

**PAGES  
MISSING**

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

# Peek, Frean & Co.'s

CELEBRATED



## VENICE WAFERS FLORENCE WAFERS CHERRY WAFERS

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

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

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

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

<p><b>Corn Brooms</b></p>	<p><b>BROOMS</b></p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck" ...</p> <p>Always reliable and as represented.</p>
<p><b>STANDARD BRANDS</b></p>		
<p>"GEM" "WIRE" "SNOW" "OORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety. Low Prices.</p>		
<p><b>WHISKS</b></p>	<p><b>Corn Whisks</b></p>	
<p>The H. A. Nelson &amp; Sons Co., Limited 59 to 63 St. Peter Street MONTREAL Toronto Sample Room: 56 and 58 Front St. West</p>		



*Every Sale You  
Make of . . . .*

**MILLAR'S  
PARAGON  
CHEESE**

Is a good advertisement for your store, as the purchaser soon discerns its superior quality and can't help talking about it and where it was procured.

**IT PAYS TO BUY IT,  
IT PAYS TO SELL IT.**

**The T. D. MILLAR PARAGON CHEESE CO.,  
INGERSOLL, ONTARIO.**

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



**W. B. & C. Spiced Gherkins { Kegs  
Sweet Gherkins { 1/2-Barrels  
Barrels.**

Waldorf Relish      French Mustard  
Waldorf Catsup      and Horse Radish Mustard  
Sweet Pickles      Spiced Pickles

*THERE ARE NO FINER MADE.*

Selling Agents

**A. E. RICHARDS & CO., 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 BOTTLE.**

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.**



## “Confidence Begets Success.”

You can make a better and stronger argument for trade if you have absolute confidence in the quality of the goods you sell, and you can put more vim, vigor, life into your appeal, because—“confidence begets success.”

No better, stronger argument for trade is wanting than **quality**—no higher quality exists than what is found in these three standard brands we name below.

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

Of greatest strength because of its nearly perfect purity—98 50 100 of pure Bi-Carbonate of Soda in it. The grade runs as evenly as the cut of a die. Made by the United Alkali Company, of Great Britain, one of the largest producers in the entire world.

## Fry's Cocoa and Chocolate.

Fry's Cocoa has the unequalled strength of absolute purity—no flavoring, drugs or chemicals in it.  $\frac{1}{4}$ -lb. tins retail at 25 cents and make 50 cups of Cocoa, or twice as much as any other brand. Fry's Diamond Chocolate has won gold and diamond medals for the makers, because “Quality counts.”

## Stower's Concentrated Lime Juice.

The very finest, strongest, purest Lime Juice that specially grown Limes, unequalled skill and money can produce. 20% stronger than all others, because **concentrated**. No musty flavor. Prepared particularly for Colonial trade. Put up now in clear bottles, known as “Pale Gin” bottles, with new, handsome and very attractive labels. “The Lime Juice that draws trade.”

ARTHUR P. TIPPET & CO., Agents,  
MONTREAL.

# Axle Grease

As the weather grows warm does the Axle Grease you handle ooze through the boxes, run across the floor or sidewalk and give you any amount of trouble? We make the 1,000-Mile Axle Grease, a fine grease not affected by heat or cold. It is put up in tin or wood boxes, pails, tubs, barrels, etc. You should handle 1,000-Mile Axle Grease, for it is the best.

## WE ALSO MANUFACTURE

1,000-Mile Carriage Oil, Campbell's Harness Soap, Campbell's Neats-foot Harness Oil, Campbell's Harness Oil Blacking, Campbell's Harness Polish, Campbell's Hoof and Fly Ointment, Campbell's Top Dressing, Campbell's Leather Preserver, Belt Dressing, Belt Oil, Engine and Cylinder Oils, Shafting, Journal and Roller Greases.

## WE PAY THE FREIGHT

and make no charge for packing boxes or carting.

**THE BEST. — We Make One Grade Only. — THE BEST.**

SEND FOR PRICE LIST.

**THE CAMPBELL MANUFACTURING CO.,**  
FORT ERIE, ONT.

Our Special Brand of

# Golden Syrup Vinegar . .

Is the perfection of the art  
of vinegar manufacture.

Sparkling . . .

Beautifully-Flavored

And Free from Sediment

Solely Manufactured by

**THE WILSON, LYTTLE, BADGEROW CO.**  
TORONTO.

Limited

*A Letter  
That  
Speaks for Itself!*

*Merlin, Ont., April, 1900.*

*The Tillson Co.,  
Tilsonburg, Ont.*

DEAR SIRS:

Please ship to our address 5 barrels of your Pan-Dried Rolled Oats, and 1 barrel Molina Rolled Wheat. Kindly rush goods as we are just out, as we have sold double the quantity of Rolled Oats since we put your goods in stock, and have made a special ad. about it. We are,

Yours truly,

MARSHALL & ARCHER.

P.S.—Cheque enclosed to cover last invoice.

**"Friends  
in  
Need."**

A man who can't get a good cigar to smoke in warm weather is like a ship without a rudder. Give him a good cigar at a fair price and you win a customer who is likely to prove "a friend in need."

If you are not running a line of good cigars at popular prices in connection with your grocery store you are losing many "friends in need." Let me send you a trial order of an assortment of a thousand or more of my cigars—I'll pay the freight. All you have to do is to state the price you wish to pay per thousand and colors wanted.

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

**EXTENDED  
INSURANCE.**

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

**Confederation  
Life Association.**

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

**W. C. Macdonald,**  
Actuary.

**J. K. MACDONALD,**  
Managing Director

**GILLARD'S PICKLE.**

Known the world over as the highest quality that can be obtained in a pickle. 5,000 leading hotels and restaurants throughout Great Britain use them exclusively. In Canada their popularity is rapidly increasing as they become better known.

Packed in cases of 2 doz.: 5-case lots and over, \$3.20 per doz.  
Less than 5 cases, 3.30

**GILLARD'S SAUCE.**

None Better—Delightful for Gravies, Soups, etc. 5 doz. and over, \$1.40 per doz.  
Less quantity, 1.50

**SOLD BY ALL WHOLESALE GROCERS IN CANADA.**

GILLARD & CO., The Vintry Works, Walthamstow, London, Eng.  
SOLE MANUFACTURERS.



**PURNELL'S  
MALT VINEGARS**  
Brewery, Bristol, England.

AGENTS:

St. John's, Nfld.—Wm. Barker, Water St.  
Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.  
Halifax, N.S.—J. Peters & Co., 47 Upper Water St.  
St. John, N.B.—Robert Jardine.

Montreal—J. M. Kirk, Imperial Buildings, St. James St.  
Toronto—J. Westren & Co., 73 Carlton St.  
Hamilton—Imperial Vinegar Co.  
Winnipeg—A. Strang & Co., Portage Avenue.  
Vancouver, B.C.—C. E. Jarvis & Co., 101 Holland Block.

# New York Ginger Ale

Manufactured by the most modern and improved machinery—on strictly scientific principles—  
from only the purest ingredients.

**THE RESULT**—A Delightful, Refreshing, Invigorating, Healthful Summer Drink.

Packed one dozen in a case—5 case lots delivered as far East as Belleville, and as far North as Sundridge—  
80cts. per dozen. Points beyond these are 10cts. per dozen higher.

WE ARE WHOLESALE AGENTS FOR ONTARIO.

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



## Dalley's IMPERIAL SHOE and LEATHER Polish.

There is nothing that will give such a high polish on box calf, goat, seal, vici kid, dongola and all black and colored leathers. Put up in tan, black and chocolate. Manufactured from pure oils, and will keep the leather soft and pliable.

SOLD BY ALL DEALERS AND WHOLESALED BY

**The F. F. Dalley Co., Limited - Hamilton.**

# Essence of Coffee

You want  
the best.

Order



**Rose & Laflamme**

Agents MONTREAL.



**Batty & Co.**

ESTABLISHED 1824.

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



Makers of High-class

INDIAN  
CURRIES  
AND  
CHUTNIES.

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.

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

PUBLISHED  
EVERY  
FRIDAY

THE  
**CANADIAN GROCER**  
AND  
GENERAL  
STOREKEEPER

CIRCULATES  
IN EVERY  
PROVINCE

VOL. XIV.

TORONTO AND MONTREAL, MAY 18, 1900

NO. 20

### REQUISITES FOR SUCCESS.\*

By J. C. Saltzman.

**F**ROM the standpoint of the country merchant, may I claim the attention of my fellow grocers? I shall not promise to direct you to success, but wish only to state a few facts that will prevent it if they are not avoided.

I hope the committee who assigned the topics for discussion will pardon any irregularity that might take place, because the subject is far beyond my power to reach. I have tried hard enough to be successful, and have been, in a measure, but for the fact that the entire time engaged in the grocery trade the road has been an uphill one against unscrupulous competition. I imagine the same conditions exist all over the State in country towns and villages.

How many of us find the

**TRADE PRICE ON COUNTRY PRODUCE** prevailing instead of the cash price, which is a very unfortunate state of affairs, if followed out, as many do? Estimating from a cash basis, a business career is rugged enough, but exchanging goods bought for cash for butter, eggs and other produce at a fabulous price is one certain to be a continual source of dissatisfaction, and, worse yet, a very unprofitable one. This system is in full blast in many districts, and is one we have been facing for some time, and I firmly believe that if these methods had been adopted we should not be able to claim a membership in the association. We have been

**CONSTANTLY ON THE DEFENSIVE,** depending on good, reliable goods to carry

\* Paper read at the convention of the Iowa Grocers' Association.

us along, while some of our competitors (the department and racket stores) have put out the cheapest stuff they could find, and at such ruinous prices that the difference would seem large, yet there are enough of this class of trade who appreciate the difference and ask for and will have the better article. A competitor who had seemingly unlimited capital and certainly unlimited credit followed out the play of paying two prices for produce, and made desperate efforts to

#### SELL HIS GOODS FOR CASH

regardless of what they cost, besides advertising extensively that other merchants were skinning their patrons and what a good thing it would be for everybody if they would come and trade at his store. Need I say that after about four years of this kind of business this firm went to the wall, owing the enormous amount of \$120,000 to patrons for produce and to wholesale houses for goods, and all the time selling strictly for cash? And within the last few weeks, the Federal court has ordered the referee in bankruptcy to distribute among the creditors about \$39,000, showing a deficiency of \$81,000.

Shall we call this foolishness or dishonesty? At any rate, we are not supposed to know, but the fact remains just the same. But the real wonder is: How did the smaller concern hold out against such miserable competition? Several times have patrons and friends asked why things were so, and to those whom we thought would treat us fairly we have taken the pains to show how narrow our margins were, and,

further, showing them where it would be positively ruinous to take business on any other than a profit-earning basis.

The idea of

#### SELLING STAPLE GOODS AT A LOSS,

just because your neighbor does, is not a rational excuse, besides being dangerously foolish, and no man can hope for success who follows such a course. The man who will do business strictly on business principles, and handle the very best goods that it is possible for him to handle, cannot do two things that will help him more. Everybody wants good goods, and, in localities where there is such a craze for cheap goods, the fault may be often charged to the dealers themselves. Then, too, a business established on the right basis and with the right kind of goods becomes known to the trade, which is the very best kind of advertising a place can have; your patrons are easier to serve, and the pleasures of the grocer are unbounded.

Selling goods is not the only thing that the proprietor must see to. Every detail must claim a portion of his time. There are many things of minor importance which, if neglected, may change a paying business to one of disappointment and loss. I mean that the proprietor should do a good job of supervising and see that his ideas are carried out. No matter how trustworthy and energetic the employees are, what might seem only minutes to them may mean dollars to the owner.

It seems useless to bring such things up as pointing out some of the duties of owners and managers of the average business concerns, and especially for those who may have given the best part of their active business lives to the very business they are





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.

now engaged in, and who are merely existing because they are in the same rut they have been in for years, adopting nothing new, and honestly believing everybody else's way worthy of no consideration. There is such a thing as a man going beyond the requirements of his business needs, but if he will watch his progressive neighbor,

#### LISTEN TO SUGGESTIONS

of his wide-awake patrons and read good grocery trade literature, use common "horse sense," he certainly cannot make a mistake.

Good business ideas come to us from men of experience, and let us apply them to our best advantage, if they are good at all. Following this, I would refer to the habit of overbuying as a bad and unprofitable practice. We are often held out inducements in the way of large quantities to get a price. It is very necessary to get supplies at the lowest possible price, but if this is the only reason a man has for quantity buying he had better let it pass by.

#### GOODS AT HALF PRICE

that you cannot use is that much of tied-up capital. Every business man knows this. It has previously been hinted that we are in many ways to blame for the kinds of goods in demand in our respective localities, and we will find it no small undertaking to change the conditions after once being thoroughly established. You get people in the habit of buying good reliable goods and it is seldom you can get them to take anything else. If you do succeed in sticking on to them a mean and cheap thing, you will soon hear from it. The trade habit has developed so thoroughly in many of us that an inducement to take hold of "scheme" goods is hard to resist. While there are some goods of merit sold under the plan, those manufactured expressly for the purpose are not what dealers in good articles should have. Every man's hobby should be the very best that is possible for him to handle. Sell them for a living profit,

regardless what others do, and when it is necessary to take country produce, don't pay more than its cash value. Bluntly speaking, be manager of your business all the time.

#### GOOD PICKLES AT A FAIR PRICE.

THE CANADIAN GROCER wishes to direct the attention of its readers to the advertisement of Gillard & Co., of London, Eng., which appears on another page.

This firm have for over a quarter of a century been manufacturing their celebrated pickle and sauce, which have now a world-wide reputation. Almost wherever the British flag floats these goods are being handled with satisfaction and profit by the trade, and are constantly making new friends and strengthening their hold upon consumers who can appreciate a really good pickle and sauce, at a fair price.

Agencies were established in Australia some years ago, and to-day that colony takes thousands of dozens of these delicious relishes to supply the demand there. As a tribute to the superiority of Gillard's pickle and sauce, they have for some years been used on the men-of-war of the British navy, and over 5,000 of the leading hotels and restaurants throughout Great Britain and Ireland use them exclusively. So large has the demand become for these table relishes that several extensive additions have recently been made to Gillard & Co.'s already large and unique establishment in London, to enable them to cope successfully with the increasing number of orders they are called upon to fill.

In Canada, during the past few years, a considerable quantity of the pickle and sauce has been handled by the leading grocers, and no effort is being spared by the enterprising manufacturers to increase the interest in the sale of their goods among the wide-awake, progressive trade of this country.

The pickle is a combination of the finest

English pickling vinegar, choicest vegetables and Eastern spices, the liquor of which is a happy blending of piquancy, sweetness and acidity, forming a well-balanced and delicious appetizer. Besides being a stimulant to the appetite, the manufacturers claim for their pickle valuable properties as an aid to digestion.

The sauce is particularly adapted for soups, gravies, etc., to which it imparts a delicious flavor.

#### INQUIRIES REGARDING CANADIAN PRODUCTS.

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

1. A Scotch firm of import and export commission merchants who handle large quantities of biscuits, and confectionery for export, would like to hear from Canadian houses seeking export openings.
2. An Italian company manufacturing explosives asks for samples of Canadian Albertite cannel coal, of which a considerable quantity could be used if quality and prices are satisfactory.
3. There are several applications for samples and prices of Canadian sea grass.
4. A London firm of importers want immediately 8,000 to 10,000 cords pulp wood, poplar and spruce, and invite quotations.

#### KHAKI UNIFORMS FOR CLERKS.

E. A. Stevens, who has just returned from an organizing trip throughout the Eastern States, says that all over Massachusetts the retail grocers and their clerks, when behind their counters, appear in "full uniform." They dress either in white linen dusters or khaki-colored duck suits, with a skull cap to match. These uniforms are kept scrupulously clean, and, like the great majority of the stores, are inviting and wholesome looking.—Inter-State Grocer, St. Louis.

Richard Fitzgerald, president of The R. Fitzgerald Co., Limited, grocers, etc., St. Catharines, Ont., is dead.

**Snaps at our Prices** are following brands of **SALMON:**

"Lowe Inlet," "Maple Leaf," "Nimpkish," "Capital," "Arctic,"  
 "Ocean," "Golden Net"; also "Aylmer," "Bowlby," and other brands  
 Canned Fruits, Vegetables, etc., for future delivery.

**LUCAS, STEELE & BRISTOL,** **WHOLESALE GROCERS** **Hamilton.**

**SALMON FUTURES FOR 1900**

\$1.00 per case higher than last season, with heavy buying  
 on at this advance. We are sellers at interesting prices of  
 the following well-known brands, 1899 pack:

- "Lynx" Salmon,*
- "Maple Leaf" Salmon,*
- "Clover Leaf" Salmon,*
- "Star" Salmon,*

ALSO *Cohoos and White Salmon, good brands.*

**JAMES TURNER & CO.** **WHOLESALE GROCERS** **HAMILTON.**

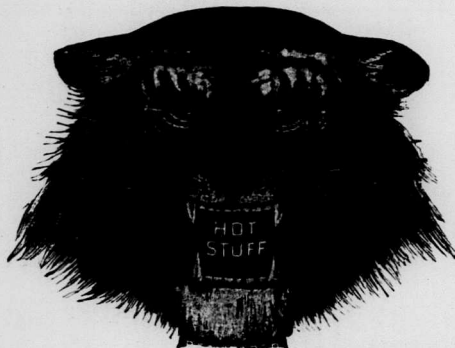
**CANADA'S CANNED FISH**

- Sardines, all grades
- Oval Kippered Herring
- Oval Kippered Haddies
- Scallops
- Clams
- Clam Chowder

Every Tin Guaranteed

Order from your wholesale grocer.

**JOHN SEALY, St. John, N.B.**



MADE BY

**GEO. A. BAYLE,**

FOR SALE BY Wholesale and Retail Grocers  
 throughout the United States and Canada.

**At Last !!**

I have found something  
 hotter than I am!

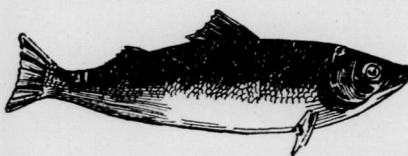
**BAYLE'S TABASCO**  
**PEPPER SAUCE.**

**ST. LOUIS, U.S.A.**

# SALMON

We have a large stock of the best grades.

CLOVER LEAF, Flats.  
CLOVER LEAF, Talls.  
MAPLE LEAF, Talls.  
HORSE SHOE, Flats.  
HORSE SHOE, Talls.



LOWE INLET, Talls.  
O-WEE-KAY-NO, Talls.  
NIMPKISH, Talls.  
GOLDEN NET, Talls.  
SUNFLOWER, Talls.

## THOS. KINNEAR & CO.,

Wholesale Grocers.

49 Front Street East, TORONTO.

### JIM BRUNSON, OF BRANCHVILLE.

"BRING in the mail Sam, and let us get rid of this loafing set," yelled out old Jim Brunson to his youngest boy. Sam was the deputy postmaster of Branchville, and Branchville was nothing more than it was 30 years before the railroad cut a slice off old Uncle Jim Brunson's farm, excepting, perhaps, that the railroad had used its influence to make a post office out of Uncle Jim's old farm house where a small stock of dry goods and groceries had been added, for this was "Branchville" now, and no longer "Jim Brunson's farm," and the demands of the neighborhood had to be supplied.

Somehow things didn't advance much; the \$80 the Department paid Uncle Jim for his trouble of handling the mail didn't keep up the taxes on the firm, and somehow things drifted kind of until one slice after another of the old farm had to go to satisfy a mortgage, and you know how things go when they begin to go. It all seemed so different before that railroad came in there and made old Uncle Jim believe he would be a multi-millionaire before Branchville was 10 years old.

But Branchville didn't grow; folks said there was nothing to make it grow. What Branchville needed was factories, for it was

a good farming district; lots of cotton was raised around there, but somehow Ridgeway had gotten a start with her gin mills, and it's just like being tail horse in a race—you lose courage and don't care much just so you make ends meet. But Uncle Jim was not making ends meet. Seemed like he sold enough sugars, teas and groceries in general to keep things going nicely, but somehow there never was a balance, nothing left to buy goods with.

One day, not long ago, I happened down that way, and that is why you have this story. I had stopped at Ridgeway and inquired about the trains and found that I could run down to Branchville, a distance of about 12 miles and have about two hours there before the next train back. I called on Uncle Jim Brunson but never told him my mission until I found out his true financial and business embarrassment.

"Uncle Jim" I said, "You have been in business in this same locality now for 30 years. True, you haven't had much to draw from, but you have had all the business for five miles around, and yet you complain of poverty and hard times. Isn't that so," I said.

I then persuaded Uncle Jimmie to allow me to run over his dusty old invoices to see just how much sugar, teas, spices, etc., he

would sell in a year, and I was surprised to find that it wasn't a lack of business but a lack of business management somewhere that made him poor. I guessed his trouble. I saw his utter lack of system about his business and so advised him, and then went at the old fellow to educate him.

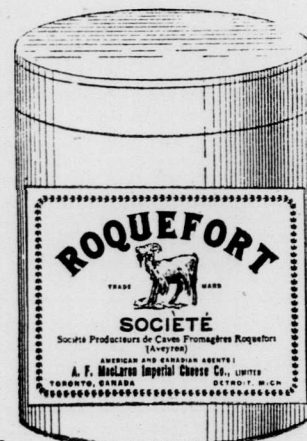
It was a little late to teach him new ideas, but I succeeded in showing the old fellow the utter uselessness of trying to get along in the old rut in which he had been traveling so long. He had been trying to please his old customers by giving them good measure on everything, and the truth of the matter was, he had given away his farm and about the last of his little store when I found him, but I rescued him, and you are going to ask me how I did it.

Well, you see, I was a traveling salesman for The Money-weight Scale Co., of Chicago, selling the computing scales made by the manufacturers at Dayton, Ohio. I talked the old man into putting our profit-saving system into his store, and he is saving money. He has stocked up a nice little store again; has long since paid for his scale, which I sold him on easy monthly payments, and they tell me the old fellow is the happiest fellow in the county, and that Branchville is taking on new airs and everything seems prosperous.

to buy our Goat  
Brand Roquefort  
Cheese (in white  
opal jars).  
You find that, like  
Imperial Cheese,

It's  
Not  
a  
Gamble

every jar of it is  
exactly like every  
other jar --- as  
perfect as we  
know how to  
make it.



# SARDINES

$\frac{1}{4}$ 's Flat.  $\frac{1}{2}$ 's Flat.

We offer for prompt shipment  
**Fine French Fish** in  
splendid oil. Keyed tins.

CHEAP

## THE DAVIDSON & HAY, LIMITED

36 Yonge Street

Wholesale Grocers

TORONTO



### POORLY CLEANED FRUIT.

Editor CANADIAN GROCER,—We notice an extract in your valuable paper from The Merchants' Review under the above heading, which states that so-called cleaned currants have reached the consumer that have to be well washed before they could be used, and grocers have found it necessary to exercise care in buying these goods because of the slipshod manner in which the cleaning has been done.

The fruit complained of has either been cleaned in Greece or on this side of the Atlantic by cheap, poor machines. A number of wholesale grocers bought the currants cleaned in Greece last fall for the first time, but they are hardly likely to repeat the experiment as it was very unsatisfactory, and we have been told by different ones that they do not intend to get any more currants cleaned in that country, for they were only partially cleaned and had a dull, rusty appearance. The currants cleaned in

Canada by poor, cheap machines are not much better, and do not give satisfaction.

We are, perhaps, the largest dried fruit cleaners in this country, doing work for leading wholesale grocers in Toronto, and work turned out by the machine that we use, viz., The Cyclone Fruit Cleaner, has never been questioned or found fault with, for it does its work thoroughly and rapidly, the natural bloom of the fruit being revived and the color of the fruit unchanged—and it is used to-day by some of the largest wholesalers and manufacturers in the Dominion, among whom are The Eby, Blain Co., Limited, and The Christie, Brown Co., Limited, of this city, and there are machines in use in Halifax, St. John, Montreal and Winnipeg.

NICHOLSON & BROCK.

Toronto, May 15.

### BUTTER AND CHEESE NOTES.

The Centreton, Ont., cheese factory will likely turn out 50 cheese per week during the summer.

Another cheese factory is being started in Lower Windsor, Que., making two in that neighborhood.

The following officers were elected at the opening of the Woodstock, Ont., cheese

board, on Friday last: President, John Youngs, West Zorra; secretary-treasurer, H. S. Moore, Norwich; salesman, James Harley, Burford. The make, up to date, in the Woodstock district, has been less than the average.

Reports from the cheese factories near Lindsay, Ont., show that more milk than usual is being offered this spring.

The Seminary creamery at St. Joachim, on the Montmorency line, near St. Anne, Que., valued at \$5,000, was totally destroyed by fire last week. There was \$1,000 insurance.

Charles Hutchins, who intends building a cheese factory in Georgeville, Que., has decided, on account of the difficulty of getting lumber in time, to postpone building until fall.

Charles Stamford, confectioner, etc., Chilliwack, B.C., has sold out to Richard Hall.

C. H. Harrington & Co., grocers, flour dealers, etc., Sydney, N.S., have sold their retail grocery and crockery business to H. C. Harrington and R. M. Fulton, who continue under the style of Harrington & Fulton.



## One Drop of Ink

may sometimes do a great amount of good.

A drop of ink on a postal card addressed to us will bring you quotations and samples of the finest Marmalade, Jams and Jellies on the market—**UPTON'S**.

And the amount of good that will do your business, you will find out when customers come back again and again for "**UPTON'S**."

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

CANADIAN SELLING AGENTS,

For sale by all jobbers.

TORONTO, ONT.

## THE HANDLING OF CLERKS.

SIZING UP THE RAW MATERIAL THAT A CLERK EMBODIES.—DON'T TRY TO MAKE A \$5,000 MAN OUT OF A \$5 BOY—THE BEST WAY TO HAVE A GOOD CLERK IS TO BE A GOOD BOSS.

MY schoolteacher used to tell of the philosopher who walked the streets in daytime with a lantern, saying that he was looking for an honest man. Just so a good many grocers walk the streets with one eye "peeled" looking for a clerk, and the reason they fail to find the clerk they want is because they look too much at the money they can make out of a clerk, and not enough at the quality of the raw material that it takes to make good clerks.

In selecting a clerk, it should be remembered that you can't pin a \$5,000 education onto a \$5 boy, nor hook a \$5 man to a \$50 job; he is bound to kick out of harness.

Get a clerk that "sponds" to the work.

Now, after you get the right kind of raw material, I only know one way to make a good clerk out of it. I used to teach school in the back woods of Pennsylvania, and the only question the boys brought me which I could not solve—and they brought it every day too—was how to keep a good school. After working at it for several years, I found the answer in a little paper book, namely, be a good teacher.

I must have acquired my ignorance, for I could not have been born so dumb as not to know such a simple thing as this by intuition. To have a good clerk, be a good boss. If you are a good boss, you won't tell a clerk when you hire him that you expect to take him in as a partner after he has become acquainted with the business, but let him know that a grocery clerk must sometimes be used as a foot rug and a pack-horse, yet, if he is made of the right material, after he is tested he will begin to command the respect of his associates and of the public. Otherwise, he must drop out of the business. The law of Heaven, trades, professions and business was expressed in the words of the general, who, when asked why he marched his men over the mountains in winter, replied: "I want to kill the poor ones off, so as to have good men to fight with when spring comes."

The next thing is discipline. Subject yourself to the same discipline you impose on the clerk. Be as kind as a mother, but firm as a Stonewall Jackson, and as patient as Job. A grocery counter with the proper kind of a boss is a better school for discipline than West Point.

Then teach him to act from principle before bending to policy and expediency. Let him know that you keep store to sell goods, not your principles, and that you may sometimes act from policy, yet you

never get off the heavenbound train of principle to do so.

Finally, give him a liberal compensation and don't exact more labor than the business demands. Show a disposition to make the work as light and as pleasant as possible. The grocer who hired a clerk for \$4 per week and what he could steal, cheated himself at his own bargain. I believe that the practice of these rules will create respect and confidence, and once these are gained you can dispense with the doubtful incentives of commissions, etc. Let the clerk's salary be such as to make him a partner in the profits as well as in the work.

The application of any principle that makes a good clerk is the practice of Commodore McDonough's first rule for getting rich, namely, use the poor to advantage. Any grocer who can practise the above principles does more for the world than the college professor who writes theories on sociological problems, but who has never had his patience tried or his religion tested by careless, indifferent employees.

Now, Mr. Editor, I want just enough more space to make a stopping place for this article. "Ma, will grandpa go to Heaven?" "Why, yes, son, I hope so; what makes you ask such a queer question?" "Well, if grandpa goes to Heaven, I don't want to go, for if I was whittling sticks in one corner of Heaven grandpa would say, 'Tut! tut! boy; put that knife away.'"

From remarks that I occasionally hear from some clerks outside of business hours, I am justified in saying that they and their employers can't both be happy in Heaven. In such a case, who shall stay out—the clerk or the grocer?—J. E. Witherspoon, in Grocery World.

### WILL CONTINUE ALONG SAME LINES.

Campbell Bros. & Wilson, successors to Sutherland & Campbell, who for 18 years carried on business as wholesale grocers and tea importers in Winnipeg, have issued a circular stating that the business will be continued along the same lines and on the same principles pursued by the late firm. All goods handled by them are imported and purchased direct from the growers and manufacturers.

They state that the standard and uniformity of the "Royal Shield" brand of goods will be rigidly maintained. The

"Royal Shield" brand of baking powder is guaranteed free from alum and ammonia. Letter orders will have personal supervision, and the promise is made that prices and quality will be the same as if purchases were made in person.

### HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

ORDERS for "Ocean Wave" baking powder have been unusually numerous and large lately.

Lucas, Steele & Bristol deliver 5-case lots of Sutherland's goods.

W. H. Gillard & Co. have just received another line of "Royal" salad dressing.

Williams Bros. & Charbonneau's bulk gherkins may be had from Lucas, Steele & Bristol.

A full line of leather polishes—black, tan and chocolate—is in stock with The Eby, Blain Co., Limited.

Lucas, Steele & Bristol are offering some A1 values in Ceylon tea dust, also green Ceylon teas.

"Garden City" tomato catsup, ½ pints, to retail at 10c., is in stock with The Eby, Blain Co., Limited.

Sutherland's ginger ale, lemon sour, etc., may be had from Lucas, Steele & Bristol; also lime juice and cordial.

W. H. Gillard & Co. have just at hand a line of Paul's cylindrical shaped bottles, of splendid quality, which they are offering low.

L. Chaput, Fils & Cie are just receiving a large consignment of deliveries per ss. Montebiana. Their ad. on another page will tell you about them.

"Sovereign" lime juice and "Sovereign" raspberry vinegar, in cases of 4 doz. half-pint bottles, straight or assorted, are having a big sale with The Eby, Blain Co., Limited.

"We have an extra large stock of the well-known 'Horseshoe' brand of salmon, which we are offering at a very low figure," say L. Chaput, Fils & Cie.

A further supply of "Royal" salad dressing, half-pints and pints, and "Crown" celery salt, in 4 oz. fancy shaker bottles, has been received by The Eby, Blain Co., Limited.

L. Chaput, Fils & Cie. have a large stock of salmon on hand, and can quote very close prices on any brand wanted.

Lorimer's lemonade crystals—cartons of 1 doz. bottles, concentrated essence of the fruit, just the thing for a journey—are standard summer sellers. The Eby, Blain Co., Limited, have them in stock.

The "Salada" Tea Co. wishes to apologize for not filling orders for Ceylon green teas for their customers as quickly as they

## We Want to Anticipate

your wants before fruit season commences. Just investigate these values and act quickly—they won't last long.

250 Cs. Wentworth Apples, 3's,  
150 " Loggies  $\diamond$  Blueberries, 2's,  
150 " Garden City Lombard Plums, 2's,  
200 Bxs. Bosnia Prunes, 104/108's,

300 Cs. Red Cross Apples, Gallons,  
50 " Old Mill Peaches, 3's,  
50 " Garden City Blue Plums, 2's,  
100 Bxs. G. & S. California Prunes, 110/120's.

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

Wholesale Grocers, Manufacturers,  
Importers of Teas.

**TORONTO.**

are coming in. They expect this week to have 90 chests. There are 80 chests and 230 chests on the way, and they hope soon to be able to fill back orders.

H. P. Eckardt & Co. are offering several lines of table raisins at low prices.

Several large consignments of Ceylon teas arrived this week for H. P. Eckardt & Co.

Mallory's "Diamond" and Wagner's "Dog's Head" oyster, 1's and 2's; Burnham's clam bouillon, pints and half-pints, and Campbell's concentrated soups, 1's, are among the seasonable wants in store with The Eby, Blain Co., Limited.

Samuel R. Johnston, general merchant, Malakoff, Ont., has retired from business.

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



### PENITENTIARY SUPPLIES.

SEALED TENDERS addressed "Inspector of Penitentiaries, Ottawa," and endorsed "Tender for Supplies," will be received until Saturday 16th of June, inclusive, from parties desirous of contracting for supplies, for the fiscal year 1900-1901, for the following institutions, namely:

- Kingston Penitentiary.
- St. Vincent de Paul Penitentiary.
- Dorchester Penitentiary.
- Manitoba Penitentiary.
- British Columbia Penitentiary.
- Regina Jail.
- Prince Albert Jail.

Separate tenders will be received for each of the following classes of supplies:

1. Flour (Canadian Strong Bakers').
2. Beef and Mutton (fresh).
3. Forage.
4. Coal (anthracite and bituminous).
5. Cordwood.
6. Groceries.
7. Coal Oil (in barrels).
8. Dry Goods.
9. Drugs and Medicines.
10. Leather and Findings.
11. Hardware.
12. Lumber.

Details of information as to form of contract, together with forms of tender, will be furnished on application to the Wardens of the various institutions.

All supplies are subject to the approval of the Warden. All tenders submitted must specify clearly the institution, or institutions, which it is proposed to supply, and must bear the endorsement of at least two responsible sureties.

DOUGLAS STEWART,  
Inspector of Penitentiaries.

Department of Justice.  
Ottawa, May 5th, 1900.

### INK POWDER.

Mr. W. A. Walton, representing Cooper, Dennison & Walkden, Limited, London, Eng., was in Toronto last week in the interest of his firm who are manufacturers of various descriptions of inks, etc., among which is Walkden's blue black ink powder. It is to the introduction of the ink powders that Mr. Walton is especially devoting his attention.

The ink which this powder makes is a beautiful blue black and lasting in color, as is evident from specimens of writing made two years ago which Mr. Walton has in his possession.

The advantage of an ink powder in a

cold climate is obvious. The powder should sell well in Canada. One guarantee of its quality is the fact that a large order for it has already been placed by the Dominion Government.

Mr. Walton, who has already visited Montreal and London, left Toronto on Saturday for Winnipeg.

A special meeting of the council of Preston, Ont., was held on Tuesday to consider the petition of the Retail Merchants' Association for an early-closing by-law, which was long and earnestly deliberated on. It was finally decided that the petition should be referred back to the Retail Merchants' Association without any definite decision.

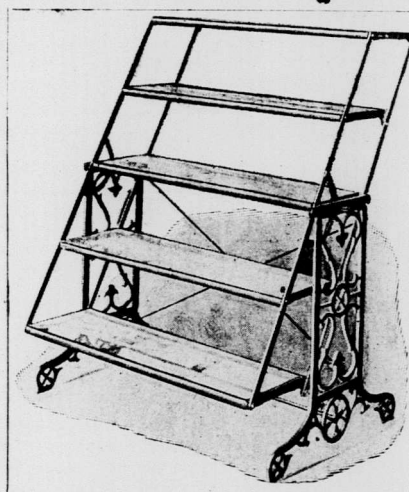
# WARNING!

## Boeckh's Adjustable Display Tables

are patented in all countries, and after this notice

### INFRINGEMENTS

will be promptly dealt with. Intending purchasers are cautioned against fraudulent imitations.



80 York Street,  
TORONTO

# Opportunity.

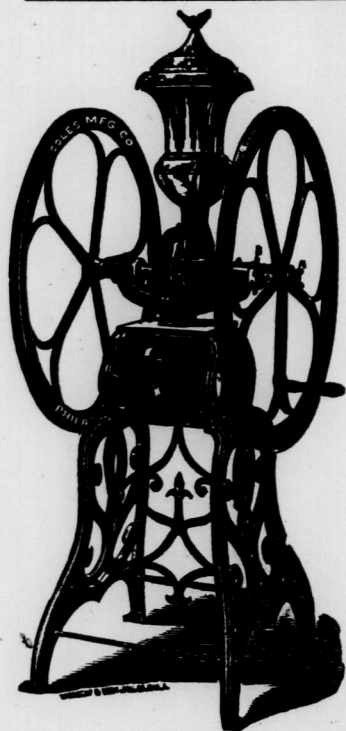
who never has to refuse a customer a widely advertised article takes advantage of his opportunities—he gets the trade that his competitor just across the street loses.

He is up to the times with the article itself—when a customer wants Windsor Salt—they know that they can get it *somewhere or somehow*. Why do they want it? Because they have learned from experience that it is absolutely pure—that it won't cake—that it is all Salt.

Sold by leading wholesalers everywhere.

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

## Windsor Salt.



## The Canadian Grocers Know

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

### COLES COFFEE MILL

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

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N. B.  
FORBES BROS., Montreal.

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

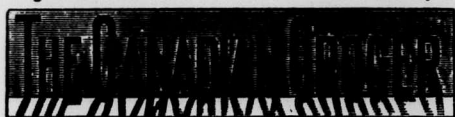
**Hudson's Soap**

**A FINE POWDER. IN PACKETS ONLY.**  
Will wash more clothes, and do more work in much less time than any other Soap.

**SOAK YOUR CLOTHES**  
with HUDSON'S, and the Dirt will slip out with about half the usual labour.

R. S. HUDSON,  
30 Front St., East,  
TORONTO.

Used in all the "Happy Homes of England."



President,  
JOHN BAYNE MacLEAN,  
Montreal.

**THE MacLEAN PUBLISHING CO.**  
Limited.

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

OFFICES

MONTREAL - - - - Board of Trade Building,  
Telephone 1255.  
TORONTO - - - - - 26 Front Street West,  
Telephone 2148.  
LONDON, ENG. - - - - 109 Fleet Street, E.C.,  
J. M. McKim,  
MANCHESTER, ENG. - - - - 18 St Ann Street,  
H. S. Ashburner.  
WINNIPEG - - - - Western Canada Block,  
J. J. Roberts.  
ST. JOHN, N. B. - - - No. 3 Market Wharf,  
J. Hunter White.

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

Subscription Canada, \$2.00 Great Britain, \$3.00  
Published every Friday.

Cable Address { Adscript, London  
Adscript, Canada.

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

**A TIMELY TOPIC.**

WHAT proportion of a man's income should he devote to his personal expenses? The question is practical and timely, for, during a good year, there is a temptation to forego the consideration of such questions and to enjoy to the utmost the full measure of the year's prosperity.

Yet, the shrewdest and the most successful business men do consider such questions. The answer to this particular question will depend so much on individual conditions that it would be folly to lay down a hard and fast ratio of expenditure compared with the net profits yielded by a business.

But, unless the circumstances be exceptional, a business man should not increase his personal expenses in the same proportion that his business grows. A grocer whose business yielded him four years ago about \$600 net a year would be justified by the stern necessities in spending \$500, but, if in the intervening years his sales increased

so as to leave \$1,000 as clear profits, it would be neither necessary nor wise on his part to spend more than \$600 or \$700.

It is by thus taking advantage of the better years that many merchants have put themselves on a sound financial basis, and have been enabled to weather the fiercest storms of depression that usually intervene between the seasons of greatest prosperity.

There is a double reason why one's personal expenses should not be unduly increased at a time like the present. In the first place, every merchant should make it a point to have to his credit, in the bank or elsewhere, a liberal amount—say \$500 or \$1,000 more than his business really needs, as early as possible, that he may be ready for the lean years. Besides, it has been found by nearly all who have experienced it that one of the most difficult things a man ever has to do is to retrench, to reduce his personal expenditures, when trade falls off. This has been found especially difficult for a man with a family, for it is no easy matter to explain to them that the sales and profits of the business are diminishing, and to persuade them to live on a more moderate basis that they have grown accustomed to in the busy years.

To prevent the necessity of this retrenchment, and to put his business on a sound basis, every business man should take from his income for personal expenses only what he believes to be justified by the average year, not what he considers justified by the present prosperous year.

He is a wise man who strives to educate his customers in regard to quality as well as to sell them goods.

**A PRUNE ASSOCIATION.**

The latest news from the Pacific Coast is to the effect that a prune association is in formation, which will govern the sale of all Pacific Coast prunes, and that a more stable scale of values for the coming season is almost assured.

It will be remembered that there was considerable irregularity last year.

Merchants who look after the interests of their customers are usually well looking after their own.

**CALIFORNIA VS. SPANISH RAISINS.**

LAST winter one of the striking circumstances in relation to dried fruits was the fact that Californian raisins were practically driven out of the Canadian market by their Mediterranean rivals.

The cause that led up to this result was the understanding between the growers and the Californian packers whereby the price was advanced almost 20 per cent.

This simply meant that Canadian consumers could not afford, as a general rule, to eat Californian stock, though many people preferred them, and Valencias, as a consequence, contributed the bulk of the supplies.

The cessation of the demand from the Canadian market is now occupying serious attention among Californian packers, and, as the growers were the only parties who benefited by the arrangement in vogue last year, the former are contemplating a revision of its terms so that they can again compete for the Canadian market on terms approaching an equality with those ruling in the case of Spanish raisins.

**TALK UP YOUR TOWN.**

The business men of a town are in a position to largely influence the reputation that the town has for enterprise and progress. A body of merchants who are enthusiastically loyal to their town cannot fail to, sooner or later, create the impression, if not establish the fact, that the town is thriving and a good place to live in.

The business men of Brantford, Ont., in recognition of this, are, through their board of trade, disseminating information that cannot fail to draw attention to that town as a manufacturing centre. They have just issued a folder giving a record of the industrial progress of the town, which shows that, though having a population of but 18,000 people, Brantford stands third among Canadian cities in exports of manufactured goods.

The total amount of manufactured goods sent out by Brantford in 1898 was \$879,060, which was distributed to 31 countries in all parts of the world.

The spread of facts of this nature will assuredly benefit Brantford and its business men.



### BAD QUALITY CANNED SALMON.

**A**T a meeting of wholesale grocers a few days ago, in Toronto, a discussion developed as to the cause of the decrease in the sale of canned salmon on the Canadian market. The result was that all came to the same decision.

And that decision was to the effect that the cause was none other than the bad quality of a good deal of canned salmon which had been on the market for the past few years.

It is to be hoped the wholesale merchants will not be satisfied with merely arriving at a conclusion as to the cause of the unsatisfactory state of the canned salmon trade on the home market.

Duty demands that they should individually, if not collectively, do all they can to keep such goods off the market. And that means they should absolutely refuse to buy goods of doubtful quality. The same duty should be a burden upon the retailer.

Cheap salmon is not necessarily bad salmon; but bad salmon is always cheap salmon, although it may be dear enough before some of those who have it are through with it.

There has been, and there is still, a great deal of canned salmon on the market that is positively unfit for human food. "Throw this where our cats cannot get it," said one wholesaler recently, after he had opened a can of bad salmon. He was afraid it would poison his warehouse cats. If not fit for cats, how much less so must it have been for human beings?

A good deal of this bad quality salmon is put up in most attractively labeled tins, and sometimes given names which, to say the least, are intended to mislead. But the fish, as one wholesaler put it, "looked as if they were dead before they were killed."

In many instances, not only should the fish never have been put into tins, but their second state was made worse than their first because of the improper methods employed in preserving them.

If there is anything that a grocer, be he wholesaler or retailer, should keep out of his warehouse or store, it is canned salmon whose quality is even the least bit questionable.

Canned salmon only requires to be but a little worse than it should be to turn a consumer against it for years, if not forever.

To Great Britain none but canned salmon of the first quality is sent, and the result is that there the consumption is increasing rapidly. Last year it practically exceeded the demand. But for Canada is reserved canned salmon that would be confiscated and destroyed before it reached the consumer if it were sent to Great Britain. The result is a diminishing consumption. And now, when the packers on the Coast are beginning to quote for the coming season's pack, a good many wholesale houses in Canada find themselves with excessive stocks of last year's pack. But, of course, they are not without blame themselves.

### GENEROUS TEAMEN.

**T**HE gift of \$2,000 to the sufferers of the Ottawa-Hull fire by the Indian and Ceylon Tea Associations was most generous.

The associations in question are engaged in the task of developing the export tea trade of their respective countries. With the tea market only a few years ago controlled by the teas of China and Japan, their duties have been no sinecure, but, in spite of the keenness of the competition, their efforts have been crowned with success simply surprising.

In Canada, the consumption of Indian and Ceylon teas has increased enormously. It is still increasing, and, with such practical exhibitions of sympathy as that of the two associations with the sufferers from the recent conflagration, the wish is that it may continue to do so even more rapidly than it has in the past.

Practical sympathy should induce practical recognition.

### EXPORTS OF CEYLON TEA.

The exports of Ceylon tea from Colombo to Canada and the United States, up to date this year, have amounted to 1,950,000 lb., against 850,000 lb. for the same period of last year, showing an increase of 1,100,000 lb. in four months. In Russia, the increase has been still greater, they having taken this year, up to date, 2,270,000 lb., against 600,000 lb. in the first four months of 1899.

### THE EARLY-CLOSING BY-LAW.

**T**HE opponents of the Toronto early-closing by-law are sparing no pains to prevent its enforcement, and so far their efforts have not been without success.

It was expected, after the judgment delivered by Justice Street a couple of weeks ago declaring the by-law to be sound and constitutional, that the city police commissioners would see to its proper enforcement. The opponents of the by-law entered an appeal, however. When F. S. Mearns, the solicitor for the Retail Grocers' Association, wrote the board of control asking that the by-law be enforced, Mayor Macdonald, who has not been in sympathy with the by-law from the first, stated the police commissioners were of the opinion that no action should be taken while litigation was pending. His reason for this opinion was that through the enforcement during appeal of the peddlers' by-law, some years ago, the city lost several thousand dollars. The board of control left the matter to the discretion of the police commissioners.

A letter was subsequently written the individual members of the council by Solicitor Mearns pointing out that the ground taken in the appeal against the peddlers' by-law was that it was ultra vires, while to the early-closing by-law there is no such objection.

The matter was brought up in council on Monday afternoon by Alderman Urquhart, who moved a resolution asking the commissioners to enforce the by-law. This resolution was passed by a vote of 14 to 5.

This showed that the claim of the opponents of the by-law in their appeal before Justice Street—that the members of council had passed the by-law, misunderstanding its contents—was unfounded. But it was not enough to move the police commissioners to action. A deputation of the opponents of the by-law waited on Mayor Macdonald on Tuesday asking that he, as a police commissioner, would see that the by-law was not enforced. He replied that they had his sympathy, and gave them the promise: "The police will not interfere with you unless your neighbors do."

It looks as if either the advocates of the by-law would have to take action for its enforcement themselves or have its enforcement deferred until after the fall assizes.

## TORONTO GROCERS DISCUSS MANY MATTERS.

THE annual excursion was the chief topic of discussion at the regular meeting of the Toronto Retail Grocers' Association, which was held on Monday evening in St. George's Hall, Elm street, Toronto. There were present at the meeting: President D. J. Kelly, Secretary Ed. Hawes, Solicitor F. S. Mearns, Vice-president Benj. Panter, Treasurer D. Bell, T. Clark, J. Nolan, Fred. Thorne, J. S. Bond, W. H. Marmion, A. R. Williamson, D. W. Clarke, J. G. Gibson, H. E. Copeland, J. A. Farewell, W. Massen, J. Burns, R. W. Davies, W. H. Morgan, A. G. Robinson, A. O. Robinson, B. Snow, J. A. Johnson, A. W. Johnson, F. W. Johnson and J. F. Schoales. The president occupied the chair.

Four grocers were proposed for membership:

F. H. Davis, corner Bloor street and Dovercourt road.

A. Draper, corner Wilton avenue and Sackville street.

C. Plumb, 146 Yonge street.

Mr. Ricard, 380 Spadina avenue.

All were admitted on vote.

### TRADING STAMPS.

A communication was received from J. Kingsworth, president, and R. Twiner, secretary, of the St. Thomas, Ont., Grocers' Association, stating that as the introduction of trading stamps into St. Thomas has created a regrettable spirit of antagonism between merchants there who had previously been good friends and neighbors, though keen competitors, and, in view of the fact that the methods of the trading stamp company do not give the public the benefits of legitimate competition, they had passed a resolution instructing their secretary to make application to the Federal and Provincial Parliaments for legislation to suppress unfair business methods, such as the trading stamp system.

Letters were read from W. B. Lees, Grand Forks, B.C., and J. R. Forsyth, Yarmouth, N.S. Mr. Lees stated that the merchants of Grand Forks were considering the formation of an association, and requested a copy of the Toronto association's constitution and their method of fixing prices. Mr. Forsyth stated that several attempts have been made in Yarmouth to form an association, but all had failed, and inquired if the Toronto body had yet adopted the system of cooperative buying mentioned some months ago.

The secretary was instructed to answer these inquiries, giving the information asked for. Further consideration of them would be given at a later meeting.

F. S. Mearns, the association's solicitor, gave an account of the early-closing move-

ment up to the action taken by the Toronto Council on Monday. (This will be found in another column.)

### THE ANNUAL EXCURSION.

The special committee appointed to secure information regarding a suitable place for this summer's excursion, had no report to offer. When the matter was brought up several members made a strong argument in favor of going by train this year, but the majority of the members favored the time-tried boat excursion, and a motion was passed declaring the association's intention of having the trip this year by boat as usual.

Then the respective merits of Niagara Falls, Hamilton, Wilson Park, N.Y., St. Catharines, Oshawa, Cobourg, Port Hope, and Oakville were considered. Each town had its admirers and each its detractors. The debate waxed warm and lasted long. Finally, one town after another was voted on, and each in turn was decided unsuitable. After the vote, a representative of the ss. Garden City arrived and asked to be heard. He was given five minutes. After he was through, the only place in favor was Niagara Falls, but that place was not in sufficient favor to receive a majority vote of the meeting. It was, therefore, decided to defer appointing the place and date of the picnic till Monday next, and a committee was appointed to bring in a report on the matter. Because of the lateness of the hour, it was decided to defer other matters of importance till the special meeting on Monday.

### DEATH OF MR. CHARBONNEAU.

The death of Mr. C. S. C. Charbonneau, of Williams Bros. & Charbonneau, pickle manufacturers, Detroit, on May 7, was quite sudden, and the cause was heart failure.

Deceased did a great deal of traveling in the interest of his firm, and, consequently, was not only well known, but favorably known. This is evident from the expressions of sympathy which Mr. A. E. Richards, of Hamilton, the Canadian representative, has received, conveyed personally or by letter.

### PROFITABLE LINES FOR RETAILERS

He is a wise merchant who keeps his eye opened for good articles that will yield him good profit. The Campbell Manufacturing Co., Fort Erie, Ont., is a concern recently started in business, which is making several lines of goods of the kind described. These lines consist of lubricating oils, harness and carriage dressing, hoof and fly ointment, etc. Their 1,000-mile axle grease, 1,000-

mile carriage oil, fly and mosquito ointment, for face and hands, are specialties, and are lines which retailers should have in stock.

"There are any number of lines on the market such as we manufacture," said a member of the firm, "but we claim that ours is the best. The man who has charge of the making of our compounds has had an experience of over 30 years in the United States."

Besides the quality of the goods to recommend them an additional inducement to the retailer to handle the goods of The Campbell Manufacturing Co., is that the latter pays the freight on all goods delivered.

### WRAPPING PAPER DEARER.

WHILE the fire which destroyed the mills of The E. B. Eddy Co. Limited, at Hull, and The Ottawa Paper Co., Ottawa, has stiffened the price of all papers, none have been more affected than the coarser grades, such as wrapping paper, etc.

The destruction of these sources of supply, the larger of which put 75 tons and the smaller 25 tons per week on the market, has not only stopped the manufacture of wrapping paper in these mills, but through reducing the supply of white papers has caused other mills to turn their attention from wrapping papers to the more profitable grades, the whites.

The natural result has been that prices have materially stiffened. A representative of THE GROCER learned from Fred. L. Ratcliff, of Douglas & Ratcliff, Toronto, that advances ranging from  $\frac{1}{4}$  to  $\frac{1}{2}$  c. per lb. have already been made, and that every indication points towards a further rise.

Paper bags, too, have been increased in value by the same fire. There have been but three large makers of self-opening paper bags in Canada: The E. B. Eddy Co., Limited, Hull; Kilgour Bros., Toronto, and J. C. Wilson & Co., Montreal. The destruction of the Eddy works has reduced the normal output by one-third at least, and, though the manufacturers are working overtime, a shortage is anticipated, and jobbers are protecting themselves by placing large orders ahead.

### NEW JAPAN TEAS.

Samples of new season's Japan teas were received on Wednesday by Mr. Fred. Dane, Toronto, from The Eastern Japan Trading Co., Limited, and were shown to the trade that day.

Both in leaf and cup the samples show good quality.

In a letter received at the same time, The Eastern Japan Trading Co., Limited, state that the offerings were at that time too small to make quotations. It was also stated that the freight rate was  $1\frac{1}{2}$  c., and that the opinion was that it would be continued at that rate for some time.

**DON'T LET HIM CATCH YOU!!**

THE BAIT MAY LOOK TEMPTING, BUT THE HOOK IS THERE.

The plausible salesman with the "so-called" just as good Tea as

**"SALADA"**

Ceylon Tea is continually in your path, with all manner of absurd offers and promises. Pick the Winner First—the Tea that "Sells"—the Success of the Age and you will never get caught, as there is an entire absence of "Hook" about OUR ways of doing business.

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

**COWAN'S**Hygienic **Cocoa**  
Royal Navy **Chocolate**  
AND  
Famous Blend **Coffee**  
are the favorites with all grocers.**THE COWAN CO., LIMITED, TORONTO**The **"BOSS"**  
**WASHING**  
**MACHINE****Still Leads.**If you have not tried the "BOSS"  
do so now.**Walter Woods & Co.**  
HAMILTON.**Correspondence**  
**Solicited from****CANADIAN**  
**EXPORTERS.**A reliable house, with headquarters at **STOCK-PORT, ENGLAND**, and facilities for covering the towns in Lancashire, Yorkshire, and Cheshire, is in a position to do an import agency business in**CANADIAN PRODUCE,**  
**CANNED GOODS,**  
**MANUFACTURED ARTICLES.****TO BUYERS**We can quote low prices on **CONFEC- TIONERS' ANILINE DYES, COCOA** and **VANALINE CRYSTALS** for Cocoa manufacturing. **SOAP COLORS, GUMS, VARNISHES.**Address **TAYLOR & CO.**  
287 Wellington Rd. South,  
**STOCKPORT, ENGLAND.****Soap** "IMPERIAL"  
and  
"SNOW"

TWIN CAKES.

NOW IN STORE.

Perkins, Ince &amp; Co., - Toronto.

**HORSE-SHOE**  
**SALMON**Is packed **ONLY** from the finest**Fraser River Sockeye Salmon.**For twenty years the leading  
brand on the Canadian Market.**It pays to buy the best.**For Sale by all Wholesale Grocers  
throughout the Dominion.**GRAND MOGUL** **EXTRACTS**  
"IS PURE FLAVORING."

Guaranteed the best value in Canada, strength and flavor considered.

A large, handsome card sent free with each dozen, representing a part of the Canadian Con-  
tingent cooking a meal—very attractive.**AGENCIES—**  
Montreal    Winnipeg  
Toronto    Vancouver**T. B. Escott & Co., London, Ont.**

# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

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

## ONTARIO MARKETS.

Toronto, May 17, 1900.

### GROCERIES.

THE wholesale grocery trade is without striking feature this week. Business lacks life, and in volume is small, people only buying, as a rule, in a hand-to-mouth fashion. May, however, is usually a quiet month in the wholesale grocery trade. There have been no new developments in canned goods of any importance. A little more attention is, perhaps, being given to goods for future delivery, but for prompt shipment the demand is decidedly limited. Prices rule as before for canned vegetables. There is a fair demand for canned salmon for future delivery, and the price of "Horseshoe" brand is higher than it was a week ago for both prompt and future delivery, a fixed price having been established. Coffees are quiet and the outside markets are rather weak. The volume of business in sugars is decidedly light, but prices are firm in sympathy with the outside markets. There is very little business being done in syrups or molasses. The tea market is a little firmer in London, Eng., but, locally, there is no change, and trade is quiet. Advices from Marseilles state that in some districts the prospect for the crop of nuts is not as bad as it was at first anticipated. A good demand is to be noted for currants, and Valencia raisins are still strong and meeting with a good sale. While business in prunes is not as active as it was, there is still a fair trade doing for this time of the year.

### CANNED GOODS.

The increased interest in canned vegetables for future delivery noticed last week has been maintained. At the same time, however, business in this particular is not up to what it usually is other years. The reason for this we have explained time and again. Most of the business is being done at practically open figures. The figures the wholesalers are quoting when asked for prices on futures are still 85 to 87½c. per doz. for tomatoes and 77½ to 80c. for peas and

corn. Although the packers are still firm in their views, and have even talked of advancing prices above present figures quoted for futures, people are far from satisfied as to what the future of the market will be. The situation in canned salmon on the Coast has not changed any since prices were named last week for futures. The ruling price for canned tomatoes for present shipment is 90c.; for corn, \$1.05 to \$1.10, and for peas, 75c. up. Corn is gradually getting scarcer and the price is decidedly firm. The most interesting feature in canned salmon is the establishment of a fixed price by the wholesale trade on "Horseshoe" brand of canned salmon for present as well as for future delivery. The price is now \$1.55 per doz. for single cases and \$1.52½ for five-case lots. This applies to "Horseshoe" brand both from stock and future delivery. It will be noticed that for future delivery the price is 2½ to 5c. per doz. higher than the figures named last week. For brands of Frazer river sockeye fish not so well known \$1.37½ to \$1.40 is

See pages 31 and 32 for  
Toronto, Montreal, St. John,  
and Winnipeg prices current.

being asked for present delivery. In canned meats, a fair business is being done. Canned fruits are in fair request.

### COFFEES.

There is a great deal of uncertainty in regard to the coffee market, in consequence of which operations are but few. Prices have been somewhat irregular during the past week in both Europe and America. Locally, trade is quiet and prices unchanged.

### SUGARS.

The sugar market is stronger than it was a week ago, there having been some fractional advances in London, while the market has ruled firm in New York. The weakness noted last week in the European market was due to the light purchases by the American refineries, and it is the general opinion that the latter must go to Europe for raw sugars before very long. The raw sugars that are in New York are being firmly held. Locally, the sugar trade is quiet, which is usually the case at this time of the year. In the natural order of things, an improvement might be expected during the next few weeks.

### SYRUPS AND MOLASSES.

The volume of business in both syrups and molasses is light, with prices steady and unchanged.

### RICE AND TAPIOCA.

A fairly good trade is being done in rice at steady and unchanged prices. Tapioca is in steady demand at 4¼ to 5c. per lb.

### TEAS.

A cable from Japan states that supplies of tea are coming in but slowly, and that a fair business is being done. Another advice states that the market in Japan, so far this year, is so high that it will be impossible, one firm writes, to satisfactorily fill orders now in unless a decided break occurs between now and the first week in June. Locally, there is practically nothing being done in Japan teas. Some inquiries have been received by local brokers for China green teas, but buyers, as a rule, want to pay less than sellers are willing to accept. There have been a few transactions in China black teas. There is a little business being done in Indian and Ceylon teas, but the volume of business is small. Advices from London, Eng., state that strong bidding at the auction caused prices to have an upward tendency, especially in the lower descriptions of tea. It is also stated that, although the sale was somewhat heavy in Ceylon teas, competition was good and prices were inclined to harden for all except better liquoring grades, which were occasionally a trifle easier.

### NUTS.

Advices from Estrine & Co., Marseilles, state that in some districts the prospect for the new crop of nuts is not as bad as it was at first thought to be.

### FOREIGN DRIED FRUITS.

CURRANTS — Local wholesale houses report that a good many are being sold, the high price of Valencia raisins still influencing the sale of currants. The market rules firm.

VALENCIA RAISINS — The steamer Orcadian has not, at the time of writing, arrived, but she is due in Quebec to-day. The Orcadian, it will be remembered, has a shipment of Valencia raisins for this market. In the meantime the market is just as firm as ever, while the demand is active. For selected layers the trade is getting 8½ to 8¾c. per lb., and for No. 2 selected 7½ to 7¾c. per lb. The quantity of the latter on the market is even smaller than that of the former.

**PRUNES**—The demand is not as brisk as it was, although there are still quite a few going out.

**SULTANA RAISINS**—These are showing splendid value, only costing a little more than Valencia raisins. In consequence, there is a little business being done, although it does not amount to a great deal.

**TAPNET FIGS**—There has been some inquiry for tapnet figs during the past week, but orders in most instances have been turned down, as stocks on the local market are practically exhausted.

#### GREEN FRUITS.

The big movement in oranges continues, notwithstanding the fact that prices are stiffening and other fruits are offering more freely. Navels and Valencias are 50c. higher. Messinas are 75c. to \$1 higher. The best demand seems to be for Valencias and Messinas, the quality of which is ruling excellent. There is a steady trade in Messina lemons at firm, unchanged prices. Bananas are more plentiful, and, as the average size of the bunches offering is somewhat smaller than has been the case, the top quotations are 50c. below last week's. Cocoanuts continue to move freely at \$3.75 per sack. Pineapples are plentiful, but the quality is so varied that they are selling all the way from 8 to 20c. each. Strawberries are beginning to come in carlots. They are worth 13 to 16c. per quart basket. A fair quantity of Californian cherries are starting to arrive in 10-lb. cases, for which \$2.50 to \$3 is freely obtained. Tennessee and Baltimore tomatoes are offering in moderate quantities at \$4.50 per crate of 30-lb. net. They sell readily.

#### COUNTRY PRODUCE.

**EGGS**—The market is slightly higher. There is a good jobbing demand at 12½c., and as high as 13c. is paid for some single cases. Dealers are paying 10½ to 11c. outside.

**POTATOES**—There is no change. The number of cars offering is moderate, and prices are steady at 36 to 37c. per bag. Small lots out of store are quoted 45 to 50c.

**BEANS**—There is a fair demand. Prices are steady at \$1.70 to \$1.75 for hand-picked and \$1.50 to \$1.60 for mixed.

**DRIED AND EVAPORATED APPLES**—There is but little doing. Prices are steady for evaporated at 6½ to 7c. per lb., in a jobbing way. Dried stock is firm at 5½ to 6c.

**MAPLE PRODUCT**—The demand for syrup is lessening somewhat, but prices are steady. Wine gallon tins are still quoted 90c. to 95c.; imperial gallon tins, \$1.15 to \$1.20, and bulk quantities, \$1.10 per imperial gallon. Maple sugar is firm at 11c.

**HONEY**—There is little doing. Prices are unchanged at 8½ to 9c. for strained clover,

and 5 to 6c. for buckwheat. Clover comb is easy at \$1.50 to \$2.25.

**VEGETABLES**—Imported cabbage and cucumbers are offering. New Canadian cabbage is in. Egyptian and Bermuda onions can also be had. Rhubarb and radishes are 10c., and green onions 5c. per doz. lower. We quote: Rhubarb, 30 to 40c. per doz. bunches; green onions, 5 to 10c. per doz.; green mint, 20 to 25c. per doz. bunches; spinach, 75c. to \$1 per bushel; asparagus, 40 to 60c. per doz. bunches; parsley, 15 to 20c.; radishes, 30 to 40c. per doz. bunches; lettuce, 20 to 30c. per doz.; new Canadian cabbage, \$1 to \$1.50 per doz.; imported, \$4 to \$4.50 per crate; imported cucumbers, \$4 to \$4.50 per crate; turnips, 40 to 50c. per bag; carrots, 40 to 50c. per bag; parsnips, 50 to 75c. per bag; onions, \$1 to \$1.25 per bag; Bermuda onions, \$2 a case; Egyptian onions, \$2.75 to \$3 per sack.

#### BUTTER AND CHEESE.

**BUTTER**—The receipts are not as large as were noted up to last week, as many merchants are packing into tubs. Prices are unchanged, as there is sufficient to supply the demand. We quote: Dairy, large rolls, 12 to 13c.; prints, 13 to 13½c.; tubs, 13c.; creamery, prints, 18 to 19c.; boxes, 17 to 18c.

**CHEESE**—The cheese boards in nearly all sections have commenced their weekly sales. Prices at boards rule from 10c. for colored to 10½c. for white. Holders do not sell readily at these figures. The local jobbing trade is fair at 11 to 11½c.

#### FISH AND OYSTERS.

Whitefish and trout are offering in liberal quantity. The demand is good for the season. We quote as follows: Trout, 7½c.; whitefish, 7½c.; perch, 4c.; blue pike, 3c.; grass pike, 4½c.; yellow pickerel, 7c.; herrings, 4c.; steak cod, 6c., haddock, 4c.; white halibut, 11c.; high-color salmon, 11c., red snappers, 11c.; Spanish mackerel, 11c., haddie, 6 to 8c. per lb.; ciscoes, per 100, \$1; Cromarty bloaters, \$2; salt herrings, splits, \$2.75 to \$3 per half-bbl.; boneless fish, 4½ to 5c.; quail-on-toast, 4½ to 5c.; pure cod, 5½c.; shredded cod, \$1.80 per box.

#### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—There is a small movement of winter wheat at 65c. outside for both white and red. The delivery of Manitoba wheat is more free, but prices keep steady at 78c. local and 79c. grinding in transit for No. 1 hard. The only offerings on the local street market are a few bags of wheat, oats and barley. We quote as follows: Wheat, white and red, 69 to 70c.; goose, 74 to 75c.; peas, 63 to 65c.; oats, 33c.; barley, 44 to 45c.; rye, 52c.

**FLOUR**—There is no change. Prices are firm and trade is active. We quote: Manitoba patents, \$4; Manitoba strong bakers', \$3.55; Ontario patents, \$3.55 to \$3.65; straight roller, \$3.35, Toronto freights.

**BREAKFAST FOODS**—There is little doing in an export way, but the home demand keeps active. We quote as follows: Standard oatmeal and rolled oats, \$3.50 in bags and \$3.60 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4.

#### HIDES, SKINS AND WOOL.

**HIDES**—The market is dull and weak. We quote: Cowhides, No. 1, 8¼c.; No. 2, 7¼c.; No. 3, 6¼c. Steer hides are worth ½c. more. Cured hides are quoted at 9c.

**SKINS**—There is a good demand at steady figures. We quote as follows: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 9c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring and lambskins, 15 to 20c. each.

**WOOL**—There is practically nothing doing. In sympathy with declines abroad the market for fleece shows a drop of 1c. We now quote combing fleece 15 to 16c. per lb., and unwashed at 10c.

#### SEEDS.

The season is about over, the only demand now being for millet, Hungarian, and fodder corn. Prices are unchanged. We quote: \$5 to \$5.75 for red clover, and \$4.80 to \$7.50 for alsike. Timothy is firm at \$1.50 to \$2 per bushel of 48 lb. Common millet and Hungarian keep steady at 75 to 90c., while German or golden millet is firm at \$1.15 to \$1.25 per bushel of 48 lb.

#### MARKET NOTES.

Eggs are ½c. dearer. Cheese is ½c. lower.

An advice from Estrine & Co., Marseilles, states that the crop of nuts is not as bad as it was at first thought to be.

The price of "Horseshoe" brand of canned salmon has been fixed by the wholesale trade at \$1.55 per doz. in single cases and \$1.52½ in five-case lots, both from stock and for future delivery.

Navel and Valencia oranges are 50c. per box dearer. Messinas show an advance of 75c. to \$1.25. Bananas are 50c. a bunch lower—as the bunches offering are smaller than what have been selling lately.

#### PERSONAL MENTION.

Mr. G. J. Wonder, of G. J. Wonder & Co., brokers and commission merchants, Vancouver, B.C., is in Toronto this week.

Mr. Theo Leonard, Detroit, representing Kingsford's Oswego starch, was in Toronto this week on one of his periodical business trips.

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

## Toronto Salt Works

TORONTO, ONT.

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

# STORAGE

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

## E. NICHOLSON

Wholesale Commission Merchant and Broker.

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

# EGGS

We are buyers of eggs from carloads to case lots.

Correspondence Solicited.

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

WHEN YOU WANT TO BUY OR SELL

## BUTTER or EGGS

WRITE OR WIRE

**T.H. SMITH & CO.**

70 Colborne St.

**TORONTO.**

References, Imperial Bank, Yonge Street, or Mercantile Agencies.

## LEMONS LEMONS

NOW is the time to purchase your summer supply.

Stocks Just Arriving

Write for Prices.

Note—We are giving special bargains in Evaporated Apples, Peaches and Apricots.

**CLEMES BROS.,**  
51 Front East, **TORONTO.**

## QUEBEC MARKETS.

MONTREAL, May 17, 1900.

### GROCERIES.

THERE has been a fair volume of trade in groceries during the past week, and, with few exceptions, the feeling is one of steadiness. Sugar, up to the present, has been unaffected by the fluctuation outside, ruling steady, while syrups continue firm in sympathy with molasses. There are no indications of any reaction in the latter staple, the tendency, on the contrary, being distinctly firm, as will be noted in the report below. Canned salmon, as predicted in the columns of this paper in February last, will cost more this year, the opening price being 50c. above last year. Rice has been fairly active and firm, and the same remark applies to spices. Japan teas have opened for the new crop 5 to 10 per cent. above last year, but, so far, the news has had little influence on the spot market. Green fruits of all kinds remain about the same.

### SUGAR.

There has been no particular change in the domestic sugar market, despite the easiness that has been shown outside. The demand has been of a steady character, and prices are unchanged at \$4.55 for granulated and \$3.80 to \$4.45 for yellows, as to quality, at the refinery. Cables to-day from London quoted beet  $\frac{3}{4}$ d. lower; present month, 10s.  $5\frac{1}{4}$ d., and next month, 10s. 6d. In New York, raw has been steady. We quote: Fair refining, 3 15-16c.; centrifugal, 96 test, 4 7-16c. Molasses sugar,  $3\frac{3}{4}$ c. Refined steady: Standard A, \$4.95; confectioners' A, \$4.95; mould A, \$5.40; cut loaf, \$5.55; crushed, \$5.55; powdered, \$5.25; granulated, \$5.15, and cubes, \$5.30.

### SYRUPS.

These meet with an active inquiry, with prices unchanged at  $1\frac{1}{2}$  to 2c. per lb., as to quality, at the factory.

### MOLASSES.

Advices from Barbadoes note continued strength in molasses, and the first cost of 19c., noted in THE CANADIAN GROCER over three weeks ago, has now been firmly established, so that any importers who followed the tip, and bought at the lower level, have made money by so doing. Shipments from the Islands, so far this season, have been 10,000 puncheons, and there is not more than that quantity yet to be sold. A further advance is expected soon, as New York, St. John's, Newfoundland, and Halifax are still buying. At 19c. first cost, it means 38c. laid down here ex wharf. There has been some demand from local buyers for new crop Barbadoes, as it is reported that four vessels in all have cleared for Montreal, consequently further sales of two

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

## E. T. STURDEE

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.  
Wholesale trade only.

Established 1873.

CONSIGNMENTS SOLICITED

**POULTRY**  
**BUTTER**  
**EGGS**  
**DRESSED HOGS**

Highest market prices. Quick returns.

## D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants

76-78-80 Front St. E. - - TORONTO

Established 1892.

**Rutherford, Marshall & Co.**

68 Front Street East, Toronto.

Exporters of

## POULTRY

**BUTTER, CHEESE,**  
**EGGS, HONEY, DRIED**  
**AND GREEN APPLES.**

We buy outright, or receive on consignment, all kinds of Produce. Correspondence solicited. References—Mercantile agencies or Canadian Bank of Commerce.

## FLEISCHMANN'S

**VEGETABLE**  
**COMPRESSED YEAST**  
**HAS NO EQUAL.**

## JOHN J. FEE

62 Front St. East

Phone 8129. TORONTO.

**BUTTER, CHEESE AND EGGS**  
**CREAMERY BUTTER WANTED.**

Will buy outright, or receive on consignment.  
Correspondence Invited.

References, Standard Bk. and Commercial Agencies.

The

**DAWSON** Commission Co., Limited

**FRUIT, PRODUCE AND**  
**COMMISSION MERCHANTS.**

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

cargoes have taken place. Other sales of small lots aggregating 200 puncheons have been made to arrive at a price understood to be 37½c. ex wharf here.

#### CANNED GOODS.

The opening figure on Fraser river salmon this spring is \$5 per case f.o.b. for 1 lb. talls. This means \$5.70 per case laid down in Montreal, or \$1.40 per dozen, which is 50c. per dozen above the opening price last year. In canned vegetables a fair jobbing trade has been done. The demand is chiefly for corn, which is selling at \$1.10 to \$1.12½ per doz., as to brand, but in round lots prices are from \$1 to \$1.05. Beans are quoted at 85c.; peas at 85 to 90c.; tomatoes at 87½ to 90c.; corn at \$1.10 to \$1.12½c., and 1 gallon apples at \$2.10 to \$2.15.

#### RICE.

There has been an active business for forward delivery in new crop rice. The market is firm in sympathy with foreign advices, and prices show no change, the base price on Standard B being \$3.30 to \$3.40.

#### SPICES.

An active demand for Jamaica ginger in a wholesale way has been the chief feature of the spice market this week. The first direct supplies have arrived on this market, and have sold in invoice lots at 14 to 17c., as to grade. Other lines are quiet and steady. We quote as follows: Nutmegs, 35 to 60c. per lb., as to size; mace, 45 to 50c. per lb., as to quality, and pimento, 9c.

#### COFFEES.

Business in coffee has been slow, but the market has a firm undertone. We quote: Maracaibo, 10½ to 13c.; Mocha, 19 to 21c.; Rio, 9½ to 14c., and Mexicans, 10½ to 15c.

#### TEAS.

The improved feeling created by the opening of new crop Japans at an advance of 5 to 10 per cent. over last year has not resulted in a general activity as yet. About 500 packages of low-grade stock changed hands at 10½ to 11c., which is an advance of ½c. on what was obtainable a fortnight ago. In blacks, there is a steady market for Ceylons, some 300 packages having sold around 16c. Cheap Congous are scarce and wanted. In greens, some small transactions in pea leaf Pingsueys are noted at 15 to 16½c. Cables state that the market for Japan tea opened at \$38 per picul for choicest grades, which figure shows an advance of 5 per cent. over the opening price last season.

#### GREEN FRUITS.

There has been very little change in green fruits. The local orange market is very firm since Tuesday's sale. Californian navels command \$3.25 to \$4 per box;

Jamaicas, \$6 to \$6.50 per bbl.; Messinas, \$3 to \$4 per box, and Sorrentos, \$3 to \$3.50. Tuesday's sale has not as yet affected the lemon market, which remains the same, at \$2.50 to \$3.25 per box. Grape fruit is under a light demand at \$5 per box. Spinach commands good sales at \$2.75 to \$3 per bbl. Tomatoes are offering at \$4.50 per carrier. There are a few lots of sweet potatoes offering at \$4.50 per bbl. New Bermuda potatoes continue firm, owing to the light supplies arriving. Sales range between \$7.50 and \$8 per bbl. New Bermuda onions are now offering at \$2.50 to \$2.75 per crate. Fresh mushrooms are received daily, and are selling at 75c. per lb. Asparagus is now offering at \$4.50 to \$5 per doz. The first receipts of Canadian asparagus came to hand last week, and are selling at \$1.50 to \$2 per basket. Strawberries are in good demand at 17 to 20c. per box. Pineapples command good sales at 10 to 20c. each. Spanish onions are quoted at 75 to 85c. per crate. Golden dates are selling at 4½c. per lb. Malaga figs, in matting, command 4½c. per lb., and in boxes they are selling at 11 to 14c. per lb., as to grade.

#### COUNTRY PRODUCE.

EGGS—The demand continues good for small lots, and the market is fully active and firm at 11½ to 12½c. for choice stock and at 9½ to 10c. for culls per doz.

MAPLE PRODUCT—In maple product business was quiet and prices show no change. New syrup is sold at 80 to 85c. per large tin; 75c. per wine gallon tins, and at 6½ to 7½c. per lb. in wood; pure sugar, 9½ to 10c.

HONEY—There was no change in honey, for which the demand is limited. White clover, in comb, is quoted at 14 to 15c.; white extracted, in large tins, 9 to 9½c., and in small tins, 10 to 10½c., and buckwheat extracted, 8 to 9c.

BEANS—Business in beans continues quiet and the tone of the market easy. We quote: Canadian hand-picked \$1.70 to \$1.75, and primes at \$1.60 to \$1.65.

POTATOES—A steady trade is reported in potatoes, and prices show no change. Carlots on track, 30 to 35c. per bag, and small quantities at 5 to 10c. per bag advance, according to the size of lot.

ASHES—The demand for ashes is slow and the market is quiet and easy. We quote: First pots, \$4.55 to \$4.60; seconds, \$4.10 to \$4.15, and first pearls, \$5.15 to \$5.20.

#### PROVISIONS.

A fairly active trade continues to be done, there being a steady demand for smoked meats and lard, and, as supplies are not large, prices are firm. In pork, trade is quiet. We quote: Heavy Canadian short

cut mess pork, \$18 to \$18.50; short cut back pork, \$17 to \$17.50; selected heavy short cut mess pork, boneless special quality, \$19 to \$19.50, and heavy mess pork, long cut, \$17 to \$17.50; pure Canadian lard, 9½ to 10½c. per lb., and compound refined, 7 to 8c. per lb. Hams, 12 to 14c., and bacon, 11½ to 13c. per lb.

#### FLOUR AND GRAIN.

FLOUR—The demand for Manitoba grades of flour from foreign buyers referred to recently still continues, and a fairly active business has been done, with sales of about 5,000 sacks reported. Locally, trade is fair, and the market on the whole is moderately active and steady. We quote: Winter patents, \$3.40 to \$3.65; straight rollers, \$3.20 to \$3.45; in bags, \$1.55 to \$1.60; Manitoba patents, \$3.75 to \$4.00, and strong bakers', \$3.40 to \$3.70.

GRAIN—Business in grain on spot to-day was again dull, owing to the discouraging cable advices. Bids received from London for oats were 15s. and from Glasgow 14s. 9d. There was no demand on spot, and the tone of the market was easy with a downward tendency. We quote prices afloat as follows: Ontario spring wheat, 71 to 71½c.; peas, 68½ to 69c.; rye, 61½ to 62c.; buckwheat, 58½c.; No. 1 barley, 50c.; No. 2 do, 48½c.; oats, 32c.

FEED—There was no change in feed. The demand is good and price is firm. We quote: Manitoba bran, in bags, \$17.50 to \$18; shorts, \$19.50 to \$20; mouille, \$20 to \$25; Ontario bran in bulk, \$19, and shorts, \$20 per ton.

OATMEAL—Business in rolled oats is quiet and prices unchanged at \$3.30 per barrel, and at \$1.60 per bag.

BALED HAY—The demand for baled hay continues good, with no change in prices to note. We quote: No. 1, \$9.50 to \$10; No. 2, \$8 to \$9, and clover, \$7 to \$7.50 per ton, in carload lots.

#### CHEESE AND BUTTER.

CHEESE—The market exhibited little change to-day, business ruling fairly active, with prices steady. Finest sold at 10½c. Irrespective of section, and at the wharf 2,000 cheese were offered from the French sections and realized 10 to 10¼c., and it is understood that the quality was not very desirable.

BUTTER—There was a fair inquiry for finest creamery, and on spot both local jobbers and exporters paid 17c. At the wharf 500 packages were turned over by the factorymen at 16½ to 16¾c.

#### MONTREAL NOTES.

Cheap Congou teas are much wanted in this market.

The first direct receipts of new Jamaica

*It's ever so simple in name,  
and it's ever so simple to make, but*

**B**

Bee  
STARCH

Bee  
STARCH

Bee  
STARCH

Bee  
STARCH

Bee  
STARCH

Bee  
STARCH

**Is the Greatest Starch on Earth.**

Good profit to dealer. Best value to consumer.

---

**HAVE YOU SEEN OUR SPECIAL OFFER IN LAST WEEK'S GROCER?**

If your jobber does not sell Bee Starch let us know his name  
and we will have your order filled.

---

**THE BEE STARCH CO., 10 Lemoine Street, MONTREAL.**





# HICORY

OFFEE  
ORKS

100 Casks, Best Imported

"Remember the Corks."

**S. H. EWING & SONS, Montreal**

**96 KING STREET.**

ginger came to hand this week and sold very quickly.

New crop Japan teas have opened 5 per cent. higher than last year.

Canned salmon have opened 50c. per case higher on the Coast f.o.b. than last spring.

## MANITOBA MARKETS.

WINNIPEG, May 14, 1900.

THERE is little change of any kind to report. Business continues fair, and, in some lines, quite brisk. Collections, however, are still slow.

Among the visitors in our city during the past week was Mr. Norman McLeod, of McLeod & Co., Calcutta, tea exporters. This was Mr. McLeod's first visit to Winnipeg, and he appeared to enjoy the same, and was pleased with all he saw. He talked over the tea situation with the principal tea brokers while here.

Armour & Co., of Chicago, are offering some new and fancy lines of canned meats on this market, among which are pork and veal cutlets, Macedonia stew (a mixture of meat and vegetables), sliced chicken and tongue and chicken a la marengo. The goods are said to be choice, but the price is too high to permit of any but a limited trade.

Tea, coffee, evaporated and dried fruits, cereals, flour, and canned goods, sugars, syrups and molasses are all without change of price for the week. The demand in all these lines is normal.

BUTTER—The first make of creamery,

amounting to about 2,000 lb., was sold on the market during the week, the price being 19c. point of shipment. The offerings of creamery will, of course, increase steadily from this time on. Dairy butter is in very short supply and inferior in quality. All that was said of it last week applies with equal force now.

CHEESE—There have been a few small offerings of new made, and one or two sales were effected at 11 1/2c.

EGGS—Are plentiful at 10c., Winnipeg.

CURED MEATS—The market here is without change and firm. American meats have sagged a little.

GREEN FRUITS—The demand is good and the market fairly well stocked. Strawberries are coming in more freely and have dropped to \$5 per case. Oranges are without change. Banana stock is still unsatisfactory and dear. Cherries are down to \$2.75 the 10-lb. box and sell well. Pines are \$3.75 per doz.

## HARD ON LONDON.

It was on the top of an omnibus in Piccadilly, during the dull days of dun clouds. An Indian gentleman passed. The conductor spoke to the driver. "Oo's 'e w'en 'e's at 'ome?" he asked. "'E's a Parsee." "Wart's a Parsee?" "A bloke as wushups the sun." "Oh," said the conductor, after due consideration, "over 'ere fer a 'oliday."

W. H. Gillard & Co. are showing exceptionally fine values in brooms.

## THE DAIRY OUTLOOK.

THE dairy-produce season for 1900 has opened with a high level of prices ruling, and the influences which have caused this result are so well known as to hardly necessitate mention here. The dominant—in fact, the sole—reason has been the entire absence of any reserve stock of old cheese in Great Britain, the consumption during the past year having kept pace with the supply of Canadian stock, despite the high prices which ruled throughout. A large shortage in the exports from other producing countries led to this condition, and, owing to this abnormal situation, Canadian cheese producers have been led to ignore one of the standing axioms of the industry, and go into the production of fodder cheese more liberally than they should do under normal circumstances. The result of some observations made during a recent trip through the producing sections shows that approximately 20,000 odd boxes of April cheese were made in Ontario this spring. This quantity represents a return to the Canadian farmer of about \$151,000. Last year, about the same quantity was turned out, but, as the ruling price was 1 1/2c. per lb. below what it was this spring, producers only realized about \$134,000, so that their revenue this year has been increased about \$17,000 for April. At this writing, also, though the tone is naturally easing up, there are no indications of any break in values to the level they occupied last year at the corres-

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

The Following Brands  
Manufactured by  
**The American Tobacco Co.**  
OF CANADA, Limited.  
Are sold by all the Leading Wholesale Houses  
**CUT TOBACCO** . . .  
**OLD OHUM.**  
**SEAL OF NORTH CAROLINA**  
**OLD GOLD**  
**CIGARETTES** ———  
**RICHMOND STRAIGHT OUT.**  
**SWEET CAPORAL.**  
**ATHLETE.** **DERBY**

**ENGLISH AND CANADIAN MANUFACTURERS**  
desiring to place their goods on the Market  
of Western Canada, should communicate  
with  
**STEELE & TOMS,**  
Wholesale Commission Merchants and Brokers,  
**WINNIPEG, MAN.**

**HORSE HAIR.**  
Have you any? We buy it.  
**GEO. ROSSITER & SONS**  
10-14 Pape Avenue **TORONTO**

**THE RUBLEE FRUIT CO.**  
LIMITED.  
IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.  
151 Bannatyne St., 12th St.,  
WINNIPEG, MAN. BRANDON, MAN.

Ship Your  
**FRESH EGGS**  
— to —  
**F. R. STEWART & CO.,**  
Wholesale Produce and Commission Merchants  
**NELSON, B.C.**

Are you handling  
**RED CROSS**  
**BONELESS COD**  
1-lb. blocks, and skinless? If not,  
better order now.  
Guaranteed strictly pure.  
**J. & R. McLEA**  
MONTREAL Importers

**We Have It** —

The fine flavor of **Ready Lunch Beef**  
makes it **Delicious Eating.**

The very thing your Customers are looking for.



Order  
"Sterling" Brand  
Pickles and  
Marmalades

if you are bent  
on securing and  
holding  
first-class  
customers.



**T. A. LYTLE & CO.,** 124-128 Richmond St., W. **Toronto.**

**New Cheese . . . .**

We can supply you with prime new goods of first-class quality and at right prices.

**Bologna Sausage**

For spring and summer trade, is a most desirable addition to the stock in trade of the up-to-date grocer. We have a high-class article of uniformly good quality to offer you.

Large Bologna, Frankfurters,  
Small Bologna, Ham, Tongue and Chicken.

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

ponding period. On the whole, therefore, the dairy-farming department of agriculture promises well this season, and, with the warm rains lately, the appearance of the different districts has materially improved.

But, while unusual conditions this spring have made fodder cheese profitable, factorymen should not forget that these goods are not a desirable article, and that when there are other goods available, they are nothing less than a drag upon the market. West of Toronto, the factorymen appear to fall in with this reasoning more generally than their brothers to the east of that point, for, despite the high prices obtainable, they only produced 4,000 April cheese, whereas the output in the districts to the east of the point named was over 16,000 boxes. As a rule, it pays dairymen not to make cheese until after May 10. This spring, the farmers in Western Ontario found an outlet for their milk in butter, and also in feeding calves for the Buffalo market, the ruling price for veals at the latter place being unusually high. To the east, the reverse was the case, as the figures given above demonstrate.

Taking the different districts in their order the output was as follows: Cornwall, 3,000 boxes, \$22,200; Morrisburg, 4,000 boxes, \$29,400; Brockville, 4,000 boxes, \$29,400; Napanee, 600 boxes, \$4,600; Belleville, 4,500 boxes, \$34,600, and west of Toronto, 4,000 boxes, \$30,800. This spring the price for April's ranged from 10½ to 11½c., the Belleville section realizing the top figures. Last year the average ruling price was 9½c. In the Cornwall and Morrisburg sections practically no April cheese was made last year, while in Belleville, the individual output of the factories was less this spring, but a number of factories that were making butter last year, made cheese this, and offset the shortage. In the Brockville district, in Napanee and west of Toronto, the volume of the output was practically identical with what it was last year. The May make, so far as present indications go, promises to be an average one, for the frost of the first week of the month did not affect the vegetation to any appreciable extent.

Cold storage facilities are constantly expanding at all sections, so that there is no ground for the old complaints in this respect. Large stores have been erected, by private enterprises at convenient points throughout Ontario. This question of cold storage is a vital one in the export butter business, and recent expansion in the trade has been in a large measure due to it. That there has been growth not only in the quality of the butter handled, but also improvement in the position of Canadian butter on the British market has been largely due to the facilities afforded. Owing to the

lack of them a few years ago, most of the Canadian butter was only of third or fourth rate quality when it was delivered in Great Britain. During the past season, as the exporters in Montreal know, Canadian butter took a place second only to Danish, and is fast gaining on it, and will continue to do so, with the growth of the facilities afforded for the proper handling, storage, and shipment of this delicate product. This spring the output of butter has been inappreciable, as dairymen were all making cheese. Feed also was dear, and the flow of milk small, but, since the cows have been turned out on the grass, the receipts are steadily increasing, despite the temptation afforded to producers by the high values obtainable for the allied product.

### BIG OYSTERS NEAR VICTORIA.

UNDER this heading The Victoria Colonist racyly describes the discovery of a bed of large oysters not far from Victoria, as follows: "Be it known then that an important discovery has been made, and those who have held the belief that British Columbian waters hold no better table bivalves than the little, black mussel-like Olympian, are fated to welcome contradiction. Oysters have recently been found, and within a very short distance of Victoria, that not only relegate the microscopic but succulent native to obscurity, but which, if the quantities are as there is reason to believe—the beds having never yet been drawn upon—will completely end the importation of the Eastern Blue Points and Baltimores by giving in their stead a larger, dryer and more appetizing specimen of the family so prized by epicures.

"The honor of discovery belongs to W. C. Ferneyhough, for some years past resident in this city, who, since his earliest boyhood, has been an enthusiastic student of fish life in all its forms, and who has spent, it is said, two private fortunes in the prosecution of his practical observations of the denizens of the scaly world. Mr. Ferneyhough was for years a fishery warden and inspector in England, and in that country—among the greatest experts—his practical observations on fish habits, etc., are held in the highest esteem. Since coming to British Columbia, he has pursued his favorite studies only incidentally and in short intervals of leisure, a favorite pastime of his more recently being deep trolling for halibut and other large inmates of the adjacent waters. He had but indifferent luck over the banks on one of his expeditions recently, and, while doing a little exploring in the hope of striking fish, hooked in several gigantic starfish. The average, non-scientific fisherman would have thought no more of the incident than to anathemize his

luck and return the starfish to its natural element. Mr. Ferneyhough, with the habit of close observation strong upon him, proceeded to examine the captives, and, in the interstices of the starfish, found several oysters superior to the Eastern both in size and quality—these being very much like the favorite oyster of English and Continental restaurants, the Dutch native.

"The starfish, it may be noted, is the greatest natural enemy of the oyster. Interested by his accidental discovery, oysters such as the Dutch native having never before been heard of on this Coast, he proceeded to investigate, and in a little deep dredging secured not only more of these valuable bivalves, but others perhaps six inches in diameter—the prototype of the famous Shoreham, or South of England oyster, together with a smaller number of the family with shell somewhat resembling the scallops—the latter not being, however, of much importance commercially.

"Mr. Ferneyhough has not yet formulated his plans for reaping the profits of his fortunate discovery. That there will be ample capital offered him goes without saying, for there is money in oysters, be they pearl oysters or otherwise. The one point in connection with the debut of the aristocratic oyster locally is the fact that no one earlier discovered or even suspected its presence. This is easily explained, however—for no one has tried deep dredging where such oysters are, and it must be remembered that the oyster itself is not inclined to be communicative. Indeed, it enjoys distinction for its unchallengeable ability to keep its own secrets."

### TEA QUALITY ARGUMENTS.

A San Francisco teaman, according to an exchange, sends us a copy of his new tea circular. It is a good argument for fine teas, and we think our readers will be interested in the following partial copy of it:

- 50c. Tea—1 pound makes 100 cups.  
—1 teaspoonful for 1 cup.
- 60c. Tea—1 pound makes 150 cups.  
1 teaspoonful for 1½ cups.  
15c. cheaper than 50c.
- 75c. Tea—1 pound makes 175 cups.  
1 teaspoonful for 1¾ cups.  
25c. cheaper than 50c.
- \$1 Tea—1 pound makes 200 cups.  
1 teaspoonful for 2 cups.  
Twice as good and just as cheap as 50c.

### CONDENSED OR "WANT" ADVERTISEMENTS.

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

### FOR SALE.

FOR SALE—AN IMPROVED GROCER'S Refrigerator 5x6, 10 feet high, nearly good as new, price \$65, f.o.b. Seaforth. Have retired from business. C. WILSON, Seaforth, Ont. (20)



# Most Excellent Coffee



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

Trial Order Solicited.

## An Opening for Canadian Produce.

A well-established Manufacturing Company in Manchester, with an extensive connection, including over 10,000 customers amongst the grocers and provision dealers in Great Britain, is open to take up, as sole consignees, certain lines of CANADIAN PRODUCE AND CANNED GOODS OF FIRST-CLASS QUALITY.

Address— HUGON & CO., Limited  
PENDLETON, MANCHESTER, ENG.

# DON'T FORGET

## Silver Dust Soap Powder.

THE BEST PROFIT QUANTITY QUALITY

Silver Dust Mfg. Co., Hamilton

# GEM JARS

Full Assortment.  
Pints, Quarts and Half-Gallons.

WARREN BROS. & CO.  
Wholesale Grocers. TORONTO.

THE SIRDAR'S REGISTERED



# MOCHA

Makes the most delicious cup of coffee obtainable.

Any Person selling or putting up Imitations lay themselves open to Prosecution.

For Sale in 1 and 2 lb. tins by all Wholesale Grocers.  
ACME MILLS, 88 Grey Nun St., Montreal

### COFFEE

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba and B.C.
Green—				
Mocha	24	28	25	30
Old Government Java	27	30	25	30
Rio	10	12½	12	13
Santos		10½		
Plantation Ceylon	29	30	29	31
Porto Rico		22	24	28
Gautemala		22	24	26
Jamaica	18	15	18	22
Maracaibo	13	18	13	15

### NUTS

Brazil			13	8½	9
Valencia shelled almonds	25	30	25	22	25
Tarragona almonds	13	14		13	15
Formegetta almonds			13		
Jordan almonds	27	35	40		
Peanuts (roasted)	6½	8	9	9	10
" (green)	5½	7	7		
Cocoanuts, per sack	8 00		8 75	8 50	4 00
" per doz.			60	60	70
Grenoble walnuts	13	14		9	12
Marbot walnuts	10	11	10½	9	10
Bordeaux walnuts			9	9	10
Sicily filberts	10	11		9	10
Naples filberts			10	10	11
Pecans	12	15	10	11	14
Shelled Walnuts	17½	1½	23	25	

### SODA

Bl-carb, standard, 112-lb. keg	1 65	1 80	2 00	2 25	1 85	2 00
Sal soda, per bbl.	70	75	80	90	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
" 1½-lb. cans	14	17		19	15	16
" whole	15	17		19	12	18
Pepper, white, ground, in kegs						
" pails, boxes	26	27	18	24	24	26
" 5-lb. cans	25	26	20	28	20	22
" whole	23	25	19	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	18	18	20	40	16	20
Cream tartar, French		25	24	25	20	22
" best		28	25	30	25	30
Allspice	10	18	18	18	16	18

### WOODENWARE

Pails, No. 1, 2-hoop	1 90			1 90		
" " 3-hoop	2 05			2 05		
" half, grained	1 75			1 75		
" quarter, jam and covers	1 15	1 20	1 45		1 45	
" candy, and covers	2 70	3 20	3 20		3 20	
Tubs, No. 6	11 00		11 00		11 00	
" " "	9 00		9 00		9 00	
" " "	8 00		8 00		8 00	
" " "	7 00		7 00		7 00	

### PETROLEUM

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba and B.C.
Canadian	18	19½	18	20
Sarnia water white		19½	20	20½
Sarnia prime white		16½		
American water white	21½		19½	21
Pratt's Astral		20		

### TEAS

Black—						
Congou—Half-chests Kalsow, Moning, Paking	13	60	12	60	11	40
Caddies Paking, Kalsow	17	40	18	50	15	40
Indian—Darjeelings	35	55	35	55	30	50
Assam Pekoes	20	40	20	40	18	40
Pekoe Souchong	18	25	18	25	17	24
Ceylon—Broken Pekoes	35	42	35	42	34	40
Pekoes	20	30	20	30	20	30
Pekoe Souchong	17½	40	17	35	17	35
China Greens—						
Gunpowder—Cases, extra first	42	50	42	50		
Half-chests, ordinary firsts	22	28	22	28		
Young Hyson—Cases, sifted extra firsts	42	50	42	50		
Cases, small leaf, firsts	35	40	35	40		
Half-chests, ordinary firsts	22	28	22	28		
Half-chests, seconds	17	19	17	19		
" thirds	15	17	15	17		
" common	18	14	18	14		
Pingsueys—						
Young Hyson—½-chests, firsts	28	32	28	32	30	40
" seconds	16	19	16	19		
Half-boxes, firsts	28	32	28	32		
" seconds	16	19	16	19		
Japan—						
½-chests, finest May pickings	38	40	38	40		
Choice	32	36	32	36		
Finest	28	30	28	30		
Fine	25	27	25	27		
Good Medium	22	24	22	24		
Medium	19	20	19	20		
Good common	16	18	16	18		
Common	13	15	13½	15		
Nagasaki, ½-chests Pekoe	16	22	16	22		
" Oolong	14	15	14	15		
" Gunpowder	16	19	16	19		
" Siftings	7½	11	7½	11		

### RIE, SAGO, TAPIOCA, MACARONI

Rice—Standard B.	\$ 25	\$ 40	3½	5	\$ 25	\$ 40
Patna, per lb.	4½	5	4½	5	5	6
Japan	4½	5	4½	5	5	6
Imperial Seeta	4½	5	4½	5	5	6
Extra Burmah			4½	5	4	5
Java, extra			5½	6	5	6
Sago	3½	4	4	4	4	5
Tapioca	5½	6	4½	5	5	6
Macaroni, dom'ic, per lb, bulk	5	6		7½		
" imp'd, 1-lb. pks., French	8	12	9	10		
" " " Italian	8	10	11	13½		

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

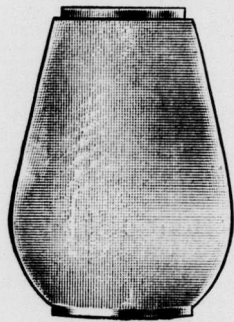
**CALIFORNIA ORANGES**

**Messina Lemons, Fruits and Nuts** of all kinds. An excellent assortment of only the best grades always on hand and we can supply you at lowest market prices.  
**Bananas.** The fruit is arriving in first class condition. Port Limon stock is exceptionally fine.  
**Fruit Auction Sales.** These auction sales are held every Wednesday and we will be pleased to give you any information required.

**McWILLIAM & EVERIST**

Wholesale Commission Merchants.  
 25 and 27 Church St., TORONTO, Can  
 Telephone 645.

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.

BUY  
**Star Brand**

**COTTON  
 CLOTHES  
 LINES**

- AND -

**COTTON  
 TWINE**

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

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

How are you fixed for . . .

**BASKETS?**

Are you in need of any of the following kinds :

- GRAIN AND ROOT BASKETS
- CLOTHES BASKETS
- FRUIT BASKETS
- AND BUTCHER BASKETS?

If so, we can supply you.

THE . . .

**OAKVILLE BASKET CO.,**  
 Oakville, Ont.,

**"QUEEN CITY"  
 TABLETS**

**WASHING  
 MADE  
 EASY . . .**

For sale by Grocers, Druggists, and General Stores.

Half the labor in half the time, and no rubbing to wear out the clothes, better and cleaner washing with a soft smooth finish that makes ironing easier, and the articles keep clean and wear longer.

**QUEEN CITY OIL COMPANY, Limited**

SAMUEL ROGERS, President.

TORONTO, ONT.

**RELIABLE GOODS.**

Profitable, as well as reliable, are my brands. They are as represented. They are the very best values possible. A trial is all I ask you to give them.

**"NECTAR"**

A Blend of CEYLON, INDIAN and CHINA Teas.

Rich and fragrant, delicious and refreshing.  
 50-lb. cases, assorted, 1/4's, 1/2's and 1's.

Retails at 25c., 35c. and 50c.

Also Fancy 1-lb. and 3-lb. tins—beautifully decorated.  
 Every housekeeper will want them.

**Madame Huot's Coffee**

SOLD ONLY IN TINS.

1-lb. at 31c.—2-lb. at 30c per lb.  
 Whole or Pure Ground.

Known already as the finest and only genuine French Coffee. No Mixture. No Adulteration. IT IS PURE.

The "CONDOR" Vinegar—a pure distilled vinegar of 100 grains—at 30c.

The "OLD CROW" Vinegar—a pure White Wine of 75 grains—at 22½c.

CLEAR AS CRYSTAL—STRONG AND WHOLESOME.

**SPECIAL**—180 Half-Chests of a nice, well-made, pan-fired Japan Tea, of first-class liquor, at 12 cents. Ask for a sample. It will be a revelation to you.

All Goods 3 p.c. 30 Days, or 4 Months Note.

**E. D. MARCEAU, 296 St. Paul Street, MONTREAL**

**NEW BRUNSWICK MARKETS.**

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., May 14, 1900.

**B**USINESS continues good. Perhaps the chief item of interest during the past week was the advance in matches of 4c. per gross. This because stock out of which to manufacture is scarce. Wood seems scarce everywhere. For some time they have been making cheese boxes in Prince Edward Island, but will be short this season. It is almost impossible, even at high figures, to buy these in the West, particularly from first hands. Demand this season will be large. For such lumber as is shipped from St. John to the United States there has been a drop in price. English market is good. In cream of tartar, price is firm. Spices generally are higher. Dealers are buying quite freely in Ceylon teas, feeling at present prices they are good value. Weather has been cold.

**OIL**—Burning oil is steady at the decline of last week. There is a steady sale. In linseed oil, there has been a sharp advance, and further high figures are expected. Many say they never remember figures as high as at present. Turpentine is rather easier, though here full figures are asked. In cod oil, first shipments have been received. Prices are about the same as last season. While wax is rather higher, prices on candles have been slightly shaded. In lubricating oils, there is a large movement.

**SALT**—In Liverpool coarse salt, there are quite ample stocks here, and some is afloat, which will be sold ex ship on arrival at lower figures than now rule out of store. There is free sale. In fine, Canadian has the sale. In cheese salt, market is quite bare, and orders are slow in being shipped from the works. We quote: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20 to 22c. each; 10-lb. wood boxes, 12 to 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**—While the trade are much displeased at the terms of the association contract, the chief fault would seem to be the fact that they have not the chance to buy at shaded figures, as where outside handlers offer on different terms and such as the trade wish, they will not buy, outside the best known brands, unless there is quite a difference in price. The trade, in some cases, do not seem able to appreciate when they are well served. One Western packer last season filled these contracts, and some dealers who made considerable money because of this, though they say the goods

gave satisfaction, turned the brand down this year, and bought from those whose failure to fill their orders caused large loss to the buyers. It is difficult to know what treatment is best appreciated. Prices are unchanged. Gallon apples move freely. Strawberries are scarce. Meats have not advanced in this market in sympathy with packers' prices. Salmon has a steady sale. Cohoes are moving freely.

**GREEN FRUITS**—Oranges have been somewhat scarce, but large quantities of nice fruit have arrived via Montreal. In Valencias, season is getting late. Prices are rather higher. Very nice Messinas are shown and at even figures. In lemons, sale is good at low prices. Bananas show quite a range, but ripe fruit is rather easier. Native rhubarb is being received, and price is low. In strawberries, there are free receipts, with prices as low as good imported fruit usually is. Pines are but fair sellers. Price is quite low.

**DRIED FRUITS**—There has been quite a sale for prunes during the week. Market is bare of 90-100's. There are a few of the smaller sizes, but they are not favorites. In 80 90's quite low prices rule. There is little trade in peaches, and really no apricots. In raisins there is only a fair sale. Stock is light. There is fair movement in seeded. Dates have a fair sale at full figures. Figs are dull. Evaporated apples move slowly at easy figures. Little dried are seen. In peels, at this season, sale is only in a retail way. Market is quite bare in onions. Arrivals of Spanish are daily expected. It will be some little time before there are further receipts of Bermudas. In nuts, except in peanuts, there is little life. These keep quite low, except in Spanish shelled, which are very high.

**PRODUCE**—In eggs, the price tends easier, though the weather has been bad. Those arriving move off quite freely. In butter, the stock is small, and where the quality is good sales are freely made at quite full figures, though the tendency is to lower prices. In cheese, local-made are being received in small quantities, the price in this line also tending easier. Very few Western cheese will now be seen, and it is but a question of days when this trade will be over.

**SUGARS**—This line continues very low. There is quite a stock of American fine still here, and to close buyers is offered out of store at less than a half. The presence of Dutch bag sugar affects the market. In yellow there is still some bag English sugar here. In quality, these foreign sugars seem to suit the trade, but the package is not suited to shipping to outside points.

**MOLASSES**—While quite a little new has been received, the market is very firm. Barbadoes is quite scarce. Quite a quantity is expected to arrive next week. There is quite a difference between the price and that of Porto Rico. The latter is a great favorite, and some very fine stock comes here. Market is firm. The arrival of mixed molasses from the United States is something new. When one remembers the duty is about 11c. per gallon, it is surprising

the quality is as good as it is. It competes with the New Orleans, quite free receipts of which have lately arrived.

**FISH**—In gaspereaux the catch is very light, as weather has been so cold. With warmer weather free catch is expected. Shad will also then be more plentiful. Hali-but are in good supply, and price about as low as it is apt to be. Dry cod is dull, and figures easy. Pollock are ample stock for present light sales. Smoked fish, while firm, show but limited business. In pickled fish, there is neither stock nor demand. This is the quiet season. Some light sales of boneless fish are made. We quote: Large and medium dry cod, \$3.50 to \$3.75; small, \$2.25 to \$2.50; pickled shad, \$4.50 to \$5, as to quality; haddies, 4½ to 5c. per lb.; smoked herring, 8 to 9c.; fresh haddock and cod, 2¼c.; boneless fish, 4 to 5c.; pollock, \$2.25 to \$2.35 per 100; pickled herring, \$2.20 to \$2.25 per half bbl.; bloaters, 70c.; kippers, \$1; Shelburne, \$4.50 to \$5; halibut, 8 to 10c.; gaspereaux, 70 to 75c.

**PROVISIONS**—In barrelled meats, sale is light. In pork, prices are high. Smoked meats are high, and price has affected sale. In lard, there is steady sale, but price is high.

**FLOUR, FEED AND MEAL**—In flour, the low values continue. There are quite full stocks held. Manitobas show quite a range over Ontarios. This market is one where dealers hold very close to brands. In oatmeal, there is no change in price and but a fair sale. In cornmeal, value still high and sales very free. Beans have but a small sale. Values show no change. Demand for seed has made quite a sale for oats. Feed is scarce. Barley seems to tend easier. Split peas and round hold firm. Seeds, a good sale, though rather below last season. We quote: Manitoba flour \$4.50 to \$4.70; best Ontario, \$3.70 to \$3.80; medium, \$3.40 to \$3.55; oatmeal, \$3.70 to \$3.80; cornmeal, \$2.30 to \$2.35; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.75 to \$1.85; prime, \$1.60 to \$1.70; yellow-eye beans, \$2.25 to \$2.45; split peas, \$4.00 to \$4.25; round, \$3.25 to \$3.40; pot barley, \$3.85 to \$4.00; hay, \$9 to \$9.50; timothy seed, American, \$1.50 to \$1.85; Canadian do., \$1.75 to \$2.40; clover seed, 9½ to 10c.½; alsike, 10½ to 12c.; mammoth, 11½ to 12½c.

**ST. JOHN NOTES.**

The Imperial Oil Co. received their first shipment of cod oil for the season this week. This is quite a receiving point for this product.

Barton Gandy, the representative here of The Salt Union, Liverpool, Eng., is expecting to shortly receive another cargo of coarse salt.

Mr. Diamond, of Diamond & Onyx, Philadelphia, was in the city during the week. Mr. Diamond has largely supplied our market with blacking and blue for many years. He has many warm friends here.

THE GROCER had a pleasant visit to the tea warehouse and packing rooms of W. Frank Hatheway & Co. Special attention is given to Indian and Ceylon blends, their best grade retailing at \$1. Owing to increased business, they have lately doubled their floor space.

# JUST LANDING

ex Steamer Mont Blanc, 600 packages from the celebrated firm of

***DANDICOLLE & GAUDIN, Limited***

COMPRISING THE FOLLOWING DELICACIES :

- 5 cases Mushrooms, blancs, choix.
- 5 cases Mushrooms, blancs, surchoix.
- 40 casks best French Bordeaux White Vinegar.
- 50 cases White Vinegar, bottles.
- 50 cases White Vinegar, fancy neck bottles.
- 5 cases best "Virgin" Olive Oil, bottles.
- 30 cases best "Virgin" Olive Oil, half-bottles.
- 10 cases "Nonpareilles" Capers, long bottles.
- 25 cases "Cordon Bleu" Sardines,  $\frac{1}{4}$ 's with key, in best olive oil.
- 25 cases "Cordon Bleu" Sardines,  $\frac{1}{4}$ 's, American, with key.
- 5 cases celebrated Royans a la Bordelaise,  $\frac{1}{4}$ 's, finest, with key.
- 25 cases Moutarde a la Vatel, half-bottles.
- 5 cases Asparagus in half-bottles.
- 5 cases Pates de Foie Gras Truffes, small tins, assorted.
- 5 cases, large bottles, French Olives, Verdales
- 3 cases, half-bottles, French Olives, Verdales,
- 2 cases, small bottles, French Olives, Verdales.
- 5 cases, large bottles, best French Olives, Amelleaux.
- 3 cases, half-bottles, best French Olives, Amelleaux.
- 2 cases, small bottles, best French Olives, Amelleaux.

Also a big assortment of **Cherries, Liquors, Brandies, Wines** of all kinds. All these goods are prepared with the very **best condiments**, and are highly recommended.

All goods bearing "DANDICOLLE & GAUDIN'S" name is a guarantee of quality.

OUR PRICES ARE THE LOWEST.

Sole Agents for Canada

## L. CHAPUT, FILS & CIE.

Wholesale Grocers and Tea Importers, **MONTREAL**





# Ocean Wave Baking Powder

The most satisfactory for your best trade. It will bring a good cook back to your store. **Makes everything a little nicer.**

**Are You Selling**

McLaren's Java and Mocha Blend Coffee,  
McLaren's Invincible Extracts?

## SPICES

Ground from selected whole goods of the greatest strength and flavor. Every cent higher means two cents more value.

**GOOD GOODS make GOOD CUSTOMERS.**

## The HAMILTON COFFEE & SPICE CO.

LIMITED

25 and 27 Macnab Street South

HAMILTON

### BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A**LPHONSE DAIGNAULT, baker, etc., Montreal, has assigned, and a meeting of creditors will be held on May 21.

G. W. Halliday, grocer, etc., Vancouver, is offering 50c. on the dollar.

John Smardon & Co., manufacturers of soap, Montreal, have assigned.

W. R. Langridge, cigar dealer, London, has assigned to J. E. Saunders.

A meeting of the creditors of Lilian Gross, baker, Preston, Ont., has been held.

A. W. Nuttall, fish dealer, Port Arthur, Ont., has assigned to Joseph Brimson.

G. G. Rebagliati, general merchant, Lytton, B.C., has assigned to S. P. Moody.

E. Wodon, general merchant, Kildare, Que., has assigned to Lamarche & Benoit.

John Benenati, fruit dealer, etc., London, Ont., has assigned in trust to Alfred Robinson.

Doupe & Doupe, general merchants, Lucan, Ont., are offering 85c. on the dollar.

Archibald McIntyre, general merchant, Strathclair, Man., has assigned to Fred J. Nixon.

Wm. Power, general merchant, Port Mulgrave, N.S., has assigned, and a meeting of his creditors has been held.

PARTNERSHIPS FORMED AND DISSOLVED.

Lapierre & Robert have registered partnership as provision dealers in Montreal.

Birch & Dyer, general merchants, Al-  
berton, P. E. I., have dissolved.

Maron, Bills & Co., general merchants,  
etc., Morinville, N.W.T., have dissolved.

J. O. Arsenaull, general merchant,  
Wellington, P.E.I., has admitted A. C.  
Rogers into partnership under the style of  
J. O. Arsenaull, Son & Co.

SALES MADE AND PENDING.

The stock of Alfred Poliquin, grocer,  
Quebec, has been sold at 58c. on the dollar.

The stock of the estate of James Dodds,  
general merchant, Norman, Ont., has been  
sold.

The stock of W. A. Piggott, general mer-  
chant, Granville Ferry, N.S., is advertised  
for sale.

The business of The R. Fitzgerald Co.,  
Limited, St. Catharines, Ont., is advertised  
for sale.

The assets of G. B. Poisson, general  
merchant, St. Sophie de Levrard, Que.,  
have been sold.

The assets of Edouard Tanguay, general  
merchant, Chartierville, Que., are to be  
sold on May 19.

The stock of T. Pomerleau, general mer-  
chant, St. Francois East, Que., has been  
sold at 73c. on the dollar.

CHANGES.

N. Manson, fruit dealer, etc., Victoria,  
has retired from business.

Wm. Trott, general merchant, Weid-  
mann, has removed to St. Thomas, Ont.

Robert Handcock, baker, Amherstburg,  
Ont., has been succeeded by James Viger.

Jennie O. Burgen, grocer, London, has  
sold out to Charles Eedy.

Gordon Matthews, general merchant,  
Elmsdale, P.E.I., is closing out.

Mary McRae, grocer, etc., Courtright,  
Ont., has sold out to J. G. James.

Emanuel Desilets has registered as pro-  
prietor of Duval & Co., grocers, Nicolet.

C. S. Philp and J. H. Shrewsbury, gro-  
cers, Vancouver, have retired from business.

Whitney & Stanton, cigar manufacturers,  
St. Thomas, Ont., have sold out to J. Craw-  
ford.

Frank Ellison, confectioner, etc., Van-  
couver, has been succeeded by John Armi-  
shaw.

Wm. Hutchins has secured full control of  
Geo. Marshall & Co., tea merchants,  
Montreal.

Racine, De Gruchy & Co., canners,  
Laprairie, Que., are adding a stock of  
groceries

A. D. dit Bonhomme has registered as  
proprietor of J. B. Thibaudeau, fruit and  
provision dealer, Quebec.

FIRES.

Duncan & Co., grocers, etc., Rat Portage,  
Ont., have been burned out; partially  
insured.

Lansing & Newman, grocers, and J. E.  
Borbein, confectioner, Rossland, B.C., have  
suffered loss by fire; insured.

DEATHS.

T. H. Boyd, baker, St. John, N.B., is  
dead.

Joseph Molina, of Wilberg & Co., cigar  
manufacturers, New Westminster, B.C., is  
dead.

## IT'S YOUR DUTY

to see that the goods you supply your customers with are pure, cleanly, and the best that can be had for the money. Now, in the matter of tea (whether it be black or green), you should see that it comes from

### CEYLON or INDIA

where Nature and Art combine to turn out the finest tea imaginable.

Nature does her part by supplying just the right climate and soil.

Art--by the British planters and cultivators knowing exactly how to cultivate and handle the teas.

### Pure, Cleanly, Well-Flavored

teas come from Ceylon and India.

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

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

**Superior Quality  
Always Good**

## RETAIL COMPETITION.

A CONFIDING cafe proprietor, with whom I occasionally take a glass of ginger ale, told me his troubles the other day. They were much like the ordinary merchant's troubles. "In the old days," he said, "anyone who had wet goods to sell was sure of a good trade. Then some fellow came along and put up a handsome bar, full of cut glass and such. The trade got going his way; so I put in the finest bar money could buy. Then another fellow offered a free lunch, and so we all began to give a 25c. meal with a 5c. glass of beer. Then some one put in an orchestra, and we followed suit. These things are expensive. I don't do any more business than I did at first; but if I didn't have handsome furniture and a free lunch and a brass band for my customers I couldn't stay in the business."

It's the same way in other lines. Many merchants can remember when they never advertised at all, and only used their windows for lighting purposes; yet they made as much money and sold as many goods as now, when show windows and newspaper bills cost thousands of dollars a year. Where the spirit of competition will finally lead commerce no man can tell. But one thing is certain. If you are going to "do business" at all you must do it in

modern fashion. You can't escape your environment nor the "trend of the times." The man who doesn't realize that his show window is the biggest thing in his business, and strain every nerve to make it pay him, may as well put on his coat, for the sheriff is coming up the street and will soon stop at his door.—L. Frank Baum, in *The Show Window*.

## ADVANCE IN RAW MATERIALS.

A study of the latest figures of the Treasury Bureau of Statistics shows a remarkable increase in the foreign price of many of the articles imported for use in manufacturing, says Bradstreet's. In Manila hemp and sisal the increase is more than 100 per cent. within the last two years; in jute, over 50 per cent.; in raw silk, 33 per cent.; in India rubber, more than 25 per cent.; in clothing wool, 33 per cent.; in tin, 50 per cent., and in raw sugar, 25 per cent. During the nine months ending with March, 1900, the importation of Manila hemp amounted to 29,107 tons, valued at \$4,266,580, while in the corresponding months ending with March, 1898, 39,599 tons were valued at but \$2,449,468, the average price per ton in the nine months just ended being \$146.50, against \$61.85 in the corresponding months of 1898. In sisal grass, which is imported from Mexico, the

increase has been even more strongly marked, the 52,875 tons imported in the nine months ending with March, 1900, being valued at \$8,007,961, or \$151.30 per ton, against an average of \$62.42 per ton in the corresponding months of 1898. Jute, which averaged \$23.65 per ton in the nine months ending with March, 1898, averaged \$36.80 in the nine months ending with March, 1900. Raw silk also shows a marked increase, the average price per lb. in the fiscal year 1897 being \$2.84, in 1899 \$3.19 and in the nine months ending with March, 1900, \$3.94 while during the month of March alone the average price was \$4.60, as against an average of \$2.84 in the fiscal year 1897. Raw sugar, "not above No. 16, Dutch standard," whose average cost in the foreign markets during the fiscal year 1897 was 2c. per lb., was during the nine months ending with March, 1900, 2.42c. per lb. and in the month of March over 2½c. per lb., an increase of 25 per cent. in the cost in the foreign markets.

## "LESS THAN COST."

When an article is offered at less "than cost," it should be rejected without further consideration, remarks Portland Tradesman. Modern philanthropy has not reached that delectable stage at which human beings voluntarily give something for nothing. The consumer may depend upon it that if he can detect no wrong at first he will be wiser later on, when he puts the article into use.

## IT WILL PAY YOU TO HANDLE

*Bow Park*  
REGISTERED BRAND  
**HAMS**

Finest in Quality.  
Prices Right.  
Drop us a Card for Price List.

*Bow Park*  
REGISTERED BRAND  
**BACON**

THE BRANTFORD PACKING CO., Limited,

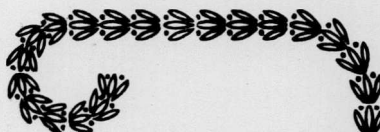
BRANTFORD, ONT.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

# Win Trade!



If a woman's trade is worth having it is certainly worth keeping. When you show a woman plainly how she can easily save money you can count on keeping her everlasting faith. If you find a word or two of explanation is necessary to induce a woman to buy Jonas' Flavoring Extracts, say this to her: "You can use half the usual quantity, madame, of these

## Flavoring Extracts

and yet accomplish better and safer results in your cooking than by using cheap, weak, artificially colored extracts that rely on the appearance of the bottle they are put up in for their sales."

You, yourself, take no chances Mr. Grocer, because the unequalled high quality of the extracts backs your statement up and strongly, too.

Every known fruit, flower and spice flavor that a woman wants. "For 30 years the favorite." "Win trade" by selling and by recommending them.

## Jonas' Flavoring Extracts.

---

HENRI JONAS & CO., Mfrs.,  
Montreal.



### DIVERSITY OF WEIGHTS AND MEASURES.

A PAMPHLET has just been prepared by the Philadelphia Commercial Museum, covering the conversion of United States weights and measures and moneys. This information has been prepared especially for the American manufacturer seeking export trade. The metric system in exporting to most countries is absolutely necessary, and the pamphlet is being distributed to American manufacturers without cost, and in furtherance of the work of the institution, which is that of fostering American export trade. By way of introduction to the extensive tables these remarks among others appear:

One of the first difficulties which confront the American merchant in entering into trade with foreign countries is the diversity of weights and measures used by them. The principal systems of weights and measures used in various parts of the world are: The Imperial system, which is used in the United States, Great Britain and all the British colonies; and the metric system, which is the legalized standard, and is used in the following countries: Norway and Sweden, Germany, Holland, Java, etc., Belgium, France, Algeria, Senegambia, Portugal, Azores and Maderia, Spain, Canary Islands, Fernando Po, West India Islands, Italy, Austrian territories, Greece, Roumania, Turkey (in Europe), Mexico, Central America, Hayti, Columbia (Republic), Venezuela, Ecuador, Brazil, Uruguay, Argentine Republic, Chili and Peru.

The population of the metric-using nations aggregates about 445,000,000. It practically includes the civilized world except Great Britain, Russia and the United States. Our commerce with Russia is not great, and we have, with her, no common system of weights and measures to be disarranged by the adoption of a new system. With England, we can hardly be said to have a common system—with our quart and gallon 17 per cent. less than hers, our bushel 3 per cent. less, and her hundredweight and ton exceeding ours by 12 per cent. We have the same terms, but these terms have not the same meaning, and the confusion is perhaps greater than if the terms were different.

Catalogues, prices, descriptions, etc., should be in the nomenclature of the country to which they are sent, or, at least, in a common nomenclature which is understood alike by buyer and seller. Thus, if we quote to a French customer 60 yards of cloth at 10c. a yard, it is unintelligible to him; but if we offer him 60 meters (65.617 yards) at 57 centimes (11c.) per meter, he understands it without difficulty, and is enabled to compare it with prices, etc., which he has been paying in other places.

Gallons, pounds, yards, etc., have about the same significance to the foreign merchant as the pood, catty, pund, caudra or fanega have to the American merchant.

In invoices and on marks on packages, it would be well to mark both the denominations used here and in the country of destination. In the metric system the various denominations are given from one to ten; multiples may easily be made by moving the decimal point to the right. The metric system has been authorized by Act of Congress in the United States and by Act of Parliament in the United Kingdom.

### OUR METHODS ARE PRIMITIVE.

P. J. Towle, of St. Paul, Minn., has been at Burlington, Vt., conferring with various dealers in maple sugar in reference to the possibility of establishing a manufactory for the production of maple sweets, says The New England Grocer. Mr. Towle is an enthusiastic sugarman and is interested in many enterprises of this character. He has seen a good deal of the maple sugar industry in Canada and says that many carloads are annually shipped into the States and find a ready market. "The sugar made there, however," says Mr. Towle, "is much stronger and is all put up in cakes about the size of an ordinary brick. It is hard as flint, and much blacker in color than the Vermont article. Primitive methods are still employed by the Canadians in making the syrup and sugar, but I think that the farther north you go, the sweeter the sap. That secured from maple groves in the north of Vermont is much sweeter than that found in the south of the State."

### NO BAD TEA.

There is a well-known story of an experienced gentleman who declared that there was no bad beer in existence, remarks Grocery. Some beer was better than other beer, but there was no bad beer. The Chinese Minister in the United States is of the same opinion about tea. In a recent interview he finished up by saying: "Just one more hint regarding tea and I am done. Remember that while there are expensive teas and cheap teas, there are really no bad teas, except those that have been adulterated with deleterious ingredients, and this very adulteration is practised solely to meet the taste, or lack of taste, of consumers who persist in so spoiling their tea by the addition of such adulterants as rum and milk and sugar. If only they would drink their tea pure, as nature intended it to be drunk, they would instantly detect any attempt at adulteration, and that would be the end of the importation of impure teas."

# SMOKING

## TOBACCO

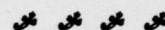


POPULARITY is the proof of merit, and no brand of tobacco has ever achieved popularity so quickly as

# EMPIRE

-- IN --

5, 10, AND 15 CENT PLUGS.

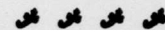


EMPIRE costs you only 36 cents, and pays a good profit.

EMPIRE is well advertised.

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

EMPIRE is a big plug for little money.



Made by the

**EMPIRE**  
**TOBACCO**  
**CO., Limited**

Granby, Que.



# CARR & CO'S BISCUITS

You want a line of Imported Biscuits to complete your stock.

We will bring you out assorted cases.

Dominion Agents:  
**Frank Magor & Co.,**  
16 St. John St., Montreal.

For British Columbia:  
**C. E. JARVIS & CO.,**  
Vancouver, B.C.

# SOUTHWELL'S

## Jams, Jellies and Marmalades

ARE ALL RIGHT.



They are sound, ripe fruit, and manufactured expressly for export.

SPECIAL QUOTATIONS FOR A ROUND LOT.

APPLY—

## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

## Current Market Quotations for Proprietary Articles

May 17, 1900.

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

### BAKING POWDER.

PURE GOLD.	
3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
3 1/2 lb. cans, 1 and 2 doz. in case	9 00
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	3 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	75
" 3, in 4 "	40
Pound tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
Diamond—	
1 lb. tins, 3 doz. in case	per doz 2 00
1 lb. tins, 3 "	1 25
1 lb. tins, 4 "	0 75
JERSEY OREAM BAKING POWDER	
size, 5 doz. in case	40
size, 4 doz. in case	75
" 3 "	1 25
" 2 "	2 25
OCEAN WAVE BAKING POWDER.	
per doz	
No. 10, 5-ounce Cans, round or square, 4 doz. in case	\$0 75
1/2-lb. Cans, round only 3 doz. in case	1 20
14-oz. Cans, round only 2 doz. in case	1 80
16-oz. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00



### BLACKING

P. G. FRENCH BLACKING	
per gross	
No. 4, 1/4 grs. bxs.	\$4 00
" 6, 1/2 "	4 50
" 8, 3/4 "	7 50
" 10, 1 "	8 25
" 10, Jet Enamel.	8 25

### CARR & SONS.

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

### SHOE POLISH.

HENRI JONAS & Co.	
Per gross	
Jonas'	\$9 00
Froments	7 50
Military dressing	24 00

### BLUE.

Keen's Oxford, per lb.	\$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box.	0 17
Reckitt's Square Blue, 5 box lots.	0 16

### BLACK LEAD.

Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	

### CORN BROOMS

BOECKH BROS & COMPANY	
doz. net	
Bamboo Handles, A, 4 strings	
" " B, 4 strings	
" " C, 3 strings	
" " D, 3 strings	
" " E, 3 strings	
" " F, 3 strings	
" " G, 3 strings	
" " I, 3 strings	

### BISCUITS.

PEEK, FREN & CO.	
Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins \$3.70 per doz
CARR & CO., LIMITED.	
Frank Magor & Co., Agents.	
Cafe Noir	0 15
Ensign	0 13 1/2
Metropolitan mixed	0 09
Special price list of Fancy Tins for Xmas trade and other lines on application.	

### CANNED GOODS.

MUSHROOMS.	
HENRI JONAS & Co.	
Mushrooms, Rionel	\$14 75
1st choice Dutheil	17 50
1st choice Lenoir	18 50
extra Lenoir	20 00
Per case, 100 tins.	
FRENCH PEAS—DELOY'S.	
HENRI JONAS & Co.	
Moyen's No. 2	\$9 00
" No. 1	10 50
1/2 Fins.	12 50
Fins	14 00
Trees fins	15 00
Extra fins	16 50
Sur extra fins	18 00
FRENCH SARDINES.	
HENRI JONAS & Co.	
1/2 Trefavennes	\$9 00
1/2 Rolland	9 50
1/2 Delory	10 50
1/2 Club Alps	11 50
CHOCOLATES & COCOAS.	
Epps's cocoa, case of 14 lbs., per lb.	0 35
Smaller quantities.	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents.	
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
1-lb. tins	0 42
Nibs, 11-lb. tins.	0 35 1/2
TOBHUNTER, MITCHELL & CO.'S.	
Chocolate—	
per lb.	
French, 1/4 s—6 and 12 lbs.	0 30
Caracas, 1/4 s—6 and 12 lbs.	0 35
Premium, 1/4 s—6 and 12 lbs.	0 30
Sante, 1/4 s—6 and 12 lbs.	0 26
Diamond, 1/4 s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, 1/4 s, 8 and 14 lbs.	0 30
Pearl	0 25
London Pearl	12 and 18 " 0 22
Rock	" " " 0 30
Bulk in boxes	0 18
Royal Cocoa Essence, pkgs., per doz.	1 40

FRY'S.	
per lb.	
Caracas, 1/4 s, 6-lb. boxes	0 42
Vanilla, 1/4 s.	0 42
" Gold Medal " Sweet, 1/4 s, 6 lb. bxs.	0 29
Pure, unweetened, 1/4 s, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4 s, 14 lb. bxs.	0 24
Fry's "Monogram", 1/4 s, 14 lb. bxs.	0 24
Cocoa—	
per doz.	
Concentrated, 1/4 s, 1 doz. in box.	2 40
" " 1 lb.	4 50
Homeopathic, 1/4 s, 14 lb. boxes	8 25
" " 1/2 lbs. 12 lb. boxes	
JOHN P. MOTT & CO.'S.	
E. S. McIndoe Agent, Toronto.	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4 s)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes	0 25
Royal Navy Chocolate, 12 lb. boxes	0 30
Mexican Vanilla Chocolate, 12 lb. bxs	0 35
OHEEN'S.	
per doz.	
Imperial—Large size jars	\$3 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial Holder—Large size	18 00
Medium size	15 00
Small size	12 00
COFFEE.	
JAMES TURNER & CO.	
pe lb.	
Mecca	0 32
Damascus	0 18
Cairo	0 20
Sirdar	0 17
Old Dutch Blo.	0 12 1/2

# "Good Starch"

The word "good" has lost its meaning when applied to starch—it has become commonplace from frequent use. Pure starch must be something more than simply "good" now-a-days to enable a grocer to hold his trade, and, because our oldest customers are the best ones we have to-day, we believe that Edwardsburg Starch can safely claim the right to use the word "best."

Look at it from any point of view—it is still best. The experience of over 40 years of Starch-making counts when "quality" is at stake—it counts in your profits, your new business and your upward progress. It pays to sell the "best"—simply "good" won't do.

Benson's Prepared Corn.  
Silver Gloss Starch.  
Benson's Enamel Starch.

## EDWARDSBURG STARCH.

Edwardsburg Starch Co. Limited  
Cardinal, Ont. ESTABLISHED 1858 Montreal, Que.

TODHUNTER MITCHELL & CO.'S	
Excelsior Blend.....	0 32
Jersey ".....	0 29
Rajah ".....	0 20
Old Government Java.....	0 28
Maracaibo.....	0 18
West India.....	0 16
Rio, choice.....	0 12

CLOTHES PINS.	
BOECKH BROS. & CO.	
Clothes Pins (full count), 5 gross in case, per case.....	0 75
4 doz. packages (12 to a case).....	0 90
6 doz. packages (12 to a case).....	1 20

EXTRACTS.	
Crown Brand (Greig Mfg. Co.)—	
1 oz. Bottle, per doz.....	0 90
2 1/2 " " ".....	1 50
4 " " ".....	2 00
8 " " ".....	3 00
4 " Bottle.....	6 00
4 " Glass Stop ".....	4 00
8 " ".....	6 00

P. G. FLAVORING EXTRACTS	
8 oz. Glass Stopper bott.....	\$6 00
4 oz. ".....	4 00
8 oz. Plain bottles.....	5 00
4 oz. ".....	3 00
2 1/2 oz. Cabinet bottles.....	2 00
2 oz. Bottles.....	1 80
1 oz. ".....	1 20
Per gallon.....	7 00
Per pound.....	1 00

HENRI JONAS & Co.	
1 oz. London Extracts.....	\$8 00
1 oz. " (no corkcrews).....	5 50
2 oz. ".....	9 00
1 oz. Spruce essence.....	6 00
2 oz. ".....	9 00
2 oz. Anchor extracts.....	12 00
4 oz. ".....	21 00
8 oz. ".....	36 00
1 lb. ".....	70 00
1 oz. Flat ".....	9 00
2 oz. ".....	18 00
4 oz. Square ".....	21 00
4 oz. " (corked).....	36 00
8 oz. ".....	72 00

Per doz.	
4 oz. " glass stop extracts.....	3 50
8 oz. ".....	7 00
2 1/2 oz. Round quintessence extracts.....	2 00
4 oz. Jockey decanters.....	3 50



FOOD.	
Robinson's Patent Barley, 1/2 lb. tins..	1 25
" " " 1 lb. tins..	2 25
" " Groats, 1/2 lb. tins..	1 25
" " " 1 lb. tins..	2 25

INDURATED FIBRE WARE.	
THE E. B. EDDY CO.	
1/2 pail, 6 qt.....	\$3 35
Star Standard, 12 qt.....	3 80
Milk, 14 qt.....	4 75
Round-bottomed fire pail, 14 qt.....	4 75
Tubs, No. 1.....	13 30
" " 2.....	11 40
" " 3.....	9 50
Fibre Butter Tubs (30 lbs).....	3 80
Nests of 3.....	2 85
Keelers No. 4.....	8 00
" " 5.....	7 00
" " 6.....	6 00
" " 7.....	5 00
Milk Pans.....	2 65
Wash Basins, flat bottoms.....	2 65
" " round bottoms.....	2 50
Handy Dish.....	2 25
Water Closet Tanks.....	17 00
Dish Pan, No. 1.....	7 50
" " 2.....	6 20
Barrel Covers and Trays.....	4 75
Railroad or Factory Pails.....	4 75

JAMS AND JELLIES.	
SOUTHWELL'S GOODS.	
Orange Marmalade.....	1 50
Clear Jelly Marmalade.....	1 80
Strawberry W. F. Jam.....	2 00
Raspberry ".....	2 00
Apricot ".....	1 75
Black Currant.....	1 85
Other Jams, W. F.....	1 55
Red Currant Jelly.....	2 75

P. G. JELLY POWDER.	
Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz.	

P. G. INGERS.	
Chocolate, 2 doz. cases \$1.25 per doz.	
Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.	



T. UPTON & CO.	
Raspberry, Strawberry, Red Currant, Pineapple.	
1-lb. glass jars, 2 doz. in case, per doz.....	\$1 00
5-lb. tin pails, 8 pails in crate, per lb.....	0 06 1/2
7-lb. wood pails, 6 ".....	0 06 1/2
14-lb. wood pails, per lb.....	0 06 1/2
30-lb. " ".....	0 06 1/2

LICORICE.	
YOUNG & SMYLYE'S LIST.	
5-lb. boxes, wood or paper, per lb.....	\$0 40
Fancy boxes (36 or 50 sticks) per box.....	1 25
" Ringed" 5 lb. boxes, per lb.....	0 40
" Acme" Pellets, 5 lb. cans, per can.....	2 00
" Acme" Pellets, fancy boxes (40) per box.....	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can.....	2 00
Licorice Lozenges, 5 lb. glass jars.....	1 75
" " 5 lb. cans.....	1 50
" Purity" Licorice, 200 sticks.....	1 45
" " 100 sticks.....	0 73
Dulce, large cent sticks, 100 in box.....	0 75

MUSTARD.	
COLMAN'S OR KEEN'S.	
D. S. F., 1/4 lb. tins, per doz.....	\$1 40
" " 1/2 lb. tins, ".....	2 50
" " 1 lb. tins, ".....	5 00
Durham, 4 lb. jars, per jar.....	0 75
" " 1 lb. ".....	0 25
F. D., 1/4 lb. tins, per doz.....	0 85
" " 1/2 lb. tins.....	1 45

FRENCH MUSTARD	
Crown Brand—(Greig Mfg. Co.)	
Pony size... \$ 7 50	per gross
Small Med. 7 50	Beer Mug.. 18 20
Medium.... 10 80	Tumbler.. 11 50
Large..... 12 00	Cream Jug 21 00
Spoon..... 18 00	Sugar Bowl 22 00
	Caddy..... 28 00

BAYLE'S PREPARED MUSTARDS.	
1/2-lb. jars 1-lb. jars	
Horseradish..... per doz., \$1 20	\$1 75
English Sandwich.....	1 20 1 75
Mustard (with fine herbs) ".....	1 20 1 75
Packed in our self-sealing half and one-pound jars, two dozen in a case.	

English Sandwich Mustard, Mustard (with fine herbs)—			
Bbls.	Half	10-gal.	5-gal.
50c.	55c.	60c.	65c.
			1-gal. Jugs.
			70c.

JONAS' FRENCH MUSTARDS.	
HENRI JONAS & Co.	
Pony size.....	Per gross \$7 50
Imperial, medium.....	9 00
Imperial, large.....	12 00
Tumblers.....	12 00
Mugs.....	13 20
Pint jars.....	18 00
Quart jars.....	24 00

MINCE MEAT.	
Wetthey's Condensed, per gross, net.....	\$11 00
" per case of 3 doz., net.....	3 70

ORANGE MARMALADE.	
T. UPTON & CO.	
1-lb. glass jars, 2 doz. case, per doz.....	\$1 00
7-lb. pails, 6 pails in crate, per lb.....	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz.....	1 30

PICKLES---STEPHENS'	
A. P. TIPPET & Co., AGENTS.	
Patent stoppers (pints), per doz.....	2 30
Corked " (pints), ".....	1 90

SODA.—COW BRAND	
DWIGHT'S	
Case of 1 lb. (containing 60 pkgs.) per box.....	\$3.00
Case of 1/2 lb. (containing 120 pkgs.) per box.....	\$3.00
Case of lbs. and 1/2 lb. (containing 50 1 lb. and 60 1/2 lb. packages) per box.....	\$3.00
Case of 5c. pkgs (containing 96 pkgs), per box.....	\$3.00



## "Daisy Fruit"

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

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



## Clothes Pins

SELECTED AND FULL COUNT.  
CORRECT PRICES.

**BOECKH BROS. & COMPANY,**

80 York Street,  
TORONTO.

Manufactured by  
**THE WM. CANE & SONS MFG. CO.,**  
OF NEWMARKET, LIMITED.

## DON'T PAY FREIGHT ON WATER

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

Agents—

**SEYLER, SANDERSON & CO.**  
28 Wellington St. West, **TORONTO**

Agents for **HEINRICH FRANCK SOHNE & CO.**  
German Chicory, Coffee, Extracts and Essences  
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

## BUSINESS NEWS

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

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

"Clippings from any Canadian paper on any subject."

**CANADIAN PRESS CLIPPING BUREAU,**

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

26 Front St. West, Toronto. Telephone 2148.

## WOMAN LOVES



the good and the beautiful. The artistic package of

### DWIGHT'S COW BRAND SODA

appeals to her, while the excellence of the contents makes her a sure customer for

## THE ENTERPRISING GROCER.

John Dwight & Co., 34 Yonge St., Toronto.  
Victoria, B.C. Halifax, N.S. St. John, N.B. Quebec, P.Q.  
St. John's, Nfld.

## EGYPTIAN AND BERMUDA ONIONS.

Home-grown stock is finished—these two lines coming into general use Egyptians in bags about 100-lbs., Bermudas in crates about 50-lbs.

## PINEAPPLES, BANANAS.

Pineapple crop about one-half shipped, buy now for canning. Bananas—Car Port Limon, firsts, due Thursday. All orders given best attention and prompt shipments made.

**WHITE & CO., 64 Front St. E., TORONTO.**

**HEALTH is WEALTH.** You want your customers to be healthy so that they will prove profitable clients.

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

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

All Wholesalers keep it.

**W. P. DOWNEY**

Sole Canadian Agent

20-22 St. Peter Street, **MONTREAL**



## BANANAS.

With a little moderate weather Bananas will move freely; we are just commencing another season and will handle the best grown. The trade can depend upon getting Fancy Ripe Bananas from us.

## ORANGES.

Big sellers just now; car of extra Fancy Navels from Arlington Heights Fruit Co. in stock—as fine fruit as any grown.

Also arriving this week, car of Fancy Valencias, Ordinary 420's and Jumbo 420's. Prices right on all we handle.

## HUGH WALKER & SON,

Wholesale Fruits,

GUELPH, ONT.

## WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,  
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Every grocer should keep it. You can recommend it to your customers and the first package will insure their buying it from you regularly.

Manufactured by

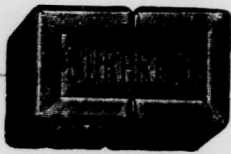
## THE EXPRESS ROLLER MILLS

**WM. MACK, Proprietor.**

**CORNWALL, ONT.**

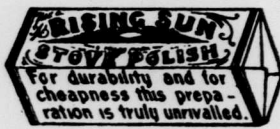


SOAP



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

STOVE POLISH.



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



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

STARCH.

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

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

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

KINGSFORD'S OSWEGO STARCH.



SILVER (40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers) 0 08  
GLOSS (12-lb. boxes each crate) 0 08 1/2  
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 } 38-lb. to 45-lb. boxes, STARCH } 6 bundles ..... 0 06  
STARCH IN } Silver Gloss..... 0 07 1/2  
BARRELS } Pure ..... 0 06 1/2



TEAS.  
SALADA CEYLON.  
Wholesale. Retail

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



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

Black Label, 1-lb., retail at 25c..... 0 19  
" " 1/2-lb. " " " " " " " " 0 20  
Blue Label, retail at 30c..... 0 22  
Green Label " " " " " " " " 0 28  
Red Label " " " " " " " " 0 35  
Orange Label, retail at 60c..... 0 42  
Gold Label, " " " " " " " " 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 38 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



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



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

Blue Label, 1's..... 0 18 1/2 0 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, 1/4'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.

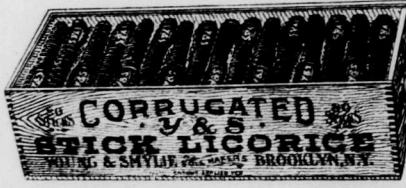
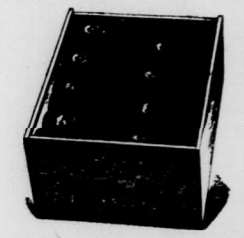
EMPIRE TOBACCO CO.  
Smoking—Empire, 3's, 4 1/2 and 9's.... 0 36  
Royal Oak, 2 x 3, Solace, 8s..... 0 52  
Something Good, 7s..... 0 53  
Louise, 2 x 3, 14s..... 0 54  
Chewing Currency 1 3/4 oz. bars, 9s... 0 41  
Patriot, 2 x 6, Navy 5s..... 0 44  
Old Fox, Narrow 12s..... 0 44  
Free Trade, 8s..... 0 41  
Snowshoe, 10 1/2 oz. bars, 8s..... 0 44  
Snowshoe, pound bars, 6s..... 0 44

WOODENWARE.

THE E. B. EDDY CO. per doz  
Washboards, X..... 1 70  
" " XX..... 1 90  
" " Waverly..... 2 10  
" " Planet..... 2 00  
" " Special Globe..... 2 10  
" " Solid Back Globe..... 2 20  
" " Electric Duplex..... 3 00  
Matches— 5-Case Single Lots Case  
Telephone..... \$3 70 \$3 90  
Telephone..... 3 55 3 75  
Tiger..... 3 45 3 65  
Telephone (1/2-gross)..... 3 70 3 90  
Empire, (slide box)..... 2 50 2 60  
Safety, Capital..... 3 00 3 10  
Parlor, Eagle, 200 s..... 1 50 1 60  
" " 100 s..... 1 70 1 80  
" " Victoria..... 2 75 2 85  
" " Little Comet..... 2 00 2 10  
Flamers..... 2 60 2 70  
(wax stems)..... 3 70 3 80

BOECKH BROS. & COMPANY.  
Washboards Leader Globe..... 1 65  
" Improved Globe..... 1 70  
" Standard Globe..... 1 80  
" Solid Back Globe..... 1 90  
" Jubilee (perforated)..... 2 45  
" Crown..... 1 50  
F.o.b. Toronto.  
Matches, Kodak, per case (10 gross in case)..... 3 50

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.

YARDLEY'S LIST...  
Genuine Y Transparent Soap  
Cold Cream and Oatmeal Fine Oatmeal Soap  
Savon Violettes de Parme  
Canadian Agency:

"Safety Soap"

This applies to, and might well be stamped upon, every cake of YARDLEY'S SOAP

It's safe for the user, first of all; therefore, safe for the dealer. It is as pure as a soap can be, free from all injurious substances; better soap isn't made in the world.  
A good line to push during rough weather is OATMEAL SOAP. It is specially prepared for sensitive skins.

GREIG MANUFACTURING CO., - MONTREAL.

11  
XXXXXXXXXXXXXXXXXXXX

make  
ing it

# GLASSWARE

We have a line of Glassware that surpasses any of our previous efforts.

We are making a special feature of New effects, such as

**Emerald and Gold Decorated**

**Crystal and Gold Decorated**

**Opal and Floral Decorated**

**Ivory and Floral Decorated**

besides a full assortment of Crystal patterns choice and new.

We would be pleased to furnish illustrations and prices.

**Gowans, Kent  
& Co.**

**TORONTO and  
WINNIPEG...**



Wethey's Condensed Mince Meat is so delicious and sells at such a reasonable price that it consequently appeals most forcibly to the tastes and pockets of everyone, and stimulates a demand for itself after one trial.

**J. H. WETHEY,**

Sole Manufacturer

**ST. CATHARINES, ONT.**

# Crosse & Blackwell, Limited

**PICKLES, SAUCES, MALT VINEGAR**

**JAMS and CONDIMENTS**

**KIPPERED HERRINGS** in          Tomato or Shrimp Sauce.

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

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices throughout the civilized world.

Executive Offices: 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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

### THE BRADSTREET COMPANY

Toronto Office: Cor. Melinda and Jordan Sts.  
Hamilton Office: No. 39 James Street South.  
London Office: No. 365 Richmond Street.

Winnipeg Office: No. 398 Main Street.  
Vancouver Office: Cor. Hastings and Hamilton Sts.  
Victoria Office: Board of Trade Building.

THOS. C. IRVING, Gen.-Mgr., Western Canada, Toronto, Ont.

**Oakey's**

The original and only Genuine Preparation for Cleaning Cutlery 5d. and 1s. Canisters.

**'WELLINGTON'  
KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED,**

MANUFACTURERS OF

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

**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street  
MONTREAL**