris, gave me herself the blend of this famous coffee—taste it to know what good coffee is.

THE CONDOR VINEGAR--- 100 grains, pure distilled, bright as crystal, at **30c.**

THE OLD CROW VINEGAR--- 75 grains, pure distilled, clear as water from a spring, at **22½c.**

No matter what you want in Teas, Coffees and Spices I can suit you. *I can even give you a Green Ceylon Tea at 15c. It is not the best tea in the world, as some will tell you, but the best offered for that money.* Ask for my samples and prices—it pays.

NOTICE OF REMOVAL.

On May 1st I will take possession of building Nos. 283 and 285 St. Paul Street, corner of St. Gabriel. Extensive alterations have to be made in it. Will notify you next week of my temporary address. Send all letters to P. O. Box 705.

E .D. MARCEAU 296 St. Paul St. **Montreal.**

A WINNER

Lime Juice, Raspberry Vinegar, Lime Juice Cordial

to sell at 10c. per bottle.

We also have a complete line of Pure Fruit Syrups, all flavors. See our travellers or write us for particulars. The season will soon be here.

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

WHOLESALE IMPORTING AND
MANUFACTURING GROCERS.

TORONTO, ONT.

VISIT FROM A GLASGOW PICKLE MAN.

MR. FULLERTON, representing Rowat & Co., the Imperial Pickle Works, Glasgow, Scotland, is in Canada and is paying a visit to the wholesale trade in Quebec and Ontario. He is accompanied by Mr. A. G. Snowdon, of Montreal, the Canadian representative of the firm.

In conversation with THE CANADIAN GROCER, Mr. Fullerton said that his firm's exports of pickles to Canada are gradually increasing.

"Yes," interjected Mr. Snowdon, "it has been estimated by the largest customer we have in this country that at least one-third of the pickles imported into Canada last year came from Rowat & Co. He based his calculation on what he had imported himself and what he knew other firms had imported."

Mr. Fullerton talked interestingly of trade conditions and trade methods in Great Britain. The cooperative stores were, he said, doing a great deal of injury to the regular trade in Scotland and in the mining districts of England. In the south of England they did not take well. The annual turnover of the cooperative stores in England and Scotland he estimated to be about £30,000,000 sterling. Referring to the

profits of the wholesale grocers in Great Britain, he said they were gradually getting smaller. On some staple lines they were not more than 2½ per cent. From what he could gather, the condition of the wholesalers in Canada in this respect was rather better than that of their confreres in Great Britain.

Mr. Fullerton will be unable to visit the trade on the Pacific Coast during his present itinerary.

KEY-OPENING SALMON CANS.

R. P. Rithet & Co., Limited, wholesale grocers, etc., Victoria, B.C., have secured the patent rights for making key-opening cans in British Columbia and will establish works large enough to supply the large majority of British Columbia salmon canners with this modern style of can.

"TRAPON" BRAND COCOA.

In an item which appeared in last week's issue in regard to a new cocoa that was being placed on the market by the Cowan Co., Limited, the brand was stated to be "Trogon." It should have read "Trapon." The company is also putting a chocolate on the market under the same brand.

Fred Roy, formerly of Winnipeg, intends starting a cigar factory in Greenwood, B.C.

TRADE CHAT.

APPLICATION has been made for the incorporation of John Kenneth Mackenzie, R. Smith, J. A. Cameron, F. W. R. Colcleugh and Jean Smith as The J. K. Mackenzie Fish Co., Limited, with headquarters in Winnipeg and capital stock of \$15,000.

Robert McCaughan, grocer, Halifax, is giving up business.

E. R. Crane, Orwell, Ont., has repainted the interior of his grocery store.

The Oak Grove Cheese and Butter Co., Limited, New Hamburg, Ont., have been incorporated.

R. Delahey & Co., general merchants, Pembroke, Ont., have installed a cash carrier system.

The Brandon Creamery and Supply Co., Brandon, Man., have been incorporated with \$40,000 capital stock.

Brase, McKay & Co., Limited, have been incorporated with \$25,000 capital stock to carry on a general business in Summerside, P.E.I.

James Drake's basket factory at Alvinston, Ont., was destroyed by fire on Friday last. The loss is placed at \$2,000, with insurance of \$800.

The Sand Hill cheese factory, near Kingston, Ont., has been improved in every respect, and is now one of the most up-to-date in the Province.

Be Merciful to thy Stomach—Use

Lea & Perrins'

"Sauce."

J. M. DOUGLAS & CO.,

Canadian Agents,

MONTREAL, QUE.

"It's Nothing but Salt"

When you buy Windsor Salt you get exactly what you pay for---"**nothing but salt.**" Its purity is almost proverbial---you hear this everywhere, "as pure as Windsor Salt." Perhaps you think that all Salt is Salt---not so. Perhaps your customers think that all Salt is Salt, and perhaps, too, it would be a good idea for you to tell them that they are mistaken and then---**pass out Windsor Salt to prove your statements true.**

Please a woman now and then with suggestions like this and win her gratitude. She'll not forget it; you can rest assured of that.

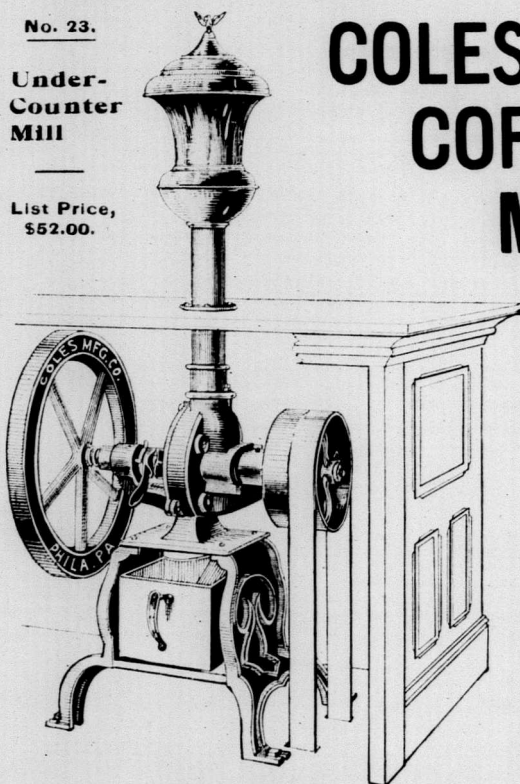
The Windsor Salt Co., Limited, Windsor, Ont.

Windsor Salt.

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Purity
Freedom from Acid
Flavor
Strength
Brightness
Freedom from Sediment

are what characterize our vinegar as different and superior to all others.

Wilson, Lytle, Badgerow Co., Limited

TORONTO



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.

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

IMPORTANCE OF FIRE INSURANCE.

THE series of destructive fires of recent occurrence in our large cities, entailing heavy losses and great inconvenience to business, at a season when jobbing houses are carrying heavy stocks of goods preparatory to an anticipated heavy spring output of merchandise, has aroused the attention of those who have large interests at stake, to the necessity of carrying a full insurance upon their stocks, writes L. R. Nolley in an exchange. Such prudence on the part of merchants handling large quantities of merchandise is so well recognized that no intimation is necessary to convince them of the desirability of availing themselves of this safeguard against loss. Experience teaches that it is the wise man who is careful at all times to entrench himself against danger. The money invested in fire insurance amply repays the merchant in the feeling of security it gives him.

More than a word of caution is needed to the retail merchant, particularly those in villages and larger country towns; the inflammable character of whose buildings and their environments, with their limited

facilities for extinguishing fires, has advanced the cost of risk on the part of insurance companies to a point which makes it onerous for the merchants of limited resources, yet they cannot afford to be remiss in so important a factor. The jobber feels more confidence in the ability of the customer who keeps himself well insured against loss by fire. The cost of insurance should be regarded as one of the legitimate expenses of every well-regulated establishment, and when this fact is known and recognized, it strengthens the credit of the country merchant.

A pertinent question upon our letter heads and bill sheets should be: "Are you fully covered by fire insurance?"

SUMMER RESORT FOR MERCHANTS.

THE business men in the Maritime Provinces are each year taking increased interest in the subject of tourist travel. They would be a dull and unappreciative people, indeed, if they did not.

No part of this North American continent possesses greater natural attractions for summer tourists than the Maritime Provinces. The climate is delightful, being balmy and bracing, while, for fishing, hunting, bathing and boating, they are the ideal. The scenery abounds in variety and beauty. The smiling valleys and picturesque hills are all summer clothed in a rich greenness which to the people in Western Canada appears remarkable, while the rugged, rock-bound coasts never cause one to tire in gazing upon them.

But the Maritime Provinces have their interest historically as well as in regard to natural endowments. The very air seems laden with it. And the fact that their history contains so much that is romantic makes a visit to that part of the Dominion all the more interesting.

Some of the tourist associations in the Maritime Provinces are this spring making a special effort to induce business men in Western Canada to visit their part of the country during the coming summer. With this object in view negotiations are pending with the railway companies to arrange excursions.

To a great many business men and others in Western Ontario the Maritime Provinces

are a terra incognita. It is to be hoped that many of those who have not yet spent a holiday in that most interesting part of the Dominion will do so this year.

A CUT IN CALIFORNIAN RAISINS.

THE Raisin Growers' Association of California has somewhat startled the trade by making a sudden drop of 1½ to 1¾c. per lb. on the price of raisins to seeders. The cause of this radical reduction is the accumulation of a surplus of over 700 cars of raisins of last season's crop, which is fully twice the normal quantity left over from one season to another.

The association, according to a statement issued by President Kearney, endeavored to control the production and maintain prices at a high basis. But the management of the association have now decided that to carry over such a large surplus would demoralize next season's market, and have made the reduction in order to effect a large increase in the consumption of raisins and thus clean up the market. This will mean a reduction of 1 to 2c. in the value of Californian carton raisins.

This action is considered by jobbers of the Eastern United States as an attempt by the Raisin Growers' Association to control the retail selling price of raisins, and has aroused considerable feeling. In fact, some jobbers declare it will lead to the disruption of the association by strengthening the position of the independent growers and seeders.

It would not be surprising were the proposed cigar combine to go up in smoke.

SAFETY OF A SALMON SHIP.

A cablegram received in Victoria, B.C., announces the safe arrival in England of the Ardnamurchan, the vessel with 80,000 cases of canned salmon on board which was thought to have been lost. Wreckage and cases of canned salmon known to have been on the Ardnamurchan were picked up on the Oregon coast a few months ago, hence the supposition that she had been lost. On the strength of this supposition the price of canned salmon was advanced \$1 per case in London, Eng., a few weeks ago.

What effect her arrival has had upon prices we are not at the moment aware.

LEGAL ASPECT OF THE CANNED GOODS SCHEME.

DURING the last few weeks THE CANADIAN GROCER has endeavored to dissuade the promoters of the canned goods syndicate from their purpose. And it has reason to believe that its efforts have not been altogether unavailing. It is to be hoped for the good of the canned goods industry and for the welfare of the wholesalers and retailers that it is so. There are some, however, who appear determined to persevere in their efforts to consummate the syndicate scheme. To these we would appeal from a standpoint other than that which we have heretofore done.

We have shown from an economical standpoint that the scheme is unsound and likely, if consummated, to bring about in the canned goods industry a state of affairs even more undesirable than that now prevailing. In this article it is our purpose to look at the matter from a legal standpoint.

When the Customs Tariff of 1897 was placed upon the statute book it contained a paragraph dealing with trusts and combinations, and providing the machinery for the governing of the same. This paragraph (No. 18) reads as follows:

Whenever the Governor-in-Council has reason to believe that with regard to any article of commerce there exists any trust, combination, association or agreement of any kind among manufacturers of such article or dealers therein, to unduly enhance the price of such article or in any other way to unduly promote the advantage of the manufacturers or dealers at the expense of the consumers, the Governor-in-Council may commission or empower any judge of the Supreme Court or Exchequer Court of Canada, or of any Superior Court in any Province of Canada, to inquire in a summary way into and report to the Governor-in-Council whether such trust, combination, association or agreement exists.

Sub section 2 empowers the judge to compel the attendance of witnesses and the production of books. Sub-section 3 deals with the judge's report and action thereon. It reads as follows:

3. If the judge reports that such trust, combination, association or agreement exists, and if it appears to the Governor-in-Council that such disadvantage to the consumers is facilitated by the duties of Customs imposed on a like article, when imported, then the Governor-in-Council shall place such article on the free list, or so reduce the duty on it as to give to the public the benefit of reasonable competition in such article.

The law, it will be noticed, is simple in procedure, and if put into operation against

the canned goods industry of this country would be disastrous indeed to it

At present the duty on canned vegetables is $1\frac{1}{2}$ c. per lb., and on canned fruits $2\frac{1}{4}$ c. per lb. This means, based on the prices now ruling, a protection of over 70 per cent. on tomatoes and of over 30 per cent. on peaches.

Surely, in grasping at a shadowy scheme, the packers of this country are not prepared to run the risk of losing the protection they enjoy and of seriously injuring the industry they possess.

It might be argued that this particular law has never yet been put into operation. True, but what guarantee is there that it will not be? None whatever. In fact, just at this very moment, the newspaper publishers are trying to induce the Government to put it in operation against the Paper Makers' Association, an influential deputation having visited Ottawa a few days ago with that very object in view. And it would be an easy matter for one or more persons, actuated by selfish or other motives, to take similar proceedings against the syndicate scheme, should it be ultimately consummated.

THE SYNDICATE PRICE OF TOMATOES.

Editor CANADIAN GROCER,— In your editorial of April 12 re "Sale of Canned Goods through a Syndicate," you say that the prices offered by the syndicate are $62\frac{1}{2}$ to $67\frac{1}{2}$ c., but you fail to state that those prices are f.o.b. the factory. As it costs us $3\frac{1}{2}$ c. per dozen for corn and 5c. per dozen on tomatoes to deliver them in Toronto, that would bring up the figures to 66 to $72\frac{1}{2}$ c., at least, and in many cases it would be more. It is only fair that if this matter is to be openly discussed it should be clearly put. For years the prices quoted by canners to the wholesale trade in Ontario have been delivered prices, and the impression to be gained from reading your article would be that the canners would have to deliver the goods for the syndicate at the prices named. Kindly make this clear in your next issue.

THE KENT CANNING CO., LIMITED,
per F.M.

Chatham, April 13, 1901.

[REMARKS: It was an oversight on our part and we are glad The Kent Canning

Co., Limited, has drawn our attention to the matter.—The EDITOR]

It is because the number of gullible people is so great that the efforts of the ubiquitous promoter in floating visionary schemes are so successful.

HOLIDAYS FOR GROCERY TRAVELLERS.

A document is being circulated for the signatures of wholesale grocers, spice and coffee manufacturers and wholesale woodenware dealers regarding travellers' holidays. It proposes to fix the holiday term at two weeks, dating from August 5.

The agreement has been signed by all the houses in Western Ontario included in the branches of trade named, and it is now being circulated among the Toronto houses for signature.

It has been suggested that during the two weeks' holidays as many travellers and retail merchants as possible should attend the Pan-American Exhibition at Buffalo. "We would have a good time," remarked one of the promoters.

If the advertiser misses the point in his advertisement it is hardly to be expected that the man whose custom is wanted will be able to find it.

PRUNES ARE LOWER.

The Cured Fruit Association of California has reduced prices $\frac{3}{8}$ to $\frac{1}{4}$ c. to encourage trading during the dull season, so as to clean up the market before next season's crop begins to come in.

The explanation of the cut is that the banks, which have been virtually carrying the growers and packers, have forced them to make an effort to realize on their stock on hand.

The reduction is, according to the circular issued by the association, only for a period of 15 days from April 9. As will be noticed by our market reports the wholesalers in Canada have marked down their figures in sympathy with the decline in the primary market.

A good many Acts were passed by the Ontario Legislature during its recent session, but the axe might with profit have been laid at the root of some of them.

TRADE CONDITIONS IN CANADA.

THERE is a great deal in the trade situation in Canada which is of an assuring character. In all staple lines of merchandise, spring business is opening up well. Individual orders are not, as a rule, large, but they are numerous; and not only are they numerous, but, in several seasonable lines which had been booked for future shipment, delivery is being urgently asked for before the date originally specified. This is a feature of the trade situation which is gratifying, showing, as it does, that stocks are not only not heavy, but that consumers are already beginning to inquire for the goods wanted at this time of the year. The wholesale houses in the different branches of trade are, in consequence, busily employed. The same can be said of the manufacturers, many of whom report that they are booked with orders enough to keep them going for some time to come.

In a country like Canada, where agriculture is the chief industry, it follows that our farmers must be in a prosperous condition if the country, commercially, is to be healthy.

The past six months has been a trying period to the farmers of Manitoba, owing to the partial failure of the wheat crop last year. This has naturally affected the general trade of that Province, but not to the extent it was a few months ago anticipated it would. This is the unanimous expression of the reports we have received from various reliable sources.

A well-known essayist has told us that there is compensation in all things. And the compensation the farmers of Manitoba had for their short wheat crop was the additional time they had at their disposal, which they utilized in breaking new ground. The result is that this spring they have a much larger acreage ready for sowing wheat and other cereals than they had last year.

About the farming industry of Ontario there is not a particle of doubt. At no period in the history of the country was it probably ever in such a satisfactory condition. The cereal crops in that Province last year, both in quality and quantity, were excellent, while for butter, cheese and live stock there is a demand at good prices for all the farmer can produce. For horses

and hogs the demand really exceeds the supply. Another evidence of the prosperity of the farmers in Ontario is the large number of new buildings that are being erected by them in nearly every part of the Province, to say nothing of the repairs that are being made.

Fall wheat has come through the past winter in Ontario in excellent condition.

In the Kootenay country, trade conditions are somewhat unsettled, but, taking British Columbia as a whole, business is not only fairly good at the moment, but the outlook is bright. The direct line of steamers which is to be put on between Vancouver and Skagway by the C.P.R. will divert to Victoria and Vancouver a great deal of the trade from the Klondike, that has hitherto gone to Seattle. Hitherto, there has been no

quantity of dry lumber which the mills carried over from last year is small.

Perhaps one of the least satisfactory features of the situation is the commercial failures in Canada during the past quarter. This will be gathered from a glance at the accompanying table, compiled from Dun's report, giving the total and the number which occurred under the classifications, "manufacturing" and "trading."

The principal increase in liabilities was in Quebec Province, and one large failure swelled the figures for British Columbia, but Ontario reported a material improvement, both in number and amount. "The most pleasing feature," says Dun's Review, "of the quarter's statement is the lack of defaults in the banking and financial class."

It is generally conceded that the best of trade barometers are the railways and the bank clearing returns. Taking these for the past quarter and applying them to the

FAILURES IN CANADA—FIRST QUARTER:

PROVINCES.	TOTAL COMMERCIAL.			MANUFACTURING.		TRADING.	
	No.	Assets.	Liabilities.	No.	Liabilities.	No.	Liabilities.
Ontario	139	\$ 538,343	\$ 661,580	33	\$ 74,781	105	\$ 585,329
Quebec	158	1,315,131	1,843,076	26	373,748	129	1,177,758
British Columbia	35	625,950	469,250	3	6,500	32	162,750
Nova Scotia	33	42,000	102,550	4	9,500	29	93,050
Manitoba	38	161,656	145,800	4	14,700	33	128,600
New Brunswick	17	50,969	100,466	3	39,000	13	44,466
Prince Edward Island	4	6,600	11,000	4	11,000
Total	421	\$2,740,649	\$4,333,722	73	\$ 748,229	345	\$2,503,023
" 1900	406	1,976,798	2,751,041	78	538,058	318	2,177,503
" 1899	363	3,163,116	1,241,111	92	2,433,155	267	1,803,906

regular line of steamships running out of British Columbian ports on Klondike trade account. Owing to this passengers and freight from points in Canada destined for the Klondike usually had to go via Seattle. The mint that is to be established at Vancouver by the Dominion Government will divert Klondike trade as well as Klondike gold from Seattle.

The year 1901 will be a red-letter year in the iron and steel industry of Canada. The starting up of the plants at Sydney, N.S.; Sault Ste. Marie, Ont.; Collingwood, Ont., and Midland, Ont., places that beyond all peradventure. Then there is the coal industry. On both coasts and in the Crow's Nest Pass the mines are experiencing an excellent trade, and the prospects for the future, with the additional demands there will be, particularly for the coal of the Nova Scotian and Crow's Nest Pass mines, are for even a better trade than that which is now being experienced.

The lumber industry is in a fairly healthy condition, although some engaged therein are of opinion that the turnover is perhaps not so far as large as it was anticipated it would be. The past winter has been favorable for operations in the woods, and a great deal of timber has been got out, but the

trade conditions in Canada we think they corroborate what we have already said in regard to the trade conditions in Canada. The gross earnings of the two great Canadian railway systems during the three months, compared with the same period in 1900, were as follows:

	GROSS RAILWAY EARNINGS FOR THREE MONTHS.	
	1901.	1900.
Grand Trunk	\$6,545,800	\$6,213,304
Canadian Pacific	6,500,000	6,384,071

The Canadian Pacific has, it should be pointed out, 466 greater mileage than in the first quarter of 1900.

The returns in regard to the bank clearings are even more satisfactory than those in regard to the railways. For the three months they are as follows:

	BANK CLEARINGS FOR THREE MONTHS.	
	1901.	1900.
Montreal	\$191,835,304	\$171,985,788
Toronto	146,267,420	123,560,728
Winnipeg	24,621,434	23,930,215
Halifax	19,653,268	17,930,884
Vancouver	9,420,442	9,570,993
Hamilton	10,004,931	9,954,152
St. John, N.B.	8,695,523	7,880,551
Victoria	7,662,627	7,146,605
Total	\$418,161,009	\$371,995,924

Business in Canada is devoid of any speculative tendency, wholesalers and retailers alike buying for requirements. This is a good thing, tending, as it does, to keep trade in a healthy condition.

MANITOBA MARKETS.

WINNIPEG, April 15, 1901.

THE weather has been fine and warm throughout the week, and the ice in both the Assiniboine and Red rivers is moving out rapidly, and the water is rising sufficiently to cause some apprehension of the river flats being flooded, as the ice in Lake Winnipeg shows no immediate sign of breaking up. Should the water rise to flood-level, the chief damage will be the washing-out of the transfer track and the backing of the water in the sewers. Business has been good all week, with the demand steady in nearly all lines.

FLOUR.—There is a very fair demand, and prices are firm. We quote: Ogilvie Milling Co.'s Hungarian patent, \$2.10; Glenora patent, \$1.95; Alberta, \$1.75; Manitoba, \$1.60; Imperial XXXX, \$1.25; Lake of the Woods Five Roses, \$2.10; Red patent, \$1.95; Medora, \$1.60; XXXX, \$1.35 per sack.

CEREALS — Market is steady in all lines. Rolled oats are in fair demand at \$1.90 to \$1.95. There is still no granulated meal on this market, but small shipments are expected within the next few days. Cornmeal shows a normal demand at \$1.30 to \$1.35 per sack; split peas, \$2.45 to \$2.50; pot barley unchanged at \$2.30 to \$2.40; pearl barley, \$3.75 to \$4.

RICE — Market is steady with a normal demand. We quote: B rice, 4¼c.; Patna, 5 to 5¼c.; Japan, 5¼ to 5½c.

COFFEES — The demand is small at present and quotations run from 9½ to 10¼c., according to the grade.

DRIED AND EVAPORATED FRUITS — Market is very slow. Seeded raisins are weaker and quoted at 9c., with a fair demand. Currants are also in fair demand with prices unchanged at 11¼c. in barrels and cases, and 12½c. for cleaned fruit. In evaporated fruit the market is slow. The only noteworthy feature is the large offerings of prunes at very low prices.

SUGAR — Sugar advanced 10c. per cwt. last Tuesday. The advance is supposed to be due to an advance in price of raw material. Quotations now are: Granulated, \$5.60; bright yellow, \$4.65.

NUTS — The market is without change and demand light.

CANNED GOODS—Offerings are very free, and all kinds of quotations are given, so much so that it is unsafe to quote any. In canned fruits, strawberries are still high and hard to obtain.

SYRUPS—Are without change, but there are rumors here of a considerably weaker feeling in molasses.

HONEY—This article is in fair demand. The supply on the market is not large, and

prices rule correspondingly high. One-lb. glass jars of pure clover are quoted at \$2.50 per doz.

BUTTER—There is nothing either new or encouraging to report of this product. The amount of really first-class fresh dairy is very limited, while the quantity of medium and second-grade continues large and unsatisfactory.

CHEESE—The outlook for fresh grass is encouraging, and cheese factories everywhere through the Province are making preparations for an early start.

EGGS—The supply is almost in excess of present demand and price is now down to 11c.

GREEN FRUITS—Market is increasingly active, and supplies received are large and in good condition. It is worthy of note that last year the first carload of bananas did not reach this market until April 18, while this year three carloads have been received and sold to date. There has been a slight decline in lemons owing to a temporary glut in the Californian market, but this fruit will again advance with the first hot day. The stock of oranges which have been on this market for the past six weeks have shown a serious shrinkage, but these are now happily all cleared up and prices will advance in addition to the advance of 25c. per case icing charges. Apples might almost be said to be off this market, the offerings being small, the quality unsatisfactory and the prices high. Quotations are: Oranges, 126's, \$3; 150's, \$2.25, 176's up, \$3.75, and a few cases of 80's to 112's, \$2.50; lemons, \$3.50 to \$3.75; bananas, \$2.75; strawberries, \$4 per dozen boxes; Mexican tomatoes, in 4 basket crates, \$3.60; cucumbers, \$2.75 per dozen. Native-grown lettuce, radishes, cress and onions are now on the market at from 35 to 40c. per doz.

NOTES.

There is likely to be a large attendance of Winnipeggers at the annual outing of the N.C.T.A. to be held at Fargo, N.D.

The Winnipeg Press Club held their first baseball game this afternoon. The invitation to spectators was in the shape of a neat folder, with cut of a cock pheasant at the top and the following strange legend, "The early bird gets the corkscrew."

Winnipeg is to have a second dairy company. Among the applicants for the charter are such well-known names as J. T. Gordon, A. M. Nanton, G. F. Galt, Wm. Hespeler, R. H. Agur, D. E. Sprague, John Arbuthnot, D. B. Hanna and F. W. Heubach.

The Hudson's Bay Co.'s annual price catalogue is out. This year, it has added five new departments, viz., cut flowers and potted plants, artists' and photographers' materials, electrical supplies, bicycles and bicycle sundries, and instruction books for musical instruments. The cover is a handsome design in black and purple, in honor of Her late Majesty.

Fels-Naptha

THE GREAT COLD
WATER SOAP.For Sale Wholesale by
WARREN BROS. & CO.
TORONTO,**"Chief Keokuk"**
Pickles and Condiments.**"Montrose"**

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

You can bank your money on

"Cream of Wheat"

The Popular Breakfast Cereal.

36 2-lb. packages and 18 Gravures of
Northwestern Scenery, in each case.

THROUGH YOUR WHOLESALE GROCER.

E. A. SHOEBGTHAM,
Commission Agent, - LONDON, ONT.Shredded Whole
Wheat BiscuitFor sale by all
Wholesale Grocers.**J. HEWITT, Agent**
61 Front St. E., TORONTO.**COWAN'S**Hygienic **Cocoa**Royal Navy **Chocolate**

AND

Famous Blend **Coffee**
are the favorites with all grocers.**THE COWAN CO., LIMITED, TORONTO**



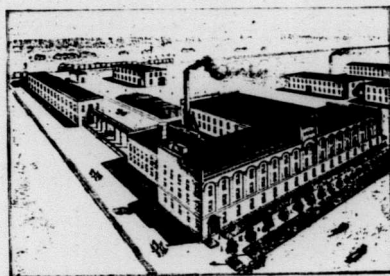
The Successful Grocer

is keenly alive to the details of his business ; wide-awake, clear-sighted and fair minded—ready for comparison of goods and open to conviction. The cost, selling merits and probable profit are carefully considered in connection with each article handled.

This class of grocers handle

Imperial White Wine Vinegar==

recognizing its superior qualities and profit-making points. It is clear, sparkling and delightful to the palate, of full standard strength and guaranteed uniformity. Costs no more than the ordinary kind, and in **IMPERIAL** you get the best.



THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,
Knight and Imperial
Parlor Matches



The well and favorably-known
Hero and Jumbo
Sulphur Matches

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

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

The Old Fashioned New England Dish

PUT WITHIN THE REACH OF ALL.

"Kent" Baked Beans fill a long felt want. They have the delicious flavor and appetizing qualities of the "Home-Made" article **without the trouble** A good article at a low price. They are thoroughly cooked and ready for immediate use. Order a case from your wholesale grocer, or write us direct for a sample can.

The Kent Canning Co., Limited, - Chatham, Ont.

ONE BY ONE the good old "theories" respecting the purity and healthfulness of Japan Teas are being exploded. The "Theorists," the very men who profess to believe in them, are throwing them overboard in practice. They evidently recognize in "**SALADA**" Natural Leaf Ceylon Green a formidable rival and an enemy demanding considerable respect and attention.

After a while—Not long to wait, the world will
 ——— shun the doctored and painted teas of Japan as they
 ——— would the bacilli of yellow fever.

Samples of "Salada" Natural Leaf Ceylon Green cheerfully furnished on application to

"SALADA," Toronto or Montreal.

THE CANNED GOODS SITUATION IN THE WEST.

Editor Canadian Grocer.—The whole question of canned goods in the West has been a very unsatisfactory one for considerably more than two years, and matters seem likely at the present time to come to a head. The wholesale grocers of Winnipeg claim to have been most unfairly treated by The Canadian Packers' Association, and have passed a resolution that they will not buy any goods from its members.

They contend that for the past two years certain members of The Canned Goods Association have made arrangements granting Eastern wholesale grocers special advantages to do the canned-goods business of the West.

It is well understood that in order to carry out any associational arrangement successfully it is necessary that all canners should be placed on an equal footing to do business at any given point, and canners were permitted to prepay or allow freight from their factories to place of sale, say, Toronto, Hamilton, or Montreal, but Western purchasers were compelled to pay Eastern delivered prices at the factories without any allowance being made for rebate of freight. Under this agreement, when an Eastern wholesale grocer decided to ship goods to the West, he merely notified the canner to forward such and such goods to Winnipeg or other Western point, and collected the rebate of freight to which

he would have been entitled had such goods been shipped, say, to Montreal direct.

When it is taken into account that in some cases these rebates of freight approximated 20 cents per 100 lb. or equal to 7 1-2 per dozen on three pound goods (say 10 per cent. on an article like tomatoes), it will be at once manifest that Winnipeg wholesale grocers could only do business at a loss, and the only consolation they could get was that the unsophisticated canner in his youth and innocence had never thought of its working to the disadvantage of the Western wholesale grocer.

The farce has been kept up for the past two years, and as a result the Winnipeg wholesale grocers have lost heavily, not only in having to sell canned goods at absolutely below what they cost them, but have been placed at the additional disadvantage of loss of prestige. What the latter may amount to of course no man knows. The wholesalers will probably continue to do business long after the combine has ceased to exist, but, if they have any business left, it will be in spite of any injury the canned goods packers can do them. No suggestion has so far been made on the lines of compensation for losses already sustained. The present proposition to allow only rebates of freight at a delivered point when a freight bill is actually produced, seems, in the light of previous exper-

ience, to be unworthy of serious consideration.

The resolution to buy only from packers outside the combine is no idle threat. The wholesale grocers of the West do not rush to conclusions rashly, but having put their feet down, they are most pre-eminently the men to "stay with the job" and see it through, as the packers' combine will undoubtedly find. All the Winnipeg wholesale men ask is to be treated on the same footing as the wholesale men of the East, and it does not appear to be a very unreasonable demand. They are all men who have entered into business in the West in the early days, and the success of their ventures and the fine warehouses of the wholesale grocery trade in Winnipeg to-day, are sufficient evidence of their ability to wrestle with great odds and overcome them. All they ask is a fair fight for the trade of the West and no favors; but they distinctly object to the present unfair conditions which they are obliged to face, and as the combine packers' do not appear to be either ready or willing to offer a solution of the difficulty, they are proceeding to find it for themselves.

EQUALITY.

Winnipeg, April 12, 1901.

A HINT TO DEPARTMENT STORES.

It is sad to think that the big stores of Toronto do not keep mints, smelters and lead refineries for sale. If they did the express company could hardly handle the business it would do with B.C.—Ledge, New Denver, B.C.

MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

Toronto, April 18, 1901.

GROCERIES.

THE wholesale grocery trade is not, generally speaking, as brisk as it was a week ago. This is due to the falling off in the demand for sugar. It will be remembered that previous to the advance, buying was heavy in sugar, which accounts for the present lightness in the demand. In canned goods the situation is much the same as it was a week ago. The demand is still of a hand-to-mouth character, and prices are unchanged. Coffees are meeting with a fair demand only. In syrups and molasses, business is fair. Rice and tapioca are in moderate demand. There is still a firm market to be noted in pepper, but the spice trade generally is quiet. In teas the situation is still strong, particularly as far as fine liquoring teas are concerned, and a scarcity of the kind wanted causes trade to be much more limited than it otherwise would be. Currants continue easy with the demand light. Scarcely anything is being done in Valencia raisins. Californian prunes are lower on the Coast by $\frac{3}{8}$ to $\frac{3}{4}$ c. per lb, and local quotations are easier in sympathy. Dates and figs are both dull. There is a moderate demand for Californian fruits, such as apricots and peaches.

CANNED GOODS.

The situation in canned goods is without any notable change. Very little demand is being experienced for any kind of canned vegetables. What is being done is of a hand-to-mouth character, and the feeling is unsettled. The ruling prices are 75 to 80c. for tomatoes, and 70 to 80c. for peas and corn. There have been a few inquiries from the wholesale houses for canned vegetables, but very little business has taken place. Most of the wholesale houses are fairly well supplied, judging from the fact that only a couple of them are inquiring for prices. There seems to be a little more desire on the part of packers this week to push sales in canned fruits, judging from

the fact that some of them are offering more freely than they were. There seems to be a fair supply of all kinds of canned fruits, except strawberries, which, as already noted, are scarce. The pack of strawberries last season, as the trade well knows, was disappointing. Early in the season the outlook was for a good pack, but all calculations in this respect were knocked out by the drought which came on in the middle of the season. The demand for canned salmon continues light; the ruling prices are \$1 per dozen for white salmon, \$1.25 to \$1.30 for pink and \$1.55 to \$1.65 for sock-eye. One of the features to be noted in the canned goods' trade this week is an increase in the demand for sardines.

COFFEES.

The local trade is moderate on retail account. The outside markets are dull and easier on green Rio coffees, and at the lower prices there is a little more disposition on the part of importers to operate. We hear, however, of a very few transactions. The ruling prices to the retail

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

trade for green Rio coffee are: No. 7, $8\frac{3}{4}$ c. per lb.; No. 6, 9c.; No. 5, $9\frac{1}{4}$ c.; No. 4, $9\frac{1}{2}$ c.

SYRUPS AND MOLASSES.

Nothing particularly new has developed in regard to either of these lines during the past week. In syrups, the chief demand being experienced by wholesalers is for corn syrups at $2\frac{3}{4}$ c. in barrels, $2\frac{7}{8}$ c. in half-barrels, 3c. in kegs, and \$1 to \$1.30 in pails. There have been a few transactions in sugar syrups between the refineries and the wholesalers. Molasses is in moderate demand at 23c. in barrels, and 27c. in half barrels.

SUGAR.

The raw sugar market is strong in New York, and an advance in the price of refined sugars there is not unexpected. Should the advance take place, it is practically certain that the Canadian market will follow suit, judging from the experiences of the past. The refiners in the United States are buyers of centrifugals at current nominal quotations of 27-16c. per lb. c. and f., equal to $4\frac{1}{4}$ c. per lb., duty paid. Sellers

are, however, holding for $2\frac{1}{2}$ c. per lb. c. and f. Raw beet sugars show an advance of $1\frac{1}{2}$ d. in London for the week, but they are still above the parity of cane sugars in New York. At this figure cane sugars must advance $\frac{1}{2}$ c. per lb. or beets decline 6d. per cwt., which latter alternative is improbable. Business in Canada at the moment is quiet. This is, no doubt, largely due to the fact that purchases were heavy in anticipation of the recent advance. The price of granulated sugar in Toronto is \$4.73 for Montreal refined, and \$4.68 for Nova Scotian refined. Yellows range from \$3.88 up to \$4.53 per 100 lb.

RICE AND TAPIOCA.

Business in both these lines is of the usual character to be noted at this time of the year. B rice is unchanged at $4\frac{1}{2}$ to $4\frac{3}{4}$ c., and $5\frac{1}{2}$ to 6c. for Japan. Tapioca still sells at $4\frac{1}{2}$ c.

SPICES.

Cable advices from the East report a firm market on pepper. The exports of black pepper from Singapore and Penang combined were 900 tons less during the first three months of the year than for the same period in 1900. Spices generally rule steady in price, but there is not much business being done.

NUTS.

The local trade is quiet and uninteresting. Advices from the primary markets report shelled almonds slightly weaker, and transactions on import account have been made during the past week at prices lower than those at which previous sales were made.

TEAS.

The strong feeling which has been noted for some weeks now in good flavory Ceylon and Indian teas is gradually becoming more pronounced. Offers made early this week by cable for this description of teas failed to buy even at the figures named a few days before, a reply being received to the effect that they had sold on the spot in London at prices higher than those quoted for this market. Low-grade teas are still appreciating in value, but they are still plentiful and low in price. For any good flavory teas there is a good demand, but business is not as brisk as it would be were there more of these teas to be had. Flavory teas that are now coming forward are showing an improvement in cup quality. Ceylon green teas have been moving fairly well during the past week at fair prices. The kind most wanted are fine grades. Little or nothing is doing in Japan teas,

though, of course, very little movement is to be expected in these teas at this time of the year.

FOREIGN DRIED FRUITS.

CURRENTS—There is a little better demand being experienced for currants on importation account. Some orders have been booked within the past 10 days by houses in the four chief Canadian cities, namely, Toronto, Hamilton, London and Montreal. The quantities ordered were not large, but the fact that there were a number of them placed indicates that stocks are rather light. The retail trade are only ordering moderately. The ruling prices are much the same as they were a week ago, namely, 9½ to 10c. for Filiatras, 11 to 11½c. for Patras and 12½ to 13c. for Vostizzas. The current market in Greece continues easy in price, although the statistical position continues strong. An interview, in another column, with Mr. Cheretis, of Patras, who has been in Canada within the last week, gives some interesting information in regard to the situation in the primary market.

VALENCIA RAISINS—Business continues almost nil. The ruling prices for good standard fruit are 7 to 7½c. for fine off-stalk, and 7½ to 8c. for selected.

PRUNES—In sympathy with the decline in Californian of ¾ to ¾c. per lb., local wholesalers have marked down their quotations on prunes from that State, and they now quote as follows: 30-40's, 8 to 8½c.; 40-50's, 7½ to 8c.; 50 60's, 7 to 7½c.; 60-70's, 6½ to 7c.; 70 80's, 6 to 6½c.; 80 90's, 5½ to 6c.; 90 100's, 5 to 5½c. The demand has been a little better since the decline. The decline, it should be stated, as authorized by the association in California, is for 15 days from April 9, and is made in conjunction with the recent heavy advertising that has been done by the association in the United States.

DATES—There is very little being done. We quote 4 to 4½c. for Hallowees, and 3¼ to 3½c. for Sairs. The demand is chiefly for package dates at 5 to 5½c. per lb.

FIGS—Tapnet figs, which have been experiencing a good sale until quite recently, are practically cleaned out, and, as the season is now so far advanced, there is not much incline on the part of the wholesalers to make shipments. The ruling prices are 3¼ to 3½c.

CALIFORNIAN EVAPORATED FRUITS.—There is a fair trade being done locally in both apricots and peaches. The market seems to be getting a little stronger in apricots as it is held that the prices at which they are being offered from the Coast are lower than those which are likely to rule for next season's fruit. This, of course remains to be seen. The ruling prices are

apricots, 11½ to 12½c. per lb., in 25 lb. boxes; peaches, 8½ to 10c. per lb. in bags and 10 to 12c. in boxes, according to quality.

GREEN FRUITS.

There is an excellent movement. The warm weather has greatly accelerated the demand for bananas, and a big trade has been done at steady prices. There is a shortage of the best sizes of navels of good quality, and, though prices are yet unchanged, there is talk of an advance of 25c. Valencias are firm and in good demand. Some blood oranges have arrived, and have sold actively at \$2.25 per half box. Apples are still to be had, but only table apples are wanted. Good stock is steady at \$4 to \$5. Malaga grapes are about done. Sweet potatoes arrive frequently and sell moderately well at \$4.50 per bbl. Cranberries are still coming in, but as the demand is about over, prices have fallen to \$2.50 to \$3 per box. Coconuts are steady at \$3.75, but are not yet moving freely. Florida tomatoes are in good demand at \$4.50 per 6-basket carrier. The demand for strawberries is light at 35 to 38c. for Florida quarts and 17 to 20c. for Louisiana pints.

COUNTRY PRODUCE.

EGGS—There is an accumulation of stock, as the warm weather has greatly increased receipts, and jobbing prices have fallen to 11 to 11½c. This low price has, of course, increased the consumption, but not sufficiently to keep the market cleaned up. It looks as if pickling may be done on the proper basis of cost, a low one, this season.

BEANS—There is not much change. We quote \$1.60 to \$1.65 for hand-picked, and \$1.50 to \$1.60 for primes.

HONEY—A fair trade is doing at 10c. for extracted clover, and \$2 to \$2.60 for clover comb.

DRIED APPLES—The market is dull. We quote nominally 5c. for evaporated and 3 to 3½c. for dried apples.

MAPLE PRODUCT—The indications point toward a short run this spring. There is an excellent demand for sugar at boiling centres, and much of the crop is being disposed of in that way. Consequently, new syrup is firm at 95 to \$1 for wine gal.; \$1.15 to \$1.20 for Imperial 1 gal. tins; \$1.10 per gal. for Imperial 5-gal. tins. New sugar is worth 12½c. per lb.

BUTTER AND CHEESE.

BUTTER—The market is weak throughout as there is an accumulation of all makes. A decline of 1c. is noted for both dairy and creamery. We quote as follows: Dairy prints, 15 to 16c.; rolls, 14 to 15c.; second-grade tubs, 11 to 14c.; creamery prints, 19 to 20c.; boxes, 18 to 19c.

CHEESE—Many cheese factories started operation on Monday and a fairly large make of fodder cheese is looked for, and, although the price of old cheese is steady at 9½ to 10c., and new cheese has been sold at 9 to 9¼c., a decline in new cheese is looked for when the stock now being made is put on the market.

VEGETABLES.

The only change is in cabbages, which

are \$2 to \$2.50 per barrel. Supplies continue to increase. We quote as follows: Radishes, 40 to 50c. per doz. bunches; onions, 50c.; rhubarb, 75c. to \$1.25; asparagus, \$1.25 to \$1.50; spinach, 90c. per short bushel box, and cabbage, \$2.50 per barrel.

FISH AND OYSTERS

Finnan haddies are done. Ciscoes and frozen whitefish and trout will also soon be cleared up. Fresh fish is moving well at unchanged prices. We quote: Fresh fish—codfish, 6 to 7c.; whitefish, 10c.; trout, 10c.; halibut, 15c.; sea salmon, 17c.; haddock, 5 to 6c.; British Columbian salmon, 12 to 15c. Frozen fish—Trout, 7c.; whitefish, 7 to 7½c. Smoked fish—Ciscoes, \$1.25 per 100. 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.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Oysters—Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.25 per gal.; Baltimore selects, \$1.50 to \$1.60 per gal.; New York mediums, 80c. per 100; New York selects, 60c. per 100.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—There is no change. Ontario wheat is steady at 64 to 65c. for both red and white. Manitoba No. 2 hard is steady at 91½c. Toronto. Deliveries are somewhat larger on the local street market but there is not yet much doing. We quote: Wheat, white and red, 69c.; goose, 66c.; oats, 34 to 34½c.; peas, 65c.; rye, 52 to 52½c.; barley, 46c.

FLOUR—There is a good movement. Prices are steady. We quote on track, Toronto (bags included): Manitoba patents, \$4.40; Manitoba strong bakers', \$4.15; Ontario patents, \$3.70 to \$3.85; straight roller, \$3.40 to \$3.60.

BREAKFAST FOODS—Prices are unchanged, and the movement is moderate. We quote: Standard oatmeal and rolled oats, \$3.35 in bags, and \$3.45 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$3.90.

HIDES, SKINS AND WOOL.

HIDES—The market is dull at unchanged figures. We quote: Cowhides, No. 1, 6½c.; No. 2, 5½c.; No. 3, 4½c. Steer hides are worth 1c. more. Cured hides are quoted at 7 to 7½c.

SKINS—A fair trade is doing. Prices are unchanged. We quote: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheepskins, 90c. to \$1.

WOOL—There is nothing doing. We quote: Combing fleece, 14 to 15c., and unwashed, 8 to 9c.

MARKET NOTES.

Prunes are lower.

Butter and eggs are 1c. lower.

Long clear bacon and breakfast bacon are ¼c. lower.

Toronto Commission Houses.

Canned Goods

Stock well assorted. Prices right.

Egyptian Onions

Good goods at moderate prices.

See our travellers or write us regarding New Lemons, Messina, long-keepers, for your summer trade.

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PURE LARD**

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

QUEBEC MARKETS.

Montreal, April 18, 1901.

GROCERIES

ALTHOUGH some of the staple lines of groceries are not moving as freely as the wholesalers would wish, nevertheless a fair general business is being done by most of the houses. The opening of navigation will probably see an improvement. Country roads are also on the mend now and a better trade may be foreseen on this account. The market this week is rather featureless. Sugar continues strong with the New York market advancing for raws. Molasses is cabled weaker from the Islands, first cost being now quoted nominally at 10c. Canned goods are in fair demand, so far as small lots are concerned, no one wishing to buy heavily. Salmon remains as firm as ever. In spices, the feature is a weaker feeling in cloves. Lard is just now one of the active lines on the market. Pure lard can be obtained only with the greatest difficulty and higher prices are confidently expected, not only because of the shortness of stocks here, but also because of the statistical situation the world over, reported in last week's GROCER. Fairbank's compound lard was advanced 1/4c. per lb. last Saturday and another rise goes into effect to-day.

SUGARS.

The advance that took place in all sugars last week has not curtailed the demand, which remains very active both on country and local account. Quotations are unchanged at \$4.55 for granulated and \$3.70 to \$4.35 for yellows, according to quality. The New York sugar market remains quite firm, with centrifugal, 96 test, strong at 4 1/8c. The London market is in a critical condition just now on account of the expectancy of the imposition of an import tax, consequently prices are kept down to 8s. 10 1/2d. for raw beet. The general consensus of opinion is that in the course of the season we shall see higher prices prevailing on both raws and refined. All indications point that way at the present moment.

SYRUPS.

There continues to be a brisk movement in all kinds of syrups, but particularly corn syrups. There is nothing new in the market to note. Prices are unchanged at 1 1/2 to 2c. for cane syrup and at 2 3/4 to 3c. for corn syrup. Maple syrup is an exceedingly short crop this year, and there is little reliable stuff to be had.

MOLASSES.

Cables from the Barbadoes this week would indicate a weaker market there, the last quotation being 10c., a decline of 1c. on the week previous. But at this figure buyers here refuse to operate, although a

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OLD CHUM.

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OLD GOLD

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WHOLESALE MERCHANDISE BROKER AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange
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Winnipeg Fruit Merchants.

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great deal of the crop at the Islands is reported sold. It seems St. John importers bought at 9c., and dealers do not wish to pay any more at least. The Guild met last week to try to fix import prices, but, as little stock has as yet been bought, nothing was done. Contracts have been entered into at 28½c., subject to confirmation. For immediate delivery there is a fair inquiry. The combine prices are 32 and 31c., and in the open districts puncheons are selling for 31c. and carlots at 30c.

CANNED GOODS.

There are virtually no sales of large lots of canned vegetables being made and the situation is not regarded as at all healthy. The demand for small sorting lots is, however, fair and the stocks are gradually being marked down. Prices, as a general rule, are 2½c. below wholesale cost. This has led many a wholesaler to affirm that he will, in the future, strictly refuse to stock canned goods heavily in the fall season. They claim they risk losing money and run no chances of gaining on a rising market. It would seem that hereafter the canners themselves will have to carry their stocks, and keep shipping all season, running the risk of the market themselves. Hitherto the wholesalers have done this for them, generally cleaning out the canneries' stock-rooms long before Christmas. Last year was an exception, not because the wholesalers did not buy their usual quantity, but because the canners produced more than their usual pack. Evidently they did not relish the holding of their surplus stock and are now forming the syndicate in order to put all the stock into the wholesalers' hands in the fall. Whether they will succeed in their purpose is a matter to be decided, but it would seem that their efforts will be fruitless on account of the wholesalers' determination to hereafter hold themselves strictly aloof from heavy purchases, buying only from hand-to-mouth. Tomatoes are selling just now at prices ranging from 80 to 87½c. per doz.; corn, 70 to 80c., and peas, 70 to 95c. Fruits are selling better this week. Peaches are reported a little scarce at \$1.80 to \$1.85 for 2's and \$2.55 to \$2.60 for 3's. Strawberries are worth \$1.85 for 2's and pitted cherries, \$2.15 for 2's. Salmon remains decidedly firm, Fraser River sockeye being worth \$6 and \$7 per case; cohoes, \$4.50 to \$5 and hump-backs, \$3.50 to \$4.

SPICES.

Business is fair. Cloves are ½c. per lb. lower at the Zanzibar market. Jamaica ginger is low, and Cochin ginger keeps very high. Advices would indicate a better outlook for nutmegs, peppers, gingers and cayennes. We quote as follows:

Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15c.; Japan 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

COFFEES.

Coffees are low and rather dull. The Brazilian crop is very large, and, although some American speculators have tried to force the market up, they have succeeded only in losing money. Maracobos are worth here about 9½ to 12½c.; Rios, 8 to 10½c.; Santos, 9½ to 13c. Javas and Mochas show no change.

RICE.

There is no new feature to note in the rice market. We quote: CC rice, \$2.90 to \$3; B rice, \$3 to \$3.15, according to quantity; Japan, imported, 4½ to 5½c.; Canadian Patnas, 3¾ to 4c., imported Patnas, 4¼ to 4½c., according to quality; best Carolina Leads, 9 to 9½c.

DRIED FRUITS.

CURRENTS — Business is slow. Some firms quote Filiatras in bulk as low as 7½c., while others maintain their prices for half-cases of good goods at 9 to 9½c. Advices from primary points indicate that the market continues in favor of buyers. From England it is reported that the market is less active than a month since. The market in Greece remains quiet, and the small stocks remaining there have not yet been cleared off. At this early period in the season export houses in Patras are not willing to go on record with any definite estimate of the new crop, but are inclined to believe that the out-turn will be much below an average on account of the destruction of a large quantity of vines by the disease of the past year and the weakness of a further portion which were not entirely killed by the disease.

RAISINS—Continue a drug on the market. No one wants to buy any kind of raisins. An improvement, however, may set in next week, when navigation opens. Valencias, fine off stalk, are quoted all the way from 5½ to 7c. Californian raisins are in no better condition.

PRUNES—A fair business is being done in prunes. French prunes are worth about 3½ to 5c., and Californians 5 to 5½c. for 90's to 100's; 6½ to 7½c. for 60's to 70's and 7½ to 9½c. for 40's to 50's.

EVAPORATED FRUITS — The prices of apples are very well maintained, but business is not brisk. Prices are still about 5½ to 6½c. Pears are worth 11 to 11½; peaches, 9½c., and apricots, 11c.

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

Toronto Fruit Merchants.

A BIG DRIVE
IN EVAP. PEACHES
IN EVAP. APRICOTS
GET OUR PRICES.

Also First Arrivals

EGYPTIAN ONIONS.

CLEMES BROS.,
51 Front East, TORONTO.

NAVEL ORANGES

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

LEMONS—Car fancy Messinas.

**DATES, FIGS, APRICOTS,
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From the Atlantic to the Pacific,
OKELL & MORRIS'
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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.

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

Consignments Solicited.
Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

New Brunswick Lobster Cannery.

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

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

NUTS.

The demand is very slow. We quote as follows: Shelled walnuts and Bordeaux, 20c.; pure Mayette, 21c.; unshelled walnuts, Marbots, 9c.; pure Mayette, 10½ to 12½c.; Sicily filberts, 10½c.; Valencia almonds, 30 to 35c.; Tarragona almonds, 12½ to 14½c.; peanuts, 6½ to 7½c.

TEAS.

The tea business has not been so quiet for years. There does not seem to be a breath of life to this line of the business. A few transactions on retail account have taken place in low-grade Japans at about 15½c., but other varieties are dead.

Latest advices on the Indian and Ceylon market show that conditions are pretty much unchanged. There is a little better demand for common tea, but prices are the same. Medium to fine grade are in brisk request, and any teas with special point in cup are being keenly bid for at full rates. Broken Pekoes have also attracted more attention, teas over 7d. per lb. showing a better market.

GREEN FRUITS.

The fruit market is beginning to show a summer appearance and a good business has been done in the fine warm weather of the past week. Second grade oranges are bringing 25c. per box more than they were last week. We quote: Californian navel oranges, first grade, \$3 50; second grade, \$2.25 to \$3; Valencia oranges, 420's, \$4 75; Jumbos, \$5.25 to \$6 00; 714's, \$5.50; Florida, bright and russet, \$4.50; bitter marmalade, \$3.25 per box; Messina lemons, 300's, \$2.00 to \$3.00; 360's, \$2.25 per box; bananas, \$1 to \$1.75 per bunch; extras, \$1.75 to \$2.25; Apples, \$4 00 to \$5.00 per bbl.; cranberries, \$12.00 to \$13.00 per bbl., soft, \$2.00 to \$3 00; sweet potatoes, Vinelands, \$4 00 per bbl.; figs, 8 to 12c.; Malaga grapes, \$5.50 to \$8.50 per keg; Californian fancy pears, \$4 to \$5; pineapples, 15 to 35c.; Californian green-top celery, \$8 per case; Californian cauliflower, \$2.25 to \$2.50 per crate; Florida tomatoes, \$4 00 per crate; radishes, 35 to 40c. per dozen bunches; Boston lettuce, 75 to 90c. per dozen; Canadian lettuce, 20 to 40c. per dozen; new Bermuda potatoes, \$8.50 per bbl.; new Bermuda onions, \$3.50 per crate; asparagus, 40 to 50c. per bunch of 3 lb.; strawberries, 40 to 45c.

COUNTRY PRODUCE.

EGGS—Prices remain about where they were last week. There seems to have been no further accumulation of stock as yet. Fresh goods bring 13 to 13½c. A year ago eggs were selling in this market at 15 to 15½c.

MAPLE PRODUCT—The market is steady under light receipts, and sales are reported of 40 to 50 cases of small wine gallon tins at

EPPS'S

**GRATEFUL.
COMFORTING.**

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

War Tin Tea.

Packed by

**THE BRITISH &
BENNINGTON'S
TEA TRADING
ASSOCIATION,
Limited**

London,
England.



The most attractive package
on the market.

Design registered for the
Dominion.

On seeing it, your customers
are sure to buy it.

Full information, prices, etc.,
can be had from any whole-
sale house in the Dominion.

Canadian Agents:

C. E. COLSON & SON, Montreal.

96 King Street,

Montreal, April 19th, 1901.

Dear Mr. Dealer,—

We take this opportunity of advising you that our stock of Chicory, Coffees, Spices, Evaporated Fruits, etc., is replete with excellent values. If you are a prospective buyer of any of the above-mentioned goods, and are in the business for money, the best thing you can do is to communicate with us at once for samples and quotations. We have something "extra good" in these lines to offer you. Awaiting your further favors,

Respectfully yours,

S. H. EWING & SONS, Montreal.

Teas, Coffees, Spices, Corks, Baking Powders, etc.

70 to 75c. per can. In kegs, sales are reported at 6½ to 7c. per lb. Sugar is worth about 9 to 10c. per lb.

HONEY—The market is quiet and stocks, although light, are ample for all needs. We quote as follows: White clover honey in comb, 13½ to 14½c.; white extracted, 8½ to 10c.; buckwheat, in comb, 10 to 12c., and extracted, 7 to 8c.

POTATOES—Since our last report the market has ruled about steady, with sales of carlots at 40 to 42c.

ASHES—Receipts are light, but the market is easier and 10 to 15c. lower on the week. We quote: First sorts, \$4.25, and seconds, \$3.85 to \$3.95 per 100 lb.

FLOUR AND GRAIN.

FLOUR—The usual demand for local requirements has been experienced during the past week, and prices are said to have ruled in favor of buyers. A fair export business is reported direct from the western mills. We quote: Manitoba spring wheat patents, \$4 to \$4.30; winter wheat patents, \$3.40 to \$3.70; straight roller, \$3.15 to \$3.40; in bags, \$1.55 to \$1.65, and Manitoba strong bakers', \$3.75 to \$4.00.

GRAIN—We quote: No. 1 spring wheat, 76c. afloat May; peas, 73c.; rye, 58½ to 59c.; No. 2 barley, 53c.; oats, 35c.; buckwheat, 56½ to 57c.; corn, 54 to 55c.

OATMEAL—There is a steady demand for rolled oats, which continues to sell at \$3.45 to \$3.50 per bbl., and at \$1.72½ to \$1.75 in bags.

FREED—The steady demand for Ontario winter wheat bran continues, and prices are higher on the week. Sales of carlots are reported at \$18 to \$18.50. Shorts are worth \$19 to \$19.50, and moullie, \$19 to \$24.

BALED HAY—The market is quiet, with sales of carlots of good to choice No. 2 hay at \$10.50 to \$11 on spot. We quote: No. 1, \$11 to \$11.50; No. 2, \$10 to \$10.50, and clover, \$8.50 to \$9 per ton in carlots on track.

LIQUORS.

A good business is being done in liquors

of all kinds. Gin continues particularly active. We quote:

SCOTCH WHISKIES.

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

CANADIAN WHISKIES.

	In barrels per gal.
Gooderham & Worts, 65 O.P.	\$4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O.P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
" Hiram Walker & Sons	2 20
" J. P. Wiser & Son	2 19
" J. E. Seagram	2 19
" H. Corby	2 19
Imperial, Walker & Sons	2 00
Canadian Club, Walker & Sons	3 60
	Less than one bbl. per gallon.
65 O.P.	\$4 55
50 O.P.	4 15
Rye	2 25

CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

	Per Case.
Comte de Castellane—	
Cuvee Reservee .. { Quarts.....	\$12 50
" .. { Pints.....	13 50
Carte d'Or.....	15 00
Champagne Ve Amiot—	
Carte d'Or.....	16 00
" Blanche.....	13 00
" d'Argent.....	10 50
Pommery—	
Sec and Extra Sec.....	Quarts. Pints.
" ..	\$28 00 \$30 00
Mumm's—	
Extra Sec.....	28 00 30 00
Moet & Chandon—	
White Seal.....	28 00 30 00
Brut Imperial.....	31 00 33 00
Perrier-Jouet—	
Fruit.....	28 00 30 00
Reserve Dry.....	28 00 30 00

	Per Case.
Pollen Zoon—	
Red, cases of 15 bottles.....	\$9 75
Green, " 12 "	4 75
Violette, " 12 "	2 45
P. Hoppe "Night Cap" Brand—	
Red, cases of 15 bottles.....	10 50
Green, " 12 "	5 25
Yellow, " 15 "	10 75
Blue, " 12 "	5 40
Poney, " 12 "	2 50
Draught—	
Hogsheads.....	\$2 95
Quarter casks.....	3 00
Octaves.....	3 00
De Kuyper—	
Violet, 2 doz. cases.....	5 30
Green, " "	6 00
Red, " "	11 50
White, " "	4 00
Terms, net 30 days, 1 per cent. off 10 days.	
In five case lots, freight may be prepaid.	
Key Brand—	
Red cases.....	10 25
Green "	4 85
Poney "	2 60
Melcher's—	
Infantes (4 doz).....	4 75
Picnic.....	7 75
Poney.....	2 60
Blue cases.....	4 75
Green "	5 50
Red "	10 25
Honeysuckle, small.....	7 90
" large.....	15 25

CHEESE AND BUTTER.

CHEESE—The supply of white cheese on this market is particularly light. Accordingly sellers want full values, bids of 9½c. having been refused and 9¾c. asked. Colored stock is slow at 9½ to 9¾c.

BUTTER—There is little change in the local demand for butter. Business calls almost solely for fresh-made creamery, which sells around 21c. Dairy is held nominally at 13 to 13½c.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., April 18, 1901.

THE winter port business may be said to be over. On the whole it has not equalled last season. This has been a great disappointment. The Grand Trunk, which takes the business to Portland, is the great difficulty. In markets there has been little change during the week. There seems to be a general feeling that the season will not be as good as last. This is a drawback, as it affects the effort put forth. As nothing succeeds like success, the faith that believes times will be good and then goes to work, determined to make

them good, generally succeeds. The chief feature of the market is the advance in sugar.

OIL—In burning oil the trade, while active, cannot be called large. Prices show no change. In paint oils, there is a steady sale for linseed oil. The market is firmer. Prices in England are higher, but there is no change here. Before the advance the market here was very weak. Turpentine is easier, having been marked down 2c. this week. This prevents active buying. In lubricating, the shipments are very large. The amount of orders which were booked ahead were more than usual. Cod oil is high.

SALT—Liverpool coarse salt shows no change. Prices are not likely to change. Stocks will not now arrive so freely, but then present stock is quite large, and buyers seem backward. In fine salt, there is improved demand for dairy and cheese salt in barrels. For the Canadian in boxes there is a steady and large sale. 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—Holders of stocks are disappointed. In vegetables, the demand is fair, but prices are easy and market weak. This has been noticed in peas. Salmon are but fair sellers. Prices keep firm. There is a fair but not a large stock held. In domestic fish the market is firm. Some extra quality sardines to compete with imported goods are being offered by one local packer. In fruits, there is a fair sale, but it is restricted to a few lines. Blueberries are not a large stock. In meats, values are firmer. In corned and deviled meats, American prices are by some quoted higher.

GREEN FRUITS—With the coming of bananas, the active season may be said to open. This is a large market for this fruit. Prices range without much change, being quite low. In apples, the spring demand came rather earlier than usual. The sale is somewhat slow at present. While poor stock is quite plentiful, there is a fair quantity of hard fruit offering. Oranges still are large sellers. Valencias are good, and hold quite firm, having the big demand. Californian fruit is quite low. It has been arriving in rather bad condition. Some Sorrentos are offered low. In lemons, the stock offering is good. The price is very low, and quite an active sale is reported.

Wherever you go
you see **Clark's Meats.**

Their always reliable quality makes a steady increasing demand. There will be more than ever sold this year.

Get in Line and Order Some.

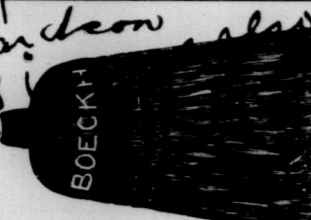
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Barbadoes and Porto Rico.

When you want to buy a car or more, write or wire us for quotations. We are the largest direct importers in New Brunswick.

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

*To Boeckh Bros. 2/15/01
from B. Reichardson
See March 1-3*



It will pay you
to make an attractive display of

**BOECKH'S
BRUSHES
and BROOMS**

during this season, while everybody is housecleaning. Let the people see them and they will sell themselves, and more than that, they are sure to give satisfaction. If your stock is not complete you should place your order at once.

Boeckh Bros. & Company,
80 York St., TORONTO.

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Ogilvie's Hungarian

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

Superior Quality
Always Good

Early vegetables are being quite freely imported, but the price is against large business. There is a small demand for strawberries and rhubarb.

DRIED FRUITS—The sale continues disappointing. A special thing was offered to buyers in seeded raisins this week, but sale of spot stock is not such as to lead to a venture. Such demand as there is is for raisins, and for seeded chiefly. In Malagas, the market is well cleaned up. In prunes, prices are low. There is a feeling that the market is weak, and this, in the face of the advancing season, affects sales. Stocks are light. Few apricots and peaches are held. Quite low prices are quoted. Outside markets are quite firm. Dates are offered low. Figs are dull. In Egyptian onions, the market is well supplied, and further shipments are expected. Prices are low. Some Bermudas are offered. Evaporated apples are easy. The stock here is not large. Dried are very low, and there is no demand. There are quite a few held, shippers having held for higher figures.

DAIRY PRODUCE.—In eggs the price keeps quite firm, and there is a good demand. A good many have been received from Prince Edward Island. Quality of stock is good. In butter there is but a fairly steady sale, but for good stock there is a steady demand at full figures. In cheese the business is limited. Stocks are not large, but prices are rather easier. Factories are now buying supplies for the coming season.

SUGAR—Prices are again higher, and firmly held. There is a steady sale for oreign goods. There is nothing new in

regard to the agreement, but the matter is being quietly pushed forward.

MOLASSES—The West Indian steamer is here with the third shipment of Barbadoes molasses for the season, and prices are quoted rather lower. Values at the Islands are quite low. In new Porto Rico, but one cargo has been landed, but two are overdue, and will, no doubt, arrive before this is in print. Buyers are somewhat backward. While price is a little lower, it is held firm.

FISH—Fresh fish have been scarce, but there has been a fair receipt of halibut. Gasperaux are being more freely received, but while prices are lower the catch has so far been light. A few shad are taken and an occasional salmon. In dry and pickled fish, stocks are light and the high prices are held firm. Little doing, particularly in pickled fish. In smoked herring, the high price kills business. Finnan haddies are scarce, as the fresh fish have to be imported. The season is largely over. We quote: Large and medium dry cod \$4.00 to \$4.25; small, \$2.50 to \$2.75; haddies, 6 to 6½c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.75 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5.00 bbls., \$2.75 halves; Shelburne, bbls., \$4.50, halves, \$2.25; Gasperaux \$1.50 per 100.

FLOUR, FEED AND MEAL—In flour, there is no change from the low prices, but the market seems quite firm. The sale for Manitoba is large. In feed, there is rather more offering, but high prices continue. The best season for the sale is over. Oats are quite firm. Oatmeal is dull, with

prices unchanged. Beans are easy and sales are light. Cornmeal moves freely at steady figures, but the market is strong. Blue peas are scarce. Those held west are poor. Seeds are firm, particularly clover. We quote as follows: Manitoba flour, \$4.85 to \$4.90; best Ontario, \$3.80 to \$3.90; medium, \$3.65 to \$3.80; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.30 to \$2.35; middlings, \$22 to \$23; oats, 40 to 42c.; hand-picked beans, \$1.75 to \$1.80; prime, \$1.60 to \$1.70; yellow-eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$12 to \$13 00; yellow buckwheat meal, \$1.40 per 100 lb.; Canadian timothy seed, \$2.80 to \$3.00; American do., \$2.45 to \$2.60; red clover seed, 10 to 12½c.; alsike seed, 12 to 14½c., Manitoba clover, 12½ to 15c.

ST. JOHN NOTES.

Smith & Tilton are finding an even more active demand than usual for "Windsor" salt.

A. Hutchison, of the St. Lawrence Starch Co., was in the city during the week, and with the local representative, J. Hunter White, called on the trade.

Egyptian onions have been freely received by the city wholesale grocers and fruitmen. Also by The A. I. Teed Co., St. Stephen, and F. P. Reid & Co., Moncton.

London mail advices report the market there on canned fruits as being dull and heavy, with stocks enough to meet requirements for over a year unless the consumption improves. Cheap lots of the 1899 pack are offering on the market, it is stated, at considerably below the rates asked for the 1900 pack.

The best selling tea in Canada today is
Blue Ribbon Ceylon

packed and sold by
Blue Ribbon Tea Co.,
12 Front St. East - Toronto

CURRENT MARKET QUOTATIONS

April 18, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 8.

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 all daily upon all the leading houses in the principal centres.

BUTTER, CHEESE AND EGGS		Montreal.		Toronto.		St. John, Halifax.	
Dairy, choice, large rolls, lb.	\$0 13	\$0 13 1/2	\$0 14	\$0 15	\$0 20	\$0 22	
" " pound blocks	14	16	15	16	18	20	
" " tubs, best	13	14	11	14	16	17	
" " tubs, sec. grade	21	22		19	22	23	
Creamery boxes	22	23	19	20	24	26	
" prints and squares	9 1/2	10	9 1/2	10	10 1/2	11	
Cheese, per lb.	13	14	11	11 1/2	14	16	
Eggs, new laid, per doz.							
CANNED GOODS							
Apples, 3's	90	0 90	0 85	0 90	1 00	1 10	
" gallons	2 00	2 10	2 00	2 25	2 15	2 25	
Asparagus	2 20	2 25	2 00	2 40			
Beets	1 00	1 00	95	1 10			
Blackberries, 2's	1 40	1 30	1 40	1 70	1 50	1 80	
Blueberries, 2's	80	85	75	85	95	1 00	
Beans, 2's	80	90	80	85	90	95	
Corn, 2's	75	90	70	80	85	90	
Cherries, red, pitted, 2's	2 15	2 20	2 10	2 25	2 30	2 40	
" white	2 00	2 15	2 00	2 25			
Peas, 2's	80	90	70	80	80	85	
" silted	1 10	1 10		1 00	1 10	1 15	
" extra silted	1 20	1 20	1 25	1 30	1 20	1 25	
Pears, Bartlett, 2's	1 40	1 60		1 50	1 75	1 80	
" 3's	1 90	2 00	2 00	2 40	2 25	2 50	
Pineapple, 2's	1 75	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 55	1 85	
" 3's	2 25	2 90	2 50	2 75	2 70	2 85	
Plums, green gages, 2's	1 25	1 35	1 10	1 25	1 30	1 60	
" Lombard	1 00	1 25	1 00	1 10	1 30	1 50	
" Damson, blue		85	80	85	1 00	1 25	
Pumpkins, 3's			2 10	2 25	2 10	2 25	
" gallon	1 45	1 60	1 60	1 80	1 70	1 75	
Raspberries, 2's	1 70	1 85	1 80	1 90	1 75	1 80	
Strawberries, 2's	1 00	1 25	1 15	1 15	1 10	1 15	
Succotash, 2's	80	90	75	85	95	1 05	
Tomatoes, 3's	2 75	3 20		3 25	3 00	3 25	
Lobster, tails	3 00	3 75		3 50		1 25	
" 1-lb. flats	1 75	1 85		1 75		1 75	
" 1/2-lb. flats	1 50	1 00	1 15	1 25	1 35	1 45	
Mackerel	1 50	1 85	1 75	1 85	1 50	1 75	
Salmon, sockeye, Fraser			1 60	1 65	1 50	1 60	
" Northern							
" Horseshoe	1 10	1 25	1 25	1 30	1 25	1 50	
Sardines, Albert, 1/2's	12	12 1/2	12 1/2	13	14	15	
" " 2's	20	21	20	21	20	21	
" Sportsman, 1/2's	11 1/2	12		12 1/2		12	
" " 2's	19	20		21	20	21	
" key opener, 1/2's	9	11	10 1/2	11	16	18	
" " 2's	20	18	18 1/2	23	10	11	
" P. & C., 1/2's	20	22 1/2	23	25	23	25	
" " 2's	27 1/2	30	33	36	33	36	
" Domestic, 1/2's	4	4 1/2	4	4 1/2	4	4 1/2	
" " 2's	7	8	9	11			
" Mustard, 1/2 size, cases							
" 50 tins, per 100	7 50	11 00	8 50	9 00	8 00	9 00	
Haddies		1 00	1 10	1 15	1 00	1 10	
Kipperd Herring	1 00	1 85	1 00	1 75	1 00	1 10	
Herring in Tomato Sauce	1 40	1 55	1 00	1 70		2 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 00	5 50					
" Mexican, per box		4 00					
" Valencia, ord. 420's	4 00	4 25	5 25	5 50	4 75	5 00	
" " large, 420's	6 25	6 50	5 75	6 25		6 00	
" Cal. Navels	2 50	3 75	3 00	3 50	3 00	3 50	
Lemons, Messina, per box	2 00	2 75	2 50	2 75	2 50	3 00	
" Verdill, 360's, per box	1 50	2 00					
Bananas, per bunch	2 00	3 50	1 50	2 00	1 50	2 00	
Apples, per bbl.	2 50	3 50	2 00	5 00	2 00	4 00	
Malaga grapes, per keg	5 50	7 00	6 00	6 50	6 00	7 50	
Sweet potatoes, per bbl.		4 50		4 50			
Cranberries, Cape Cod, per bbl.	12 00	13 00					
" " per box			2 50	3 00			
Cocoanuts, per 100			3 50	3 75			
SUGAR							
Granulated St. Lawrence and Red		4 55		4 73	4 50	4 60	
Granulated, Acadia		4 50		4 68	4 25	4 45	
Paris lump, bbls. and 100-lb. boxes		5 05		5 23	5 55	5 80	
" " in 50-lb. boxes		5 15		5 33			
Extra Ground Icing, bbls.		5 05		5 60			
Powdered, bbls.		4 80		5 35	5 55	5 80	
Phoenix		4 35		4 53			
Cream		4 35		4 53			
Extra bright coffee		4 25		4 43		4 1/2	
Bright coffee		4 15		4 33	3 75	4 00	
Bright yellow		4 05		4 23	3 50		
No. 3 yellow		3 90		4 08	3 50	3 92 1/2	
No. 2 yellow		3 85		4 08			
No. 1 yellow		3 70		3 88			

HARDWARE PAINTS AND OILS	Montreal.	Toronto.	St. John Halifax.
Wire nails, base	\$2 85	\$2 85	\$3 20
Cut nails, base	2 35	2 35	2 85
Barbed wire, per 100-lb.	3 05	3 05	3 50
Oiled and Annealed Wire, No. 9	2 80	2 80	
White lead, Pure	6 25	6 37 1/2	6 80
Linseed oil, 1 to 4 bbls., raw	72	68	71
" " boiled	75	71	74
Turpentine, single bbls.	57	55	63
SYRUPS AND MOLASSES			
Syrups—			
Dark	1 1/2		
Medium	30	32	
Bright	2 1/2	35	34
Corn Syrup, barrel, per lb.	2 1/2	2 1/2	36
" " 1/2 bbls. "	2 1/2		38
" " kegs "	3		
" " 3 gal. pails, each	1 30	1 30	
" " 2 gal. "	1 00	1 00	
Honey			
" 25-lb. pails	90	1 00	
" 38-lb. pails	1 20	1 40	
Molasses—			
New Orleans	22	30	23
Barbadoes	30	32	27
Porto Rico			42
Antigua	31	32	34
St. Croix			35
CANNED MEATS			
Comp. corn beef, 1-lb. cans	1 45	\$1 85	\$1 60
" " 2-lb. cans	2 65	3 30	\$1 65
" " 6-lb. cans	8 25	11 00	8 25
" " 14-lb. cans	20 00	24 50	19 50
Mixed callops, 2-lb. can		2 75	2 60
Lunch tongue, 1-lb. can	3 00	3 90	3 00
" " 2-lb. can	6 00	7 90	7 00
English brawn, 2-lb. can	2 25	2 75	2 45
Camp sausage, 1-lb. can			2 50
" " 2-lb. can			4 00
Soups, assorted, 1-lb. can	1 15	1 50	1 50
" " 2-lb. can	2 40	2 45	2 20
Soups and Boull, 2-lb. can	1 75	2 50	1 80
" " 6-lb. can	3 50	5 85	4 50
Sliced smoked beef, 1/2's	1 65	1 70	1 65
" " 1's	2 75	3 10	2 80
FRUITS			
Foreign			
Currants, Provincials, bbl.	8		12
" " 1/2-bbls.	8		12 1/2
" " Filletras, bbls.	8 1/2		
" " 1/2-bbls.	8 1/2		
" " cases	8 1/2	9 1/2	10
" " 1/2-cases	8 1/2	9 1/2	10
" " Patras, bbls.			12 1/2
" " cases			12
" " 1/2-cases			11 1/2
Vostizzas, cases	14	15	12 1/2
Dates, Hollowees	4	4 1/2	4
" " Sairs		3 1/2	3 1/2
Figs, 10-lb. boxes	70	90	12
" Mats, per lb.	3 1/2	3 1/2	3 1/2
" 7 cr. 28-lb. boxes			16
" 1-lb. glove boxes			12
Prunes, California, 30's	8	8	10
" " 40's	7 1/2	7 1/2	8 1/2
" " 50's	7 1/2	7 1/2	8 1/2
" " 60's	7	7	7 1/2
" " 70's	6 1/2	6	6 1/2
" " 80's	6	5 1/2	6
" " 90's	5 1/2	5	5 1/2
" " 100's	5	4 1/2	5
" " Bosnia, A's			9
" " B's			8
" " U's			6 1/2
" " French, 50's			6 1/2
" " 110's	3 1/2	3 1/2	4
Raisins, Fine off stalk	6	7 1/2	7 1/2
" Selected	6 1/2	7 1/2	8
" Selected layers	7	8	8 1/2
" Sultanas	8	10	11
" California, 2-crown	6	6 1/2	8 1/2
" " 3-crown		7	9 1/2
" " 4-crown		10	10
" " seeded, 3-cr.	9 1/2	10	11 1/2
" Malaga, Lon. layers	1 50	2 25	2 50
" Black baskets		2 75	3 00
" Blue baskets			2 80
" Dehesa clusters		3 50	4 00
" Choice clusters	2 75	3 00	3 00
PROVISIONS			
Dry Salted Meats—			
Long clear bacon	10		10 1/2
Smoked meats—			
Breakfast bacon	14	13 1/2	14
Rolls	11		9
Medium Hams	12 1/2		12
Large Hams		12	12 1/2
Shoulder hams	11		10 1/2
Backs			14
Meats out of pickle ic. less			
Barrel Pork—			
Canadian heavy mess	19 50	19 00	18 50
" short cut	20 00	20 00	19 00
Plate beef	12 60	13 50	12 50
Lard, tierces, per lb.	10 1/2	10 1/2	10
Tubs	10 1/2	10 1/2	10 1/2
Pails	11	11	11

IMPERIAL BRAND

MAPLE SYRUP



The Standard from Ocean to Ocean.

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

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

ROSE & LAFLAMME, Selling Agents, MONTREAL.

Symington's

"Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,
EDINBURGH and LONDON.

Agents, W. B. BAYLEY & CO., Toronto

COFFEE	Montreal.	Toronto.	St. John, Halifax.
Green—			
Mocha.....	24	23	25 30
Old Government Java.....	27	22	25 30
Rio.....	10	8 3/4	12 13
Santos.....		9 1/2	10 1/2
Plantation Ceylon.....	29	26	29 31
Porto Rico.....		22	24 28
Gautemala.....		22	24 26
Jamaica.....	18	15	18 22
Maracalbo.....	13	13	13 15
NUTS			
Brazil.....		15	16 8 1/2 9
Valencia shelled almonds.....	33 35	40	22 25
Tarragona almonds.....	13 1/2 14 1/2	15	13 15
Formegetta almonds.....		40	43
Jordan shelled almonds.....	7 1/2 8	9	9 10
Peanuts (roasted).....	6 1/2 7	7	9 10
" (green).....		7	9 10
Cocoanuts, per sack.....	3 00	3 75	3 50 4 00
" per doz.....		60	60 70
Grenoble walnuts.....	11 1/2 13	12 1/2	9 12
Marbot walnuts.....	10	11 1/2	9 10
Bordeaux walnuts.....	8 9	9	9 10
Sicily filberts.....	10 1/2 13	12 12 1/2	9 10
Naples filberts.....		10	11 10 11
Pecans.....	12 15	13 15	12 14
Shelled Walnuts.....	20 21	25	30
SODA			
B-carb, standard, 112-lb. keg.....	1 65 1 80	2 00	2 25 1 70 1 75
Sal soda, per bbl.....	70 75	80	85 90
Sal Soda, per keg.....	95 1 00	1 00	95 1 00
Granulated Sal Soda, per lb.....		1	
SPICES			
Pepper, black, ground, in kegs.....			
" pails, boxes.....	16 18		18 14 15
" in 5-lb. cans.....	14 17		19 15 16
" whole.....	15 17		19 12 13
Pepper, white, ground, in kegs.....			
" pails, boxes.....	26 27	26 27	24 26
" 5-lb. cans.....	25 26	25 26	20 22
" whole.....	23 25	23 25	20 22
Ginger, Jamaica.....	19 25	22 25	20 25
Cloves, whole.....	12 30	14 35	18 20
Pure mixed spice.....	25 30	25 30	25 30
Cassia.....	13 18	20 40	16 20
Cream tartar, French.....	25 28	24 25	20 22
" best.....	28 30	25 30	25 30
Allspice.....	10 15	13 16	16 18
WOODENWARE			
Pails, No. 1, 2-hoop.....	1 90	1 60	1 90
" 3-hoop.....	2 05	1 75	2 05
" half, and covers.....	1 75	1 70	1 75
" quarter, jam and covers.....	1 45	1 20	1 45
" candy, and covers.....	2 70	1 75 2 70	3 20
Tubs No. 0.....	11 00	8 50	11 00
" 1.....	9 00	7 00	9 00
" 2.....	8 00	6 25	8 00
" 3.....	7 00	5 35	7 00

PETROLEUM	Montreal.	Toronto.	St. John, Halifax.
Canadian water white.....	14 1/2 15 1/2		17 1/2 17 18
Sarnia water white.....	16 17		16 1/2 17 18
Sarnia prime white.....	18		15 1/2 16 1/2 17
American water white.....	19		17 1/2 18 19
Pratt's Astral (barrels extra).....	18 1/2 19		17 1/2 19 20
Black— TEAS			
Congou—Half-chests Kalsow.....	13 60	12 60	11 40
" Morning, Peking.....	17 40	18 50	15 40
" Caddies Peking, Kalsow.....	35 55	35 55	30 50
" Indian—Darjeelings.....	20 40	20 40	18 40
" Assam Pekoes.....	18 25	18 25	17 24
" Ceylon—Broken Pekoes.....	35 42	35 42	34 40
" Pekoes.....	20 30	20 30	20 30
" Pekoe Souchong.....	17 1/2 40	17 35	17 35
China Greens—			
" Gunpowder—Cases, extra first.....	42 50	42 50	
" Half-chests, ordinary firsts.....	22 28	22 28	
" Young Hyson—Cases, sifted.....			
" extra firsts.....	42 50	42 50	
" Cases, small leaf, firsts.....	35 40	35 40	
" Half-chests, ordinary firsts.....	22 38	22 38	
" Half-chests, seconds.....	17 19	17 19	
" " thirds.....	15 17	15 17	
" " common.....	13 14	13 14	
Pingsueys—			
" Young Hyson, 1/2-chests, firsts.....	28 32	38 32	30 40
" " seconds.....	16 19	16 19	
" Half-boxes, firsts.....	28 32	28 32	
" " seconds.....	16 19	16 19	
Japans—			
" 1/2-chests, finest May pickings.....	38 40	38 40	
" Choice.....	32 36	33 37	
" Finest.....	28 30	30 32	
" Fine.....	25 27	27 30	
" Good medium.....	22 24	25 28	
" Medium.....	19 20	21 23	
" Good common.....	16 18	18 20	
" Common.....	13 15	15 17	
" Nagasaki, 1/2-chests, Pekoe.....	16 22	15 17	
" " Oolong.....	14 15		
" " Gunpowder.....	16 19		
" " Siftings.....	7 1/2 11		
RICE, MACARONI, SAGO, TAPIOCA.			
Rice—Standard B.....	3 00 3 10		3 1/2 3 25 3 40
" Patna, per lb.....	4 25 4 50	4 1/2 5	5 6
" Japan.....	4 40 4 90	5 1/2 6	6 6
" Imperial Seeta.....	4 60 4 90	4 1/2 5 1/2	5 6
" Extra Burmah.....		4 1/2 4 1/2	4 5
" Java, extra.....		6 6 1/2	6 7
" Macaroni, dom'lc, per lb., bulk.....	5 6		7 1/2
" " imp'd, 1-lb. pkg., French.....	8 12	9 10	
" " Italian.....	8 10	11 12 1/2	
Sago.....	3 1/2 4	4 4 1/2	4 1/2 5
Tapioca.....	3 1/2 4	4 1/2 4 1/2	4 1/2 5

Ceylon and Indian.

This is Green Ceylon we are speaking of.

Have you not yet handled

GREEN CEYLON TEA?

If not, do not wait until your customers ask you for it. It will then be too late; your competitor will secure his trade.

WE HAVE IT IN BULK.

Samples on application at

L. CHAPUT, FILS & CIE.
MONTREAL.

RETAILERS VS. DEPARTMENTAL STORES.

(By A Toronto Retailer.)

MANY solutions have been offered through your columns for the solving of the supposed unfair competition of the departmental stores. The fact remains, however, that the departmental store is in high favor with the buying public. This seems to indicate conclusively that their method is the popular one. Now, if, as retailers, we wish to secure favor with the public why not conduct our business on the popular plan? It will possibly require our making changes, considerable exertion, and must be backed up with a considerable amount of determination to run our business for the benefit of the profit and loss account regardless of sentiment.

1. Cut out the bad debts; sell for cash only. This will save lots of bad accounts, the loss of omitting to charge, and the expense of borrowing capital to carry on a credit business. Our goods cost us money and we have no more right to loan them out at 30, 60 or 90 days than we have to loan so much money. We did not enter the business as a loaning concern, yet we have adopted this extravagant method against the departmental store's spot cash. Some say this cannot be done. Our keenest competition, the departmental store, does it and they are popular. It is a saving and popular. What more then do we want?

2. Have one price and one price only. Let every customer feel he is getting the same treatment others are getting, no better, no worse. It will give him confidence in prices asked and he leaves the store under no obligation.

3. Systemize the delivery. Customers form their opinions from small things connected with the business. A slack, irregular delivery denotes a slack, irregular business generally. It carries weight, either for or against. Our competitors have aided themselves by it. We must not be behind. Establish a method of doing everything connected with your business. Stick right to it. It gives the impression that the concern is an up-to-date one and a going concern. People patronize a live business because it is a live business, and thus keep it alive.

4. To increase buying power, to more evenly compete with the departmental store, cut off some of the wholesalers selling the same lines. Get a good house, give them all the trade and make your trade worth somebody's time to do you a favor. The wholesaler will be interested in the success of his customer, and will be found more ready to aid him than when the account is scattered.

5. Advertise. Don't throw money away but let people know where you are and what you have to sell, and for how much. Publishing prices gives confidence in those prices.

6. Check both ways. Demand an invoice

with your goods. See that you get and give exactly 16 ounces to the pound, 36 inches to the yard, and 12 only to the dozen.

There is an old law, "The survival of the fittest." It was here before the departmental store. We have both to live under that law, and if we live up and get to be the "fittest," the departmental store will go, or vice versa.

A PATRAS SHIPPER VISITS CANADIAN BUYERS.

MR. C. H. Cheretis, partner of the well-known shipping house, Mr. Dem Schisas, Patras, paid a visit during last week to the Canadian importers in Toronto, Hamilton, London, and Montreal, having previously visited the chief importing centres of the United States.

The firm has been represented in Canada for the past eleven years by Messrs. J. L. Watt & Scott, of Toronto, and Messrs. Watt, Scott & Goodacre, of Montreal, and is well known to Canadian importers of currants from Halifax to Vancouver.

Reviewing the past most extraordinary season, Mr. Cheretis stated that the crop promised to be one of the finest in the history of the trade and it was estimated that it would exceed 200,000 tons, but owing to the ravages of the disease, peronosporos, the estimate dropped within two weeks to 60,000 tons and eventually realized only 48,000 tons.

The price of old fruit, that is of the previous season, of which there were 40,000 tons existing at the beginning of last May, went up by leaps and bounds, and the wildest speculative buying was indulged in for the new crop before the fruit was dried. London, England, operators, relying on the strong statistical position, endeavored to get control of the market and in a large measure succeeded, so far as to obtain possession of the greater part of the fruit, but, as Mr. Cheretis facetiously observed, "Currants are an article that are not governed by statistics," and though the London speculators forced the market to absurd figures by "booming" the article and making small sales to one another at most extravagant figures, they failed to realize that there is a point where the consumption ceases, and they are now endeavoring to sell at figures that will show about one million dollars loss, on the present London stocks of about 9,000 tons.

There are in Greece about 5,000 tons, of which about 1,200 to 1,500 tons are too poor to ship, but the greater part of the balance is fine Vostizza and Gulph; these finest districts being the only ones which did not seriously suffer from the disease.

Mr. Cheretis thinks the present reduced prices for finest fruit quite safe to operate

on within the limits of the consumptive demand, as London and Patras together have stocks of only 14,000 tons combined against together 49,000 tons; and with five months' consumption to supply before the new crop is ready for market.

Mr. Cheretis said that probably we should not see such a season as the last one during the twentieth century, and he hoped that such a season would not occur again; for, though it presented great opportunities if one were fortunate to buy at the right time and sell at the right time, it was generally and in the long run very unsatisfactory for everyone, and most of the people who made money early in the season are now losing it. The trade has been much injured meantime by the great and largely unnecessary curtailment of consumption owing to the extravagant figures ruling during the period of the year, when under natural conditions the consumption is the greatest.

Mr. Cheretis says it is too early to say much as to prospects of the new crop, but this much is to be said that the farmers, aided by the Currant Bank, which advances Government money at 4 per cent. against a not unusual rate on private loans to the same class of 12 per cent., are doing their utmost by the free use of sulphate of copper to guard against the ravages of the disease, as they fully believe that stocks all over the world being light, high prices will again rule, and for this reason Mr. Cheretis thinks prices, even with a moderately good crop, will not be low in the beginning of the season, as farmers will not be willing to part with the fruit except at high figures.

The great failure of last year Mr. Cheretis explains was partly due to the desire on the part of the farmers to avoid the expense of spraying with sulphate of copper, not fully realizing the danger, but chiefly the failure was caused by continued rains during the period when the use of this preventative would have been most effective, and when weather permitted it was then too late.

It is not generally known that the disease peronosporos is of American origin.

Mr. Cheretis speaks English perfectly. He is a very pleasing conversationalist, and appears to be equally at home when discussing the currant situation in any part of the world, or affairs of an uncommercial character.

He sails again from New York on the 24th inst., on the "Oceanic," and will be accompanied across the briny by Mr. J. L. Watt. Bon voyage!

EGGS, BUTTER, CHEESE,
ETC. CONSIGNMENTS
SOLICITED.

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

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

TRADE IN COUNTRIES OTHER THAN OUR OWN.

NEW YORK TEA MARKET.

Business was quiet and the market was without new features or changes of interest. Buyers continued decidedly apathetic and in placing orders confined their taking to only such supplies as were needed to cover well defined wants. Despite the slowness of the demand there was no particular pressure on the market and prices held fairly steady.—N. Y. Journal of Commerce.

SOUTHERN STRAWBERRY CROP.

Private mail advices recently received from the strawberry section in North Carolina report that cool weather interfered with the ripening of the fruit, but that no damage has been done to the fruit prospects. The shipments will be late, and it is the opinion among receivers at New York that the actual shipping season from the North Carolina section will be short from the fact that other sections to the north of it will ship heavily before the North Carolina fruit is half marketed, thus creating a low price when the latter is in harvest bearing.

THE SUGAR SITUATION.

Czarinkow, MacDougall & Co., New York, say of sugar: "Our market for centrifugals, which a month ago was at 4c. has recovered to 4 3/32c., and there is every appearance that the disparity which still exists between the prices at which beet and cane sugars can be imported here will be further reduced, if not wholly removed by an improvement in cane. To bring the two markets to a parity cane sugars would require to advance 1-8c. per pound, or beets decline 6d. per cwt., and in the case of the latter such a decline is highly improbable. The strong tone of our market continues and is even more pronounced this week than last. Sales made on the spot show an advance of 1-16c., while those for shipment have been equal to 4 1/8c. duty paid, or 1-32c. over the equivalent of the present spot price. Javas have attracted a little attention and it is said that some business has already been done in new crop sugars for shipment in June and July, but the extent of the sales or the prices obtained have not been divulged. Cuba.—The receipts this week at the shipping ports were 23,000 tons. Only 127 estates are grinding, showing a decrease of 15 from last week, and this decrease will grow every week. The total receipts up to March 31 were 445,000 tons, and from that time to date probably 40,000 tons have been made.

ENGLISH TEA TRADE IN MARCH.

Harrisons & Crasfield, London, report: "The abnormal rush to pay duty on tea which prevailed throughout the month of February was followed by a quiet period in March; consequently the Customs returns which up to the end of February showed an excess in duty payments above the average, amounting to sufficient tea for eight weeks' consumption, fell back in March to even less than usual; and on some days during the month showed barely half the average daily amount. The total for the month was 17,426,251 lb. duty paid in London against an average monthly clearance last year of 18,862,680 lb.; so that practically the present position is, that the eight weeks' consumption which had been paid in advance of requirements at March 1 was reduced during the month by sufficient to supply the country for two days. The budget statement is expected to be made on the 18th instant, and judging by the present attitude of the trade, an

increased tea duty is either expected, or sufficiently provided against."

McMeekin & Co., London, report: "Indian tea.—The trading throughout the month was of a normal character, and the financial strain, so severely felt during February, was to a great extent relaxed. The extremely low level of prices was recognized by the buyers, and there was improved competition for most grades with an upward tendency in prices for medium and better qualities. Some very high figures were paid for choice lots of Assam and Darjeeling growths, but the commonest grades showed no improvement in prices.

ON POPULARIZING GOODS.

The California Raisin Growers' Association are adopting a thoroughly practical and business-like scheme to popularize the package seedless raisin with the consuming public. They are putting up a large number of packages of the finest grade of raisins and are making special offers to allow the retailer to sell them at a popular price—10 cents a package. On each package is a striking label which reads as follows:

10c. CUT PRICE 10c.

To Further
Introduce Seeded Raisins.

Try Them.

Californian Raisin Growers' Association.

The idea is to force seeded raisins before public attention. It is believed that if once tried, people will use no other, for the quality is first-class, trouble of cleaning is done away with, the fruit is clean and fresh and the weight is always there (in reliable brands). It is thought further that the retailer would sooner handle these goods, for he loses nothing by spoiling of fruit, nor by loss of weight; the business is exceedingly clean. Of course the raisin growers will lose money on the transaction, but they regard it as a splendid advertisement. And so it is, for already some good quantities are being contracted for by Canadian houses.

Can our canners not find a point here? Are they not in the same position as the Californian raisin growers, loaded up with surplus stocks, yet with vast unexplored markets to be exploited. It requires push and expense to introduce new goods these days. Instead of simply helping the lame dog over the stile, would it not be more advisable to give it a little doctor's attention and then send it on the chase at the run?

TUNNY FISH.

A. P. Tippet & Co., Montreal, have lately laid samples before the wholesale trade of a new canned fish that is being placed upon the market by The Thistle Canning Co., Digby Head, N.S. This is a very carefully prepared fish that will undoubtedly sustain the reputation that "Thistle" brand has long enjoyed. It is called the "Tunny" fish and tastes much like salmon, only much richer and with more flavor. It is put up in oval tins of the same style as kippered herring and other imported fish. Already enough orders have been booked to account for almost the whole of the summer's pack. This means a good start and the quality of the fish ought to maintain the speed.

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.

ARE YOU ABOUT BUYING A GROCERY BUSINESS? Have W. T. Robson's opinion as to its value. It won't cost much, and it may save you considerable. Do you want to sell your business? Write W. T. Robson. He knows good men wanting to buy. Do you want a partner? Write W. T. Robson. No publicity. State clearly what you have to offer. Address, W. T. Robson, practical valuator, care THE CANADIAN GROCER, Toronto. (1f)

FOR SALE.

GENERAL MERCANTILE BUSINESS IN A rising and substantial town in British Columbia, situated in one of the most prosperous localities in the interior of the Province. Business is well established and shows good profits on a large annual turnover, principally spot cash. Could reduce stock to suit purchaser, who must be prepared to pay large proportion in cash, terms for balance can be arranged. No real estate or anything else wanted in exchange. Good reasons for wanting to sell. Address, Box 33, care The MacLean Publishing Co., Limited, Toronto, Ont. (16)

THINK!

Why does the business of certain grocers grow and wax strong with the years? They have discretion in selecting good things that will interest the best people, and make the fact known. Even casual customers soon say—"Oh! So and so will be sure to have that"—and by-and-by settle down as steady accounts.

You can be "on deck" with a trifling outlay in

H AND H
TRADE MARK

THE GREAT CLEANER.

It has extraordinary merit. Ladies talk about it.

JAMES McINTOSH, 34 Yonge St., TORONTO
Sole Agent for Canada. Ask wholesale grocers.

SLEE, SLEE & CO., Limited

Tower Bridge Brewery,
LONDON, ENG.

FOR English Malt
Vinegars.

Ontario Agents

John W. Bickle & Greening.

HAMILTON AND TORONTO.

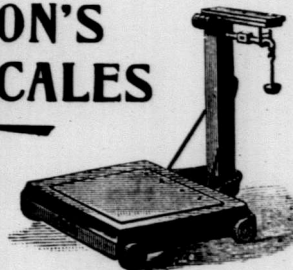
From whom Samples and Prices can be obtained.

100 STYLES

WILSON'S
HIGH-CLASS SCALES

FOR
HIGH-CLASS
MERCHANTS.

Catalogue
Free.



G. WILSON & SON, 69 Esplanade St., E.
TORONTO, ONT.

TO ENCOURAGE CASH TRADE.

AS an incentive towards encouraging the cash system of doing business, would it not be well to give cash customers a small per cent. of reduction on goods purchased? asks The Nelson, B.C. Economist. To us it appears that the adoption of such a course would in all likelihood bring to the storekeeper who lives up to the discount-for-cash plan a class of trade which is at all times desirable. There is no reason why those who pay for their goods as they buy them should be expected to pay more for them than do those who pay weekly or monthly. Such, however, is the case at the present day. There is not a grocer who issues pass books to customers who would not willingly take off from two to five per cent. if the entire amount due as per such cash books were settled up at once.

Thus we see that the retailers offer an inducement to trade on credit, whereas the reverse ought to be their aim. In cash transactions the dealer has the money of the cash customer to use in buying goods and paying cash for them, and thereby saves a discount which means profit to him, and also makes him a desirable customer among the jobbing trade, which enables him very frequently to obtain "inside" prices, while with his credit customers he must wait weeks and sometimes months before he receives his money. If no difference is made between the two classes of customers, the cash customer, knowing that fact, will be justified in demanding credit and using his money in some way so as to make it bring some interest to him.

Take it, for instance, where a customer has been paying cash for his groceries, and his payments amount to about \$35 per month, but, finding that there is no advantage in paying cash, he resolves to put his money in the bank and pays his grocery bill every three months, would he not be benefited by the change? He certainly would. And yet there are many grocers who would be very glad to have such a customer where he could count on getting his money at a certain stated period, and, furthermore, would give a premium in the shape of candy or nuts for children whenever the account was settled.

Many people would manage to pay cash for everything, did they but know that a saving was made by so doing. Did the credit customer fully understand that a passbook meant one or two cents upon everything purchased, we are inclined to believe that the credit customer would do all in his power to soon get down to a strict cash basis of doing business. But they don't understand anything of that kind. They

know that they are charged the same price as the customer who pays cash, and, in this case, where is the incentive to change their mode of doing business? This is a question which should receive the consideration of the retail trade, and, in our opinion, the adoption of this system is well worth a trial, and would be a step nearer to cash business.



PROTECTING FRUIT FROM DUST.

Editor CANADIAN GROCER, — In your edition of March 29, under the heading of "Exposing Fruit to Dust," you criticize a merchant for displaying dried or evaporated fruits where they will accumulate dust, but which place helps largely in their sale. Allow me to suggest a remedy for the dust. To sell an article, you must show it to advantage and in a place where every customer calling at the store will notice it, even if that article is potatoes.

With evaporated fruits, a piece of glass the size of an ordinary fruit box is not expensive, and, if cut $\frac{1}{8}$ in. shorter than the box and fastened securely with a couple of tacks at both ends, will exclude all dust and help to retain the natural moisture of the fruit, thus preventing it from losing weight. HARRY H. COOPER.
Calgary, April 10, 1901.

JAPAN TEA.

Editor CANADIAN GROCER, — Kindly tell us through the columns of THE GROCER if it is true, as advertised by a certain package tea firm, "That all Japan teas are artificially colored." We believe that nearly all the Japan teas we sell are natural leaf and color and would like to know if we are mistaken. IGNORANCE.
Dunnville, Ont., April 6, 1901.

[Remarks: It is a necessary rule among publishers not to offer any comment in regard to opinions expressed or views entertained in their advertising columns.—THE EDITOR]

WORDS OF APPRECIATION.

Editor CANADIAN GROCER, — Your paper has been a great help to me. Have been a constant subscriber. In fact, I believe I still have your first issue.

R. NICOLLS.

Cornwall, Ont., April 1, 1901.

Editor CANADIAN GROCER, — Please find enclosed \$2, my subscription to your paper. We are always pleased to pay for THE GROCER, and welcome it every week.

WILLIAM HAY.

Kincardine, April 4, 1901.

PUMPKIN FLOUR

WHOLESOME ♦ APPETIZING
ABSOLUTELY PURE

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

TO THE GROCERS

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

FOR SALE BY ALL JOBBERS.

THE MORSE PUMPKIN FLOUR MILLS
LEAMINGTON, ONT.

WOODEN PACKAGES

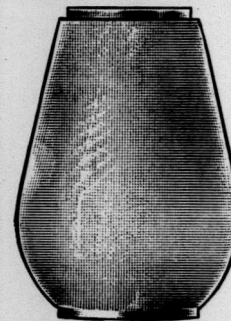
Suitable for Liquids in
PAINTS, SYRUPS,
PICKLES, OYSTERS, ETC.

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

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

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

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited

THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

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

Write for scale of charges, etc., to

THE GLENER CO.,
Limited

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

TEAS TEAS TEAS

We offer at a bargain the following lots :

Lot No. 1	JAPAN	60	Half-Chests	"Daisies"
Lot No. 2	"	86	"	"Snowball"
Lot No. 3	"	50	"	"Garden Rose"
Lot No. 4	"	75	"	"Cooperia"
Lot No. 5	"	50	"	V
Lot No. 6	"	25	"	A A
Lot No. 7	"	25	"	D D
Lot No. 8	"	50	"	M M
Lot No. 9	"	50	"	N N
Lot No. 10	"	86	"	"Picotee"
Lot No. 11	"	41	"	"Lichnis"
Lot No. 12	"	65	"	"Caucasica"
Lot No. 13	CEYLON	12	Chests	W.S. No. 16
Lot No. 14	"	20	"	W.S. No. 17
Lot No. 15	"	26	"	W.S. No. 23
Lot No. 16	"	14	Half-Chests	C.X.H.
Lot No. 17	"	60	"	-Y-O-

These teas had to be sold for cash by one of our banks to liquidate an insolvent estate. We bought them for less than price advanced by the bank which means much less than actual value.

We are prepared to offer them on the basis of cost and not on what they are worth.

We will dispose of them quickly at prices offered, as they are **really a bargain.** Samples ready.

Several lines have been sold out, but we have still a good assortment for you to pick from.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Tea Merchants,

 MONTREAL

WE ARE SELLERS.

THE PROVISION TRADE.

The Markets — Formaldehyde in Sausage — Miscellaneous Notes.

FORMALDEHYDE IN SAUSAGE.

DO the sausage makers of this city embalm the meat before it is encased in the sausage skin?

This burning question is being discussed by a class in chemistry in the Detroit College of Medicine. Dr. J. E. Clark, county chemist and instructor of the class, has decided it in the affirmative.

The other day, as he wished to give the class a lesson in the methods of testing meats for strychnine and morphine, a student was sent to a nearby meat market for a supply of sausage. The sausage was brought into the laboratory and divided into small portions. Each student received one, with instructions for making a distillate. This is practically an elaborated method of cooking it. Soon the savory odors of the stewing sausage filled the room. A professor from a neighboring classroom coming in, paused upon the threshold and sniffed the air.

He tapped his forehead in a puzzled manner, and Dr. Clark hastened to his side.

"What's the matter? Don't you like the stew?" he said.

"Its odor is strangely familiar," returned the professor. He thought hard, and soon his face brightened.

"What are you using formaldehyde for?" he asked of Dr. Clark. Dr. Clark was astonished.

"We're just cooking sausage," he returned, but his fellow man of science was positive, and soon the sausage was being tested for formaldehyde. It responded to all the tests for formaldehyde, and Dr. Clark was soon in possession of evidence of another use of this insidious chemical.

Dr. Clark says he has found formaldehyde in butter, cheese and meat.—Detroit Journal.

MONTREAL PROVISION MARKET.

There has been an exceedingly good demand for lard during the week. Fairbank's compound has been advanced twice and is now quoted at \$1.86 per pail. The tone of the market is decidedly strong. In spite of the drop in pork in Chicago prices here are well maintained. The demand is only fair. London cables report an advance of 2s. per cwt. on Canadian bacon with good business at the rise. We quote as follows: Heavy Canadian short cut mess pork, \$20 to \$21; selected heavy

short cut mess pork, boneless, \$21 to \$22; family short cut back pork, \$20 to \$21; heavy short cut clear pork, \$19.50 to \$21; hams, 13 to 14c.; bacon, 14 to 15c.; lard, pure Canadian, \$2.20 to \$2.60 per pail; refined lard compound (Fairbank's), \$1.86 for 1 to 24 pails; \$1.84 for 25 to 49 pails; \$1.82 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9 $\frac{1}{2}$ c. per lb. in tierces, and 10 $\frac{1}{2}$ c. in 20 lb. pails and 9 $\frac{1}{2}$ c. in 50-lb. boxes, for Quebec.

ST. JOHN, N.B., PROVISION MARKET.

The high prices in pork continue. Sales are light. Beef, while much more reasonable in price, is firmly held, and shows light business. In lard, the high prices still hold.

PROVISIONS STIFF IN TORONTO.

Long clear bacon has advanced $\frac{1}{4}$ c. and breakfast bacon $\frac{1}{2}$ c. per lb., making the prices now ruling 10 $\frac{1}{4}$ c. for the long clear and 13 $\frac{1}{2}$ to 14c. for breakfast bacon. While these are the only changes, there has been a general stiffening of prices on the Toronto market. "The reason for the stiffness," said one jobber, "is simply that, while live hogs have gone up $\frac{1}{2}$ c. per lb., there has been practically no change in the cured product. And an advance of $\frac{1}{2}$ c. in the live hog means about $\frac{1}{4}$ c. difference in the cost of the cured product to the packer, for the weight of the cured product is only about 55 to 60 per cent. of the weight of the live hog, or, in other words, a live hog which weighs 200 lb. only produces about 120 lb. provisions. So, unless the price of live hogs comes down, the price of provisions must go up."

WINNIPEG PROVISION TRADE.

Cured Meats—Demand is quite keen and prices very firm with every indication of a rise.

Hams—(smoked) 13c.; breakfast bellies, 12 $\frac{1}{2}$ to 13c.; breakfast backs, 12 to 12 $\frac{1}{2}$ c.; spiced rolls, 10 $\frac{1}{2}$ c.

Dry Salt Meats—Long clear bacon, 10 $\frac{1}{2}$ c.; shoulders, 8 $\frac{1}{2}$ c.; smoked long clear, 11 $\frac{1}{2}$ c.; backs, 11c.

Lard—Is still firm at the high figures quoted last week.

PERSONAL MENTION.

Mr. John A. Gunn, of D. Gunn Bros. & Co., Toronto, and The Gunn-Langlois Co., Limited, Montreal, left Toronto on Monday

to reside permanently in Montreal, where he will look after the interests of his firm.

Mr. J. R. Brown, grocer, Owen Sound, was in Toronto on Tuesday on business.

Mr. Chas. Chaput, of L. Chaput, Fils & Cie, Montreal, spent Monday in Toronto attending the meeting of the board of directors of The Canada Life Insurance Co.

CARRYING TOO LARGE STOCKS.

AN observant traveller, recently returned east, noticed that the stock carried by dry goods and general dealers in the Western Provinces, in the majority of cases, were much larger than is the rule in the Province of Ontario, and apparently larger than is warranted by the extent of the trade that is to be done on the capital employed. This was almost a necessity some years ago, when railroad and steamboat navigation in this newer country was so infrequent as to compel a merchant to lay in a goodly store at one time to carry until the next opportunity for replenishing. The custom cannot, however, be excused on such grounds now.

A trader can have the goods on his shelves in a few days after ordering. He can "sort up" as frequently as he pleases. Perhaps this undesirable feature of store-keeping by our western merchants is being perpetuated from sheer force of long habit. We know that the best governed wholesale firms discourage such a practice by Ontario merchants, and evidences are not wanting that their efforts are gradually bearing fruit. Buyers are beginning to realize that there is every advantage in purchasing frequently—as their needs demand. The stock is always fresher.

There is less likelihood of a surplus of unseasonable goods, and slaughter prices to get ready cash when there's an inopportune bill to meet. The general liability is always smaller, and the position of the man who buys in this way is consequently far more likely to be one of ease than if he tried to anticipate the wants of his customers for a whole season in advance.

A failure now and then gives point to this argument. The insolvent is caught with a large stock in dull times. His tempting inducements in the shape of big discounts at clearing sales only put off the evil day, and failure comes at last. But we are told that the tendency to overstock shows some really gratifying indications of being brought under proper control. It certainly is a question demanding the best consideration of wholesaler and retailer. It must be clear to all concerned that a practice fraught with so much menace to success in trade is one which should be discontinued without delay.—Nelson Economist.

AN EARLY-CLOSING DECISION.

An interesting point was made in a decision bearing on the early-closing by-law of Winnipeg given by Magistrate Dawson last week. M. Conway, who holds an auctioneer's license, was charged with violation of the early-closing by-law, came up for hearing. It was clearly proven that the defendant sold the goods after the closing hours named in the by-law. The defendant admitted selling the goods after 6 p.m., but took the ground that he was not liable to a fine owing to the wording of his auctioneer's license, which read to the effect that the licensee could sell goods by auction "at any time or place." The magistrate held that the by-law was good and fined Mr. Conway \$5 without costs.



If you want the finest appearance and quality

BUY

Bow Park
REGISTERED BRANDS

Sweet Pickles.

Ask your wholesaler or write direct for quotations.

Shuttleworth & Harris,
BRANTFORD, ONT.

Bow Park
REGISTERED BRAND
HAMS
AND

Bow Park
REGISTERED BRAND
BACON

are pleasing hundreds of our customers. They will draw trade to you. Have you tried them ?

Write us at once for our price list of smoked meats and lard.

The Brantford Packing Co.
LIMITED
BRANTFORD, ONT.

HAMS

**Sugar Cured
Bright
Juicy
Well Flavored**

There are no better Hams made than Fearman's "Star Brand." If you have not proved this, send us a sample order.

F. W. FEARMAN CO.
Limited

**Pork Packers and Lard Refiners,
HAMILTON, ONT.**

THE CANADIAN PACKING CO.
LONDON, ONT.



GUARANTEED CHOICE AND PURE.
GOLD MEDAL, PARIS 1900.

Please order goods through your wholesale house.

COMMODITIES THE GROCER SELLS.

THE Queensland Agricultural Journal inquires why should not Queensland enter upon the production of chillies on a commercial scale? and then proceeds to say:—

The capsicums grow luxuriantly in all parts of the coast country, and bear fruit almost all the year round. Their cultivation affords far less labor than the cultivation of cereals, sugar cane, or, indeed, of any other farm crop except sisal hemp. The plants should be set at a distance of four feet in the rows, and from five to six feet between the rows. They will grow on almost any kind of soil, but prefer a dry, rocky soil with sandy loam, containing some lime. It is difficult to arrive at a correct estimate of the yield of dried capsicums from a well-grown shrub during the year. Some estimate the annual return at two lb., others say that three lb. and even four lb. may be reckoned on. The selling price of dried chillies in the London market varies from £18 to £31 per ton according to quality—for instance, in April, 1899, fair red Zanzibar sold at 29s. 6d.; good red Japan at 33s. 6d. to 34s. per cwt. The present wholesale price in Brisbane for dried chillies is 1s. per lb., equal to £112 per ton. A sample of capsicums grown in the West Indies, dull and uneven in color, was valued at 20s. per cwt. What is evidently required is an article bright in color, even in quality, and possessing great pungency.

"The Government botanist has received a sample of a large red, sweet capsicum dried in such a manner that the skin is perfectly transparent and the seeds inside are quite dry, and can be shaken like the dried peas in a "rattle-pod." We have no information as to how the specimen was dried, whether naturally or artificially, but the pod was certainly not opened previous to drying.

"A consignment of capsicums prepared in this manner would, no doubt, bring a good price in the English market. Another enticing method of preparing chillies for export is to bottle the long red variety in a solution of salt and water. This preserves the shape and color of the fruit, and gives it a very attractive appearance."

The Bulletin of the Botanical Department, Jamaica, says on the subject of chillies:—

"Pod peppers or capsicums, the fruits of capsicum annum and allied species, are a well-known spice and condiment. They are an indispensable ingredient in curries, and are largely consumed in the fresh and dried state and in pickles. Some forms of capsicum known as Bell peppers are entirely free from the acrid and burning pungency so characteristic of these fruits, and may be eaten cooked as a vegetable or in salads.

"Chillies, Bird or Guinea peppers, the fruits of the shrubby capsicum minimum

(usually much smaller than the preceding) grow generally in tropical countries. These are in chief demand in commerce. When thoroughly dried and compounded, and afterwards passed through a hand-mill and sifted, they are the principal source of the well-known cayenne pepper.

"It is estimated that about 100 tons of dried chillies are annually received into England from the West Indies and the East and West Coasts of Africa."

In the Kew Bulletin (1892, p. 18) the following information respecting chillies was given in an article on the agricultural resources of Zanzibar contributed by Sir John Kirk:—

"The small red peppers, or chillies, are largely grown in the more dry and rocky part of the island, where the upheaved coal presents a honeycombed surface that favors the accumulation of rich soil in the crevices. The pods are picked when ripe, sundried, and packed in neat bags made of the split fronds of the hyphaene palm for shipment. This is an industry that has sprung up within the last thirty years."

Zanzibar chillies, as they appear in the market in a dried state, are small, red, thin, carrot-shaped fruits about 1 in. in length.

The following further particulars are contained in a report on the spice and other cultivation of Zanzibar and Pemba (F. O. Report, 1892, Misc. Series, No. 226):—

"The pepper plant in the island is capsicum minimum, usually termed the 'shrubby capsicum,' and producing the bird's-eye chillies forming the basis of cayenne pepper. This is to be found in a small degree in every shamba, but the principal source from which the annual exports are derived is the eastern side of Zanzibar, and the cultivation here is chiefly in the hands of Wahadinu people.

"Judging from observations made during my brief visit to this portion of the island, east of Dunga, the small isolated patches are from half to one or two acres in extent, and combined with tobacco, tomatoes, pumpkins, etc. I regret my inability to quote the annual total exports, but I believe they are large, and an undoubted source of revenue. As the chillie is as yet the only product of any value grown in this less favored portion of the island, I consider that this cultivation could be extended, and the returns are certain and profitable.

"Another variety of pepper (capsicum annum) bearing a larger red and yellow pod is also cultivated, but the produce from this is all consumed locally."

The latest account of Zanzibar chillies is contained in the report of Mr. Consul Cave on the trade and commerce of Zanzibar, for the year 1897 (Foreign Office, 1898, No. 2129, Annual Series):—

"The production of, chillies has risen from 16,336 frilasas in 1896 to 17,698 frilasas in 1897, an increase of 77,670 lb. The average price was \$2.37 per frasila as against \$2.57 per frasila during the previous year. A better price than this could doubtless be obtained for Zanzibar produce if a little more care and attention were devoted to its cultivation and harvesting, but up to the present time it has been allowed to grow almost wild on the coral outcrop which covers the eastern portion of the island, and the slight personal discomfort which attends the handling of pods prevents the native from exercising any care in its picking and subsequent preparation for market. Attempts have lately been made to obtain a better sample on ground which has been specially cleared and prepared for the purpose, but the results are not yet to hand."

JAPANESE CHILLIES.

In a note on recent additions to the Museum of the Pharmaceutical Society (Pharm. Journal, December 11, 1897), Mr. E. M. Holmes, F.L.S., furnished the following interesting particulars, at an evening meeting of the society, respecting Japanese and other chillies:—

"During the last three or four years there has been in commerce a very bright red variety of capsicum minimum, Roxb. (C. Fastigiatum, Bl.), said to be imported from Japan. In consequence of its clean, bright, and attractive appearance, it has commanded a higher price than other varieties. Mr. J. C. Umney has recently directed my attention to the fact that this variety is less pungent than the Sierra Leone and Zanzibar varieties, although far superior to them in color. On further inquiry, I find that this fact is well known to drug and spice brokers. Mr. Umney points out that where an alcoholic tincture of either the Japanese or Zanzibar varieties is diluted with about fourteen parts of water, the former gives a much clearer solution than the latter, indicating less oily matter. All the bright red cayenne pepper until recently in commerce is said to have been imported from Natal in that state. The entire pod pepper imported from Natal is a variety of capsicum annum, much larger than the chillies, and of a dark red color and very pungent, whereas the powdered Japanese and Natal cayenne peppers, placed side by side, are indistinguishable in point of color. The other principal varieties of chillies at present in English commerce are, I am informed, those of Sierra Leone and Zanzibar, the former being of a yellowish red tint, and the latter of a dull dark red, and often of inferior quality, containing badly dried fruits, stalks, and foreign matter, but both are more pungent than the Japanese kind. This latter is, however, quite pungent enough for most people, although perhaps unsuitable, by reason of its lesser pungency, for medicinal purposes, as an outward application, etc. Nepaul cayenne pepper is made from a

small variety of capsicum annuum, and is remarkable for its violet odor. Neither this kind nor the Zanzibar gives a red, but a brownish powder."

The following comments on Mr. Holmes's paper were made at the meeting by Mr. MacEwan:—

"The subject of cayenne pepper was interesting to many chemists quite apart from medical purposes, probably more capsicum being sold for feeding birds than for any other purpose. The pepper used in that way was tasteless, and seemed to contain a large amount of fatty matter. It was dark in color, and the object was to heighten the color of the feathers. It was supposed to come from capsicum annuum, and he should much like to know where it came from. It was only supplied by two or three houses, and attempts by others to obtain it had not been very successful. There was no doubt that the pepper as used was an untreated product. The late Dr. Brady on his return from Japan, passing through Vienna, came across a comparatively tasteless pepper, which caused considerable discussion at that time, as there was a large amount of it on the market, but the substance had been pretty much lost sight of since. He thought it would well repay inquiry, as very little had been done on the subject of peppers since Dr. Thresh dealt with it about 18 years ago."

According to a writer in Spens' Encyclopaedia, Div. V., p. 1,803:—

"Several varieties of capsicum annuum have little or no pungency; one of these is abundantly grown in Hungary, forming the paprika of the Magyars. Another variety, cultivated in Spain, is imported into this country in powder for giving to canaries, to improve the color of their feathers. The Nepal capsicums, which have an odor and flavor resembling orris-root, are the most esteemed as a condiment."

SOUTH-AMERICAN PEPPERS.

The following interesting account of the use of peppers in South America appeared in The Saturday Review of the 15th September, 1886:—

"Aji-aji.—Pepper of peppers is the meaning of this compound Quichuan word, and both word and thing are largely distributed over South America, extending from the Bibo-Bio in the south to the Atrato in the north; it is also found in the dialects of the Gran Chaco; in Aymara, in Andaquí, among the agricultural Indians of Choco, the mining Indians of Potosi, and Cerro de Pasco.

"There are two kinds of aji; but there is only one way of preparing it. The best is that which is made from the greatest variety of peppers. The pods of these are taken when fresh, stripped of their seeds, and ground into a paste of the consistence of fresh spring butter. The paste is put into a small well dried gourd, prepared on purpose, of the size and shape of a well grown orange. The gourd, when thus

WE SELL

MOLASSES

and, if you consult your own interests, you will write or wire us for quotations before buying elsewhere.

In Stock
New Crop Barbados
New Crop Ponce
New Crop Fajardo
New Crop Antigua
and all other grades.

The Dominion Molasses Co., Limited,
Halifax, N.S.

WHITE BEANS and CORN Our Specialties

Write us right now for Prices and Samples on

SEED CORN

(Field Varieties Only)

FRED. B. STEVENS & CO., - - CHATHAM, ONT.

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

Full lines, Nuts, Dates, Figs; Oysters, Finnan Haddies, etc.

If you want "The Best" at right prices, order from us.

Hugh Walker & Son, Guelph, Ont.

A SAVINGS BANK

in Ohio ordered of us last week as an investment for savings funds, 2 500 shares of stock of the **STANDARD SMELTING AND REFINING COMPANY, AT 40c. PER**

SHARE, the price at which we are now offering the first issue of the full paid non-assessable stock of the company. **THE UNION CONSOLIDATED OIL COMPANY, AT 25c. PER SHARE.** The Consolidated Oil now have producing properties that are earning **Over 3 Per Cent.** Monthly on the stock sold. **MONTHLY DIVIDENDS WILL BEGIN IN MAY** and the Smelter Company will easily earn **20 Per Cent. Per Annum** as soon as the plant is in operation in August. **Dividends of from 12 per cent. to 20 per cent. per annum** are being paid regularly each month **ON THREE OF THE SIX SUCCESSFUL MINES** for which we acted as sole financial agents during the year 1900. April being the 11th consecutive dividend on one stock, the 9th on another, etc., and the other three will soon enter the dividend list. We make a specialty of legitimate working mines, dividend properties and the treasury stock in promising mines. **FIRST ISSUES AT LOW PRICES** which invariably pay the investor unusually large profits, and by our combination plan of dividend payers and first issues have never made a loss for a customer.

Prospectuses of the smelter and oil properties, order blanks, etc., and also booklets of new mines and dividend-payers, special combination plan, latest reports from the properties and full particulars mailed free to any one interested.

W. M. P. McLAUGHLIN & CO., Bankers and Brokers

HEAD OFFICE: The McLaughlin Buildings, St. John, N.B.

BRANCHES:
Confederation Building, - Toronto.
Temple Buildings, - Montreal.
Metropole Building, - Halifax.

General Managers Canada Branch:
Douglas, Lacey & Co.,
New York and London.

charged, is then coated with a layer of well-tamped clay, and placed in the sun to dry or to ripen, as the simple people who prepare it say in their own tongue. By the time when the caly is well baked, the pulp or paste within has been dried into a fine yellow powder, and is then fit for use. Many people, ignorant of this fine art of the Incas, have supposed, quite naturally, that these aji-laden gourds, with their exquisite flavor and refined taste, were some uncommon and little known natural fruits. The other method of preparing aji is to grind the seeds with the pods, which simply adds greater pungency to the pepper, and is always used in the preparation of maize, or Indian corn, which is boiled in its own husk with much aji, and surpasses in flavor and pleasantness any vegetable curry of the East. The gourds of aji, when thoroughly ripe, are cleansed of their coating of clay, tied up in suitable leaves, well secured by the fibre of the aloe, and much resemble when ready for market reeves of long onions, a dozen gourds making up one reeve of aji. The cost of these in the good old times was 1s. 3d. for a dozen gourds; what the price may be now is only known on the exchange. Time was when some of the old families of the interior who had passed their lives in ignorance of railways, daily newspapers, and quotations of the state of the markets, had their own special way of preparing aji, mixing with it some delicately scented bark ground to powder, or other salutary substance known only to the reticent Indian. From such houses no visitor was allowed to take his departure without carrying with him a supply of the latest made aji; no traveller went to the capital of any of the coast towns, but he carried with him some of this excellent pepper as a present to the archbishop or bishop of the diocese, the Ladies of Santa Rosa, or the good Fathers who once a year went long journeys to baptize the children, marry their parents, and otherwise maintain the influence and authority of the Church in the remote parts of the earth. But even this good custom is fast dying out."

TO IMPROVE STEAMER VENTILATORS.

It is reported that Prof. Robertson, Commissioner of Agriculture, has originated a scheme to ventilate holds of steamers carrying cargoes of foods, especially apples and cheese. These products, and, in fact, most products, are undergoing constantly chemical changes which produce heat. When the cargo is confined in the hold of a steamer and no air permitted to reach it the heat accumulates in a surprising way, and in the case of hay and cotton, cargoes have frequently been set on fire in this fashion. The heat generated by apples and cheese, while confined in the holds of steamers, is believed to affect both their flavor and their keeping qualities. At the present time in most ships there is circulation, maintained by means of fans, but the present scheme

is said to be more thorough in that it will get rid of cargo-generated heat by completely replacing the heated air of the interior of the ship with cooler air from without.

ABUSE OF DISCOUNTS.

One of the flagrant abuses in trade to-day, writes F. H. Woodward in an exchange, is the taking of discount on bills long after the time allowed for discount, one which when figured in dollars and cents would astonish manufacturers and dealers and open their eyes to one of the reasons for the lack of profit in the past few years. The manufacturer or dealer is in a great measure to blame for this abuse, as in his zeal to increase his sales he becomes lenient to a degree, and believing or fearing that his competitors permit the evil, relaxes his vigilance, and his customers finding no rebuff in their robbery, for robbery it is, grow bolder, and from a few days' overtime they go to such lengths that they demand the discount on bills when goods arrive, or claim to have certain days to draw checks, or give some other plausible excuse, resenting any protest from the vendor as unwarranted and uncalled for, claiming that the vendor's competitors allow it.

Should you go to a bank to have a note for \$500 payable in four months discounted at 6 per cent., the interest or discount of \$10 would be deducted and you would be given the balance and would not expect any different treatment. But if you sell \$500 worth of merchandise to a customer, at four months, discount 2 per cent. ten days, and the customer takes twenty days to discount, he has robbed you of ten days' interest and you permit it. Figure up the interest you lose by this injustice and you

will realize the robbery you are suffering. The remedy lies in your own hands. Insist that if bills are to be discounted in ten or fifteen days, or whatever time is customary in your line of business, those terms be acceded to. If customers refuse, show them in unmistakable terms the injury to yourself and their own loss of credit, for beyond doubt their credit is injured far more than they realize by their own acts and we believe the abuse will be rectified. All abuses are small at first and only become evils as they are permitted to grow. So reform may be slow at the start, but let manufacturers and dealers take a firm stand for the principle and the abuse will be ended.

THE MALAGA ALMOND CROP.

United States Consul Ridgely reports from Malaga, March 15, 1901: "Inquiries have been made from the United States as to the prospect of the coming almond crop in this district. It is considered too early here to speak with any confidence of the crop. Indeed, I am assured by experts that nothing positive can be said before the 1st of May. In so far, however, as one can vaguely judge at this time, the crop is fully as promising as at the same period last year; but the winds of March and April are to come yet, and until they have passed nobody knows what the almond crop will be. Incidentally, I may state that it is likely the frost has done some damage in the neighborhood of Granada, but probably not to any great extent. Of last year's crop of almonds, many boxes still remain in Malaga unsold on account of the high prices demanded. This fact, perhaps, has influenced certain persons to assume that the almond crop this year will be small, but there is no valid reason for any such conclusion."

POPULARITY

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

EMPIRE

SMOKING TOBACCO

In 5, 10 and 15c. Plugs.

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

EMPIRE is well advertised.

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

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

GILLARD'S PICKLE—Cases of 2 Dozen.

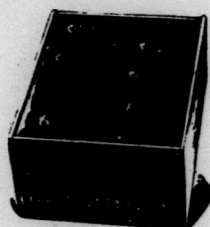
5-Case Lots and over \$3.20 Per Dozen.
Less Quantity, 3.30 "

GILLARD'S SAUCE

is a good sauce, none better 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.



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 & SMYLLIE

Established 1845. BROOKLYN. N.Y.

EASILY DIGESTED

The Graham Wafers

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

Try a Tin and be Convinced.

THE GARDINER BISCUIT CO., Kingston.

W. A. McClean, Owen Sound,

has sold out his pork-packing house, and has only until the 25th of April inst. to make delivery of contents. He offers, subject to tender, to that date, or any time between now and then that may please. Say, 250 Hams, S. P., 10 to 16 lb.; 200 Backs and Bellies, S.P.; 120 Spiced Rolls; 100 Backs and Shoulders on salt. (Dry Salt) 25 Sides, P. C. Bacon, 30 to 40 lb. All f.o.b. here. This is as nice a lot of meat as it is possible to make.

W. A. McCLEAN & CO.

BASKETS

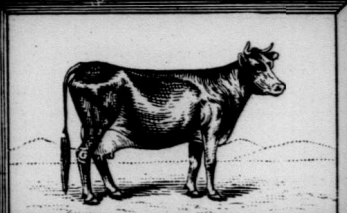
We make them in all shapes and sizes. We have

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

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

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

DWIGHT'S



SODA

It's Not Only The Men

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

John Dwight & Co., Toronto and Montreal

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

HEALTH is WEALTH.

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

HIRES ROOTBEER is a tonic as well as a beverage.

Be sure you sell them HIRES.

Price may be a little high, but the best pays in the long run.

All Wholesalers keep it.

Here is our PUSH—it deserves yours. Get up and hustle. Send us your order for One Gross Hires Rootbeer Extract, giving your jobber's name through whom you wish

it filled, and we will send you One Case (2 dozen bottles) Hires Carbonated Rootbeer, FREE.

Your gain, \$2.40 besides the freight on the extract. This offer closes June 1st, 1901.

PRICE TO DEALERS.

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

SEND YOUR ORDER TO....

W. P. DOWNEY, Sole Canadian Agent,
20 and 22 St. Peter Street, MONTREAL.



"THE EDWARDSBURG BRANDS"

Starch .. and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**
ASSORTED STOCKS of all styles of packages, and **PROMPT SHIP-
MENT** guaranteed.

EDWARDSBURG STARCH CO'Y, Limited,
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO.


DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

COFFEE		FOOD.		LICORICE.		MATCHES.	
JAMES TURNER & CO. per lb.		Robinson's Patent Barley 1/4 lb. tins 1 25		YOUNG & SMYLLIE'S LIST.		Eddy's Telegraph, single cases \$3 70	
Mexca	0 32	" " 1 lb. tins 2 25		5-lb. boxes, wood or paper, per lb .	\$0 40	five cases	3 50
Damascus	0 28	" " Groat, 1/2 lb. tins 1 25		"Ringed" 5 lb. boxes, per lb.....	0 40	Telephone, single cases	3 60
Cairo	0 20	" " 1 lb. tins 2 25		"Aome" Pellets, 5 lb. cans, per can..	2 00	five cases	3 40
Sirdar	0 17			"Aome" Pellets, fancy boxes (40)	1 50	Eagle Parl r, single cases....	1 60
Old Dutch Rio	0 12 1/2			per box.....	2 00	five cases.....	1 50
TODHUNTER MITCHELL & CO.		GILLETT'S POWDERED LYE.		MUSTARD.		MINCE MEAT.	
Excelsior Blend.....	0 32	4 doz. in case	\$3 60	COLMAN'S OR KEEN'S.		Wetley's Condensed, per gross, net \$12 00	
Jersey	0 29			D. S. F., 1/4 lb. tins, per doz.		per case of doz., net..... 3 00	
Rajah	0 30	JAMS AND JELLIES		" 1 lb. tins, "		ORANGE MARMALADE.	
Old Government Java.....	0 28 0 30	SOUTHWELL'S GOODS. per doz.		" 1 lb. tins, "		T. UPTON & CO.	
Maracibo	0 18 0 20	Frank Magor & Co., Agents.		Durham, 4 lb. jars, per jar		1-lb. glass 2 doz. case, per doz.. \$1 00	
West India	0 16 0 18	Orange Marmalade..... 1 50		" 1 lb. tins, "		7-lb. pail 6 pails crate, per lb.... 0 07 1/2	
Rio, choice	0 12	Clear Jelly Marmalade		" 1 lb. tins, "		PICKLES.	
CLOTHES PINS		Strawberry W. F. Jam..... 2 00		" 1 lb. tins, "		STEPHENS'	
BOBOKH BROS. & CO.		Rasperry " "		" 1 lb. tins, "		A. P. Tippet & Co., Agents.	
Clothes Pins (full count), 5 gross in	case, per case..... 0 55	Apricot " "		" 1 lb. tins, "		Patent stoppers (pints), per doz..... 2 30	
4 doz. packages (12 to a case).....	0 70	Black Currant " "		" 1 lb. tins, "		Corked " "	
6 doz. packages (12 to a case).....	0 90	Other Jams, W. F. 1 55		" 1 lb. tins, "		BAYLE'S.	
EXTRACTS.		Red Currant Jelly..... 2 75		" 1 lb. tins, "		Robert Greig & Co., Toronto, Agents.	
HENRI JONAS & CO. Per gross.		Jams— T. UPTON & CO.		" 1 lb. tins, "		1/2 Pint. Pints.	
1 oz. London Extracts	\$6 00	1-lb. glass jars 2 doz. in case, per doz		" 1 lb. tins, "		Pandora, per doz..... \$2 15 \$3 60	
1 oz. " " (no corkscrews)	5 50	5-lb. tin pails, 8 pails in crate, per lb		" 1 lb. tins, "		Sliced Sweet	
2 oz. " "	9 00	7-lb. wood pails, 6 "		" 1 lb. tins, "		Hot Stuff	
1 oz. Spruce essence	6 00	14-lb. wood pails, per lb		" 1 lb. tins, "		Tobasco Sauce, 2-oz. bottle, per doz. \$4 25	
2 oz. " "	9 00	30-lb. " "		" 1 lb. tins, "		Tobasco Pods in vinegar, 1/2 pt. 3 25	
2 oz. Anchor extracts	12 00	Jellies—		" 1 lb. tins, "		QUICKMAID RENNET	
4 oz. " "	21 00	1-lb. glass jars, per doz.....		" 1 lb. tins, "		TABLETS.	
8 oz. " "	36 00	7-lb. wood pails, per lb.....		" 1 lb. tins, "		Single dozens..... \$0 85	
1 lb. " "	70 00	14-lb. " "		" 1 lb. tins, "		1/4 gross, with or without wooden bxs. . 2 40	
1 oz. Flat	9 00	30-lb. " "		" 1 lb. tins, "		Retail 1/2c. per package 10 Tablets make	
2 oz. Flat, Anchor extracts	18 00	KNIFE POLISH.		" 1 lb. tins, "		10 Quarts for 10 cents. Recipe book with	
2 oz. Square	21 00	Nixey's "Cervus" 6d. and 1s. tins		" 1 lb. tins, "		each package.	
4 oz. " " (corked).....	36 00	For price list and sliding scale apply W. G.		" 1 lb. tins, "			
8 oz. " "	72 00	Nixey 12 Soho Sq. London, Eng.		" 1 lb. tins, "			
Per doz.				" 1 lb. tins, "			
4 oz. " glass stop extracts	3 50			" 1 lb. tins, "			
8 oz. " "	7 00			" 1 lb. tins, "			
2 1/2 oz. Round quintessence extracts	2 00			" 1 lb. tins, "			
4 oz. Jockey decanters	3 50			" 1 lb. tins, "			

SODA.—COW BRAND



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

SOAP



A. P. TIPPETT & CO.,
MAYPOLE SOAP
WASHES & DYES

Maypole Soap, 20 colors
Maypole Soap, black
Maypole Soap, per gross \$10.20
Ortolo Soap, per gross \$10.20

Gloriola 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, 1/2 gross boxes... 10 00
Sun Paste, 5c. size, 1/2 gross boxes... 5 00



STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.



ENAMELINE

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
Edwardsburg Silver Gloss, 1-lb. pkg. 0 07
Kegs Silver Gloss, large crystal 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

KINGFORD'S OSWEGO STARCH



SILVER GLOSS (40-lb. boxes, 1-lb. pkgs. 0 08 1/2)
GLOSS (12-lb. boxes each crates) 0 08


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 0 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
Blue Label, 1's, 1/2's, 1/4's and 1/8's. 0 30 0 40
Red Label, 1's and 1/2's 0 36 0 50
Gold Label, 1/2's 0 44 0 60

KOLONA PURE CEYLON TEA



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

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

CROWN BRAND

Wholesale Retail.

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

"SNELLINGS PATENT"

English Breakfast Hopped Tea, 29c.; retail, 40c.
A. Waddell & Co. Agents, Toronto.
Samples on application.




RAM LAL'S PURE INDIAN TEA



MADE IN INDIA
MANUFACTURED ABSOLUTELY PURE
AS MANUFACTURED IN THE
GARDENS OF INDIA.

Cases each 60 1-lb..... 0 36
" " 60 1/2-lb..... } 0 35
" " 80 1-lb..... }
" " 120 1/2-lb..... } 0 36

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



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

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3 1/2's, 5s and 10s... 0 39
Royal Oak, 2 x 3, Solace, 8s 0 52
Something Good, 7s..... 0 48

Chewing—Bobs, 5s and 10s 0 36
Currency, 13 1/2 oz. bars, spaced 9s.. 0 39
Currency, 6s and 10s 0 40
Old Fox, Narrow 10s..... 0 44
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44
Snowshoe, pound bars, spaced 8s 0 44
Snowshoe, 2x4, 6s..... 0 44
Pay roll, 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, 40 packages to case..... 3 30

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

Mediterranean Fruits
Granulated and Raw Sugars
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni
White Castile Soap


C. A. CHOUILLOU & CIE.
14 Place Royale (Customs House Sq.) MONTREAL.

"Daisy Fruit"

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

THE HOME CAKE CO.
QUELPH. ONT.

ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

Soap

"IMPERIAL" and "SNOW"
Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

C. P. FABIEN

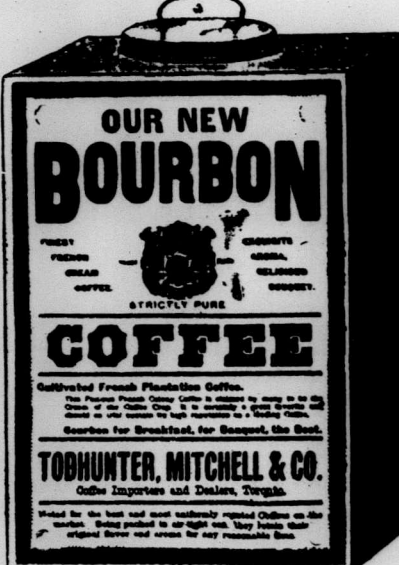


Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3169 Notre Dame St., MONTREAL.

Most Excellent Coffee

OUR NEW BOURBON COFFEE



OUR NEW BOURBON COFFEE

Strictly Pure

COFFEE

Guaranteed French Plantation Coffee.

TOBHUNTER, MITCHELL & CO.
Coffee Importers and Dealers, Toronto.

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

Trial Order Solicited.

TANGLEFOOT Sealed
Fly
FLY PAPER



Stops the fly in his mad career. Also catches the filthy
load he is carrying, thus preventing the danger of contagion.

Long Lasting. A Cash Asset.
Order from Jobber.

The O. & W. Thom Co., Mfrs.
Grand Rapids, Mich., U.S.A.



ASK FOR

MOTT'S

BUY

Star Brand

**COTTON
CLOTHES
LINES**

—AND—

**COTTON
TWINE**

Can be used for twine or Sial or Manila

For sale by all Wholesale Dealers
See that you get them.

Butter Tub

season is near.

30-lb. and 50-lb.

PROMPT SHIPMENT.

WALTER WOODS & CO.
HAMILTON.

Subscribers wanting goods or special
quotations on anything anywhere in Canada
at any time, can get them by mail or wire
by corresponding with THE CANADIAN
GROCER, Toronto or Montreal.

COX'S GELATINE Always
Trustworthy
ESTABLISHED 1726.

Agents for Canada:

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D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

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ON WATER**

**CONCENTRATED GRAPE WINE
VINEGAR**, best and most economical
Vinegar made. One gallon Concentrated
makes 25/27 gallons Standard Vinegar—
Great saving in weight and freight. Write
for sample.

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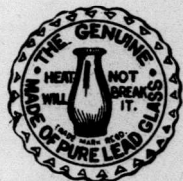
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