

PUBLISHED EVERY  
FRIDAY

CIRCULATES IN  
EVERY PROVINCE

THE  
**CANADIAN GROCER**  
AND  
**GENERAL STOREKEEPER**

**SELL  
ONLY  
THE  
BEST!**

In Competition with the World  
we have received the  
**Highest Awards  
Made . . .**

These substantiate our claim  
that : : : : :

**Colman's  
Mustard**

**IS THE BEST IN THE WORLD**

**CARR & CO.,**  
LIMITED

**Carlisle,  
England.**

**Frank Magor & Co.**

Agents for the Dominion.

**16 St. John St., MONTREAL**

**C. E. JARVIS & CO., Vancouver,**  
Agents for B.C.



Are the sole manufacturers of  
the original

**CAFE NOIR BISCUIT**

No other firm can approach them.



**The Australasian Grocer**

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

**Subscription \$2.50 per Ann.**

post free to any part of the world.  
A handsome Diary is presented free to annual subscribers.

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*Specimen Copies Free on Application.*

# Symington's

## "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.**

EDINBURGH and LONDON.

Agents, **W. B. Bayley & Co., Toronto**

**Annual Sales  
Exceed  
33,000,000 lbs.**

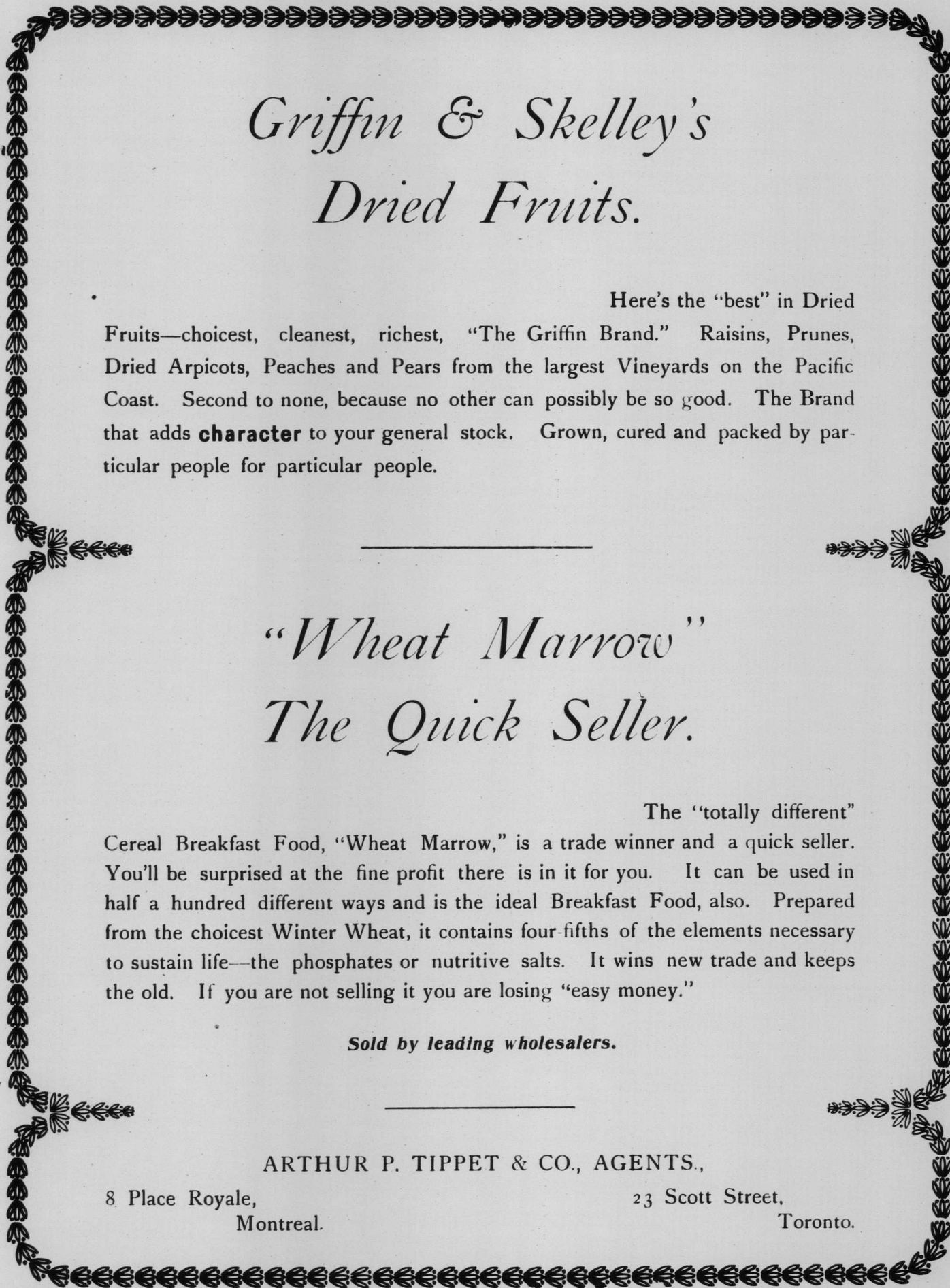


**Grand Prix  
Highest Award,  
Paris 1900.**

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by "**MENIER'S BREAKFAST COCOA.**" This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

**A GOOD MARGIN OF PROFIT FOR THE RETAILERS.**



*Griffin & Skelley's  
Dried Fruits.*

Here's the "best" in Dried Fruits—choicest, cleanest, richest, "The Griffin Brand." Raisins, Prunes, Dried Arpicots, Peaches and Pears from the largest Vineyards on the Pacific Coast. Second to none, because no other can possibly be so good. The Brand that adds **character** to your general stock. Grown, cured and packed by particular people for particular people.

---

*"Wheat Marrow"  
The Quick Seller.*

The "totally different" Cereal Breakfast Food, "Wheat Marrow," is a trade winner and a quick seller. You'll be surprised at the fine profit there is in it for you. It can be used in half a hundred different ways and is the ideal Breakfast Food, also. Prepared from the choicest Winter Wheat, it contains four-fifths of the elements necessary to sustain life—the phosphates or nutritive salts. It wins new trade and keeps the old. If you are not selling it you are losing "easy money."

*Sold by leading wholesalers.*

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ARTHUR P. TIPPET & CO., AGENTS.,

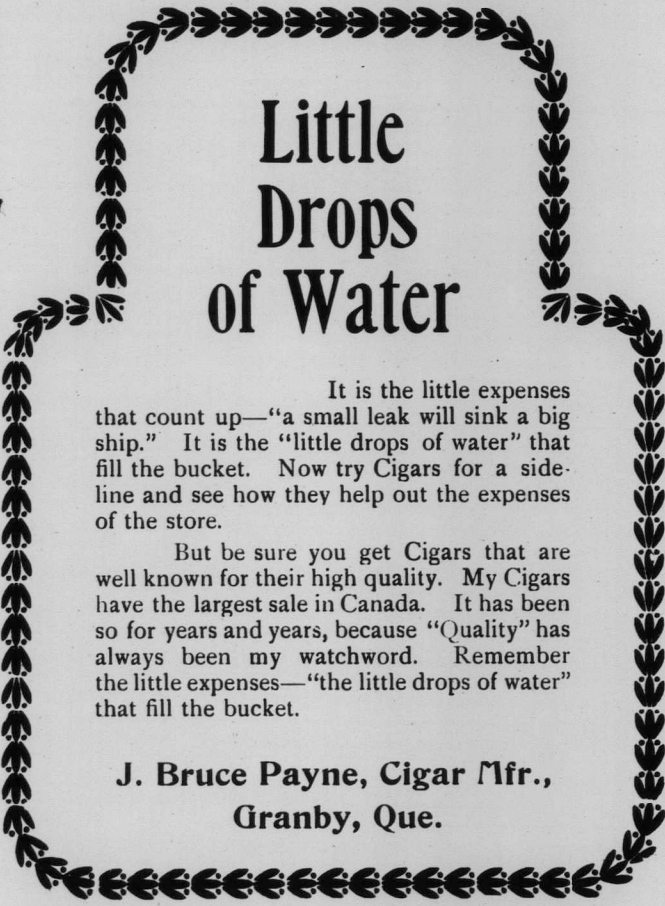
8 Place Royale,  
Montreal.

23 Scott Street,  
Toronto.

WRITE TO GOLD SOAP,  
TORONTO, FOR PRICES  
AND FULL PARTICULARS



**“Just Fits the Hand”**



## Little Drops of Water

It is the little expenses that count up—"a small leak will sink a big ship." It is the "little drops of water" that fill the bucket. Now try Cigars for a sideline and see how they help out the expenses of the store.

But be sure you get Cigars that are well known for their high quality. My Cigars have the largest sale in Canada. It has been so for years and years, because "Quality" has always been my watchword. Remember the little expenses—"the little drops of water" that fill the bucket.

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

## Lytle's "Sterling" Brand Pickles.

—Best  
—Made.

The grocer who aims to keep up his trade must see that he is well stocked at all times with the famous "Sterling" brand pickles—always gives satisfaction to customers—brings them back again to the store.

—Manufactured in  
—Canada's largest pickle  
—factory from best-grown  
—Canadian vegetables.

T. A. LYTLE & CO.,  
124-128 Richmond St. West,  
TORONTO

## MORE SATISFACTION

If you sow satisfaction of more sales, that's put in the connecting

cause and effect together. If you always supply your customers with the kind which satisfies it will take more than another pound offered by your competitor to tempt them away from your store. This past year has been the very best in our whole history, and we put it down to the one fact that we gave more satisfaction and the results came along naturally. *PUT* new life into this department of your store and *KEEP IT* in by always supplying TILLSON'S PAN-DRIED OATS.

## Tillson's Pan-Dried Oats

## MORE SALES

you will reap a harvest dead sure. We have link which will bring this

THE TILLSON CO., Limited, TILSONBURG, ONT.



## IMPERIAL BRAND MAPLE SYRUP

is the very kind your customers want. All who have tried it pronounce it to be without equal. Since first this brand was placed on the market it has met with wonderful success. Put up by

**Imperial Maple Syrup Co.,**  
88 Grey Nun Street, MONTREAL. Limited

Sole Selling Agents, Rose & Laflamme, Montreal.

### WOMEN FIND OUT THINGS

That's why the famous

## IVORY GLOSS STARCH

is so popular with Canadian ladies—they've found out that it is the most reliable, economical, and gives greater satisfaction than any other starch. Grocers have found that it is the most profitable and easiest selling starch on the market.

Manufactured by  
**THE**  
**St. Lawrence Starch Co.,**  
PORT CREDIT, ONT. Limited

# JAPAN TEAS

are invigorating, because they are grown in soil particularly adapted to their high qualities—one of many good reasons why the public consider them the best, and why every grocer should always keep a good supply of

# JAPAN TEAS

ON HAND.

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
Annex.

Tel. Main 4142. MONTREAL, CANADA.

# "IMPERIAL"

## White Wine Vinegar



LEADS ALL OTHERS

In the estimation of—

**Merchants, Consumers and Pickle Manufacturers alike.**

A broad statement this, but made in all confidence, nevertheless, based upon the unrivalled excellence and reputation of this brand.

A PROGRESSIVE ART, that of Vinegar-making, and the manufacturers of "**Imperial**" clearly recognized this fact at the outset, when placing their product on the Canadian market. They knew that only by adopting the most up-to-date process, coupled with wide experience, could the highest quality vinegar be produced. They have steadily adhered to this idea, with the result that, to-day—

"**Imperial**" IS A PERFECT VINEGAR—Full Standard Strength—Sparkling Appearance—Absolutely free from sediment—Smooth, Delightful Flavor—Always uniform.



CHEAP VINEGARS—of questionable quality—will be offered you, and the character of the article in every instance will bear out the low price asked. Standard, high-grade vinegar, at all approaching "**Imperial**" in quality, cannot be produced and sold to the trade at less than "**Imperial**" will cost you. Would you risk the loss of your vinegar business selling inferior vinegar—when "**Imperial**" is sold in 5 different strengths, at just the price of the ordinary standard article?

Is the name "**IMPERIAL**"  
on the barrel?

ASK YOUR GROCERY TRAVELLER  
TO SHOW SAMPLES.



# "Imperial" White Wine

The vinegar that thoroughly delights and satisfies consumers. Possesses that perfectly smooth, pleasant flavor, so hard to get in vinegar. It is clear, sparkling, full standard strength and always uniform.

OUR TRAVELLERS HAVE SAMPLES.

**W. H. GILLARD & CO., Wholesale Grocers, HAMILTON, ONT.**



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

# WHITE LABEL ALE

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

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

WM. ROSS, Manager.



# DOLLARS

are made by

selling . . .

# PATERSON'S SAUCE.



**Rose & Laflamme**

Agents

MONTREAL

## A Two Cent Mistake

Don't amount to much in any business, but the sticking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



### If a Man Wants Credit

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

The Eby, Blain Co., Limited, Toronto.  
C. O. Beauchemin & Fils, Montreal.

**ALLISON COUPON CO.,** Manufacturers,  
Indianapolis, Indiana.



## THE ADVERTISING ARENA.

### A LESSON IN ADVERTISING.

**A** WHOLESALER, according to Hardware Trade, in New York had one of the brightest and most impressive lectures on advertising read to him by a country merchant, that he has ever heard in his life. The country merchant is one of the ordinary merchants. He is a character in his way, a Hibernian, and with his full share of the proverbial wit. He was on a buying trip, and passing a wholesale house he observed paper napkins in the window. He went in to look at them, for he had sale for such things in his store.

"An' do ye have paper napkins to sell?" he asked of the wholesaler. He did have them, he said. "An' how the devil do I be knowin' that ye have paper napkins to sell, if I don't come down here and happen to see them in the windy? Why don't ye tell a man ye have paper napkins? Why don't ye advertise? Thin we'd know what ye had to sell." The merchant told him that he did advertise, which was true.

"Ah, yis," said the merchant, "an' how do ye advertise? Ye put a cut of yer buildin' in the paper. Now what the devil do I be wantin' to see the cut of your buildin' for? I don't care for yer old buildin'. It's what's in yer buildin' that interests me. If ye have paper napkins, say ye have paper napkins, and don't be showin' us a picture of your big sshore. That's the way I'm a-goin' to sell these paper napkins I'm buyin' of ye. I put an advertisement in me paper at home to till the people of me town that I have paper napkins to sell and the price they have to pay for thim, an' be the powers they come an' buy thim."

This wholesaler told me that he had more good advertising sense rubbed into him in 10 minutes by this merchant than he had found in books in the past 10 years.

### JOHN KNOWS IT.

A newspaper whose columns overflow with advertisements of business men has more influence in attracting attention to building up a town than any other agency that can be employed. People go where there is business. Capital and labor go where there is an enterprising community. No power on earth is so strong to build up a town as well as a paper well patronized, and its power should be appreciated. The man who overlooks his town paper injures

himself by injuring his town and townsmen.  
—John Wanamaker.

### SOME SAMPLE ADS.

#### Comfortable Comfortables Cleverly Constructed

Generous in size, of good weight and excellent materials, stitched and tacked just as our grandmothers used to do it.

98c. to \$2.75.

#### To Clean Out Our Stock of Skates

We have made a reduction all along the line in all styles and qualities. Besides our regular stock we have a large number of shopworn skates—the accumulation of several years past, which we will sell at bargains. We will show you skates, and good ones, too, from 35c. up.

#### After Inventory Sale

We finished up the taking of inventory this week and we found quite a number of seasonable suits that will be of more benefit to you than to us—therefore we have made a substantial reduction in price—a reduction that ought to clean every one out in quick order.

We maintain that no ready-made clothing can surpass the kind we sell—it is made to wear and made to fit—and you'll agree with us, if you come in, that the price isn't a matter you can object to.

Your credit is good.

—Printers' Ink.

Jeweled  
Rings  
and  
Diamond  
Hearts

### HOW MUCH MONEY TO SPEND?

Truly an interesting question. It all depends upon the goods and the competition. Another good question to ask is, Who else is in the field and how well are they occupying it?

Take baking powder. It will be conceded that this article has been well advertised. There was a time when a manufacturer might have started a baking powder business with small capital, and by judicious effort had a good chance to win out. That time has passed. There is no use talking about trusts and their good or bad features. Let politicians do that. The fact remains that a firm that has gone in and possessed the land, is making a good article and has a strong and sensible advertising policy, is in a position to continue. Before the business can be diverted to any great extent it will be necessary to get a better article or spend more money pushing it. Another thing. The new article must be a good deal better, and the big concern generally sees to it that theirs is about as good as can be made.

I knew a firm that did not believe this. They were going to sell to jobbers at better discounts, give retail men more profit and sell an article just as good. The jobber and retail man would be glad to push it along, you know, because they would get larger profits.

They forgot about the public.

I asked them, "How much money have you got?" They seemed to think it was none of my business. Then I asked them how much money they would put up and be able to lose without seriously imperilling their capital. This seemed easier, and at last I learned that they would put up \$2,000. This was to include their advertising expenses and my service. Two thousand dollars against the combined result of possibly a million. Their great point was that they would reinvest their profits. Reinvesting profits looks easy, but it is the rock upon which many a concern has gone up against to disaster. The trouble is there are no profits to reinvest. One dash, one chance in a hundred, and nothing behind it to give them another chance for their money.

I thanked them for the offer, but refused the service, and explained my reason. Other heads were bowed beside the remains of foolish advertising experiments. They probably think advertising doesn't pay.

How much to spend? It must be enough to justify a reasonable hope of success. No one knows absolutely in advance what will be the result of advertising effort. Those with most experience and ability can make the closest guess, and they try the best plan first, but are sure to keep enough money in

**RISING SUN**  
IN  
**CAKES**  
WELL KNOWN AND RELIABLE

**STOVE POLISH** and **SUN PASTE**  
**STOVE POLISH**  
IN **TINS**  
GUARANTEED TO THE TRADE

**DURABLE AND ECONOMICAL**  
3000 TONS SOLD YEARLY

**DUSTLESS, LABOR SAVING,**  
**BEST IN THE WORLD.**



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

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

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

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

reserve to be able to change the policy if necessary.

Some lines can be tried with little money. They are most inviting. Other lines require enough money to make a positive disturbance before results can be expected. They must make noise enough to be heard by all the people before trade can be expected to move in their direction.

The foolish man thinks only of his own business. The wonderful goodness of his product, and the money he can make by reinvesting his profits. The wise man studies the situation from the buyer's standpoint. He makes up his mind in advance as to how much publicity he must have before he can expect success, and then sits down and counts his money.

The exception? Oh, yes, there are exceptions to this rule. Nobody knows what the percentage is, but experienced advertising men can think of but few. Some have spent money and won in violation of all rules of business sense. Chance, luck, gamble. The exception is so small that it cuts no figure. The real advertising work has been done, as it should be, by someone who knows the facts and has the sagacity to understand how much money to spend.—Seth Brown, in Printers' Ink.

#### ADVERTISING JOB LOTS.

The "job lot," "closing out slaughter" and other well-known reasons for sales have been so overworked in advertising that most people are aware of their sham. Probably there will be a change in the tenor of such publicity ere long, though it is difficult to say what form it will take. The store which advertises good wares at a decent profit, dwelling upon quality and reliability, probably succeeds as well as the establishment which is continually in the throes of its mistakes in buying and efforts to help the manufacturer unload. In the case of the department stores the special sale is likely to last a long while yet, but some of the

better-known New York advertisers never use the price reduction sale as an argument in their ads., or use it so rarely that it is always effective by way of contrast.—Printers' Ink.

#### "THE BEST ON EARTH."

The man who claims he has "the best on earth for the price" is claiming so much that he harms himself with all conservative people, remarks Printers' Ink. If he would simply and moderately state that his goods are "equal to any for the price," or "as low in price as any of such good quality," doubtless he would create a better impression and do himself more good.

#### THE GOOD AD.

A good ad., remarks The Brookline Chronicle, is an announcement in brief terms, straight from the shoulder, concise and to the point, telling something in a clear and intelligent manner and stating a few prices as an indicator of the way you sell goods or do work.

#### CHOOSE CAREFULLY.

It is a good plan for those just starting in the mail-order business to use their own judgment and observation as to what line they shall handle and not put too much confidence in the various cheap guides and catalogues which profess to give the beginner a list of the things he should carry in stock. What will sell in one locality may not be at all in demand in another. Before starting look around and see what are the articles most likely to be in demand among the class of people most easily reached by you.—White's Sayings.

#### A BRAINY PRINTER.

Some funny things are done by the brood of printers that are known as "blacksmiths," and the stories of their doings give rise to much hilarity among their fellows. We have heard of them in their self-sufficiency of ignorance perpetrating many absurd

actions, but the latest story is worth relating. Not long since the proprietor of a paper—oh, not a very big one, but then it's a paper—had a cut to run with an ad. The cut was low, too low to print, so this clever knight of the anvil concluded he would leave the cut out. A few days after the advertiser met the proprietor of the paper, and in unmistakably forcible language said: "Why in thunder didn't you run my cut last week?" "It was too low down!" replied the printer. "Well, what of that?" replied the advertiser. "Well, what did you want me to do—file my types down?"—British and Colonial Printer.

#### NUTMEG TREES.

Frank G. Carpenter, the newspaper traveller-correspondent, writes from Batavia as follows:

"There are some nutmegs here in Java, but the best trees are found in Amboina, in the Banda Islands, the Moluccas and several other parts of the Dutch East Indies. There are also plantations in Sumatra and Borneo. The trees in the Moluccas are planted and cultivated. They grow in the shade and require somewhat the same care as our apple trees. Indeed, the nutmeg tree looks just like our pear tree and its fruit not unlike an apricot or peach.

The tree does not begin to bear until it is ten years old, but after this if properly cared for it may last a century. A good tree should annually produce about three pounds of nutmegs and one pound of mace, and at this yield the business is profitable. The fruit ripens several times a year and you sometimes see blossoms and fruit on a tree at the same time. As the nutmegs ripen, the pulp, which is about half an inch thick, breaks and shows the nut encircled by a network of mace. In preparing the fruit for the market the pulpy outside is thrown away and the nuts are dried slowly in ovens. There are about a million and a half pounds of nutmegs exported from the Dutch East Indies every year and something like 350,000 pounds of mace."

**Grocers**—HOLD YOUR COFFEE TRADE.

Guaranteed to give satisfaction.

To do so buy "L. S. & B." COFFEES.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario.**

3 LONG-DISTANCE TELEPHONES.

**Coffees**

**Coffees**

**Coffees**

Special Blend	-	-	15c.
Standard Java Blend	-	-	18c.
Hotel Blend	-	-	20c.
Glasgow Blend	-	-	25c.
Plantation Blend	-	-	28c.
Queen's Blend	-	-	28c.

All guaranteed to be the best possible value for the money in Canada. Roasted at our Standard Spice Mills, Hamilton.

Our usual liberal terms—Ten per cent., thirty days.

Send for a Sample Tin of twenty-five cent. We will prepay freight on Sample Lot.

**LUMSDEN BROS.**

9 Front Street East, TORONTO.

82, 84, 86 McNab Street, HAMILTON.



HERE is what MR. J. GILBERT, one of Kingston's best grocers, who has pushed in Coffee nothing but MECCA for a long time, has to say unsolicited regarding this famous Coffee :

**"MECCA is holding friends and gaining new customers every week."**

MR. GILBERT knows a trade winner and like hundreds of others pushes

**Mecca**

OWNERS,

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

# Brooms

# Brooms

# Brooms

We believe we are showing the best value in Canada to retail at

**25, 30 and 35 cts.**

SEE OUR SAMPLES BEFORE BUYING.

## THOS. KINNEAR & CO.

Wholesale Grocers,

49 Front St. East, TORONTO.

### THE PRUNES OF CALIFORNIA.

CALIFORNIA is literally "full of prunes," remarks The Four-Track News. There are about 72,000 acres of bearing prune trees in the State. The product varies much in different seasons. In 1900 the Californian crop was about 140,000,000 lb. In 1901 the crop was not so heavy. A fair average crop would be about 110,000,000 lb.

The prune groves are objects of surpassing beauty, either in their white spring robes or in their autumn raiment, when the ripening fruit is purpling amid the green foliage.

The great bulk of the Californian product is of the Petite d'Agen variety, known as the French prune. This prune reaches its highest perfection in California, in point of flavor and quantity of sugar. Some French prunes are grown in Oregon, Washington and Idaho, but the chief prune of that region is the Fablonburg, or Italian, which averages larger than the French, but is not economically so valuable.

Prunes are graded according to the average number to the pound, the grades running from 30 to the pound down to 120. They are packed for market in 25 and 50-lb. boxes lined with paper. Insects do not get at the packed fruit and it does not

deteriorate if kept in the tightly packed boxes.

In an elaborate article, G. F. Hanson, M.D., Ph. G., professor of Materia Medica and Therapeutics at the Cooper Medical College, San Francisco, compares prunes with other well-known common foodstuffs and shows their superior food value and economy. Summing up he says: "A pound of prunes is equivalent as food to a gallon of milk and costs but a quarter as much. It is about equivalent to a pound of bread, but is far more healthful. Considered from an economic standpoint, no fresh meat, fish, milk or eggs can be provided for the same moderate cost, and none of them contains, even approximately, the same aggregate of nutritive elements." It is a constant surprise to housewives to find how many wholesome and delicious things can be made with prunes.

There is perhaps no other one article of diet which so successfully combines the valuable points of palatability, healthfulness, nutrition and economy as does the prune.

The average cash-value yield of prunes at the moderate estimate of three cents per pound would be about \$150 per acre, gross, which, with due allowance for labor, interest, etc., ought to net the owner \$115 per acre.

### THE OTTAWA DAIRY COMPANY.

There were 120 shareholders of the Ottawa Dairy Company present to hear the directors' report at their first annual meeting, held on January 22 in their rooms at Ottawa. The statement submitted showed a small balance on hand, a satisfactory thing for the first year's business. Besides this there has been a steady increase in their sales which averaged 300 gallons of milk per day during the last four months. The prospects for a big increase in the profits for the coming year are very bright.

These are the board of directors elected for 1902:

President—John McKellar.  
Vice-President—B. Rothwell.  
Managing director—J. Bingham.  
Directors—Messrs. George L. Orme, Dr. A. T. Shillington, Frank O'Reilly, J. G. Clark.

### OOLONG TEA FROM CEYLON.

The first samples of oolong produced in Ceylon were before The "Salada" Tea Co. one day last week. They somewhat resemble the finest Formosa. If these teas can be produced in Ceylon there is a great trade for them in the United States. Mr. Larkin says that, while they are slightly different from Formosa, they are the finest teas of the kind he has ever tasted.



## MacLaren's Imperial, and MacLaren's Roquefort Cheese

are more convenient and satisfactory both to the grocer and consumer than other cheese, there being no waste or shrinkage.

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

51 Colborne St., TORONTO.



# SUCCOTASH

Your stock is not complete without it.  
See our travellers.

**THE DAVIDSON & HAY, LIMITED**  
Wholesale Grocers. - Toronto.



## THE OTTAWA ASSOCIATION.

Editor CANADIAN GROCER.—Your report of the annual meeting of the Ottawa Retail Grocers' Association, written I presume by one of its members, illustrates rather forcibly, I am afraid, one of the weakest points of the Association. The prime reason for the existence of a body such as a grocers' association is, I take it, or should be at any rate, "business," and until the Ottawa Association realizes this, and acts upon it, it will, in my humble opinion, accomplish very little that will be of material benefit to the trade. A comparison of the reports of the Ottawa Association and the Montreal Grocers' Association on the opposite page of the issue at hand, brings home forcibly what I am driving at. The Montreal report strongly suggests "business" and business only, while the Ottawa report (and the report of the Association's annual meeting at that) savors more of a social evening. I have been asked several times why I do not join the Retail Grocers' Association, and this is my reason: I have neither the time nor the inclination for this sort of thing, and there are other grocers in

Ottawa of the same mind. If the Association would make up its mind to hold a meeting in the middle of each month and confine it strictly to business, and then hold another meeting, say, at the end of the month, to allow the fraternal spirits to indulge in their social exercises, there might be some benefit derived by the trade, through the existence of the Association, and I for one would be pleased to be enrolled.

True, the Ottawa Association is in its long clothes yet, and should not be criticized too severely; but, as one of the trade, I would like to see the Association a useful body, keeping an eye to the fundamental interests of the trade—making "business" its watchword, first, last, and all the time—and there is nothing like beginning young.

There are many anomalies existing even in the ranks of the Ottawa Retail Grocers' Association, which should never be allowed to remain, and once the Association could be got to work on a strictly business basis these anomalies and inconsistencies might be eradicated; but so long as fraternalism plays so large a part as it does, there is little hope of reform. The fraternal corns would never stand the necessary treading upon. With "business" as the watchword, however, and with members in the Association outside of the little confraternity, protruding

corns would be trampled on whether they liked it or not, and irrespective of fraternal sensibilities.

There is one great reason why the Ottawa Retail Grocers' Association should eliminate the social element from its business meetings and confine itself solely to business. Unless this is done the bigger and more important representatives of the trade will never consent to ally themselves with the Association, and it should be the foremost aim and effort of the Association to include these gentlemen on the membership list and to get them to take an active part in promoting the interests and welfare of the grocery trade, for without the assistance of the bigger ones the lesser, though equally important lights, cannot hope to accomplish much that is of most concern to the grocers of Ottawa.

There is great scope and a pressing need for combination here, and the Grocers' Association deserves encouragement. Shorn of a few excrescencies and fined down to a business point it should soon develop into a hardy, potent body, whose educative and persuasive powers might do a good deal to bring about reforms, correct abuses and often prevent the persual of selfish, short-sighted policies which are bound to react detrimentally on the trade as a whole.

GROCER.

Ottawa, January 27, 1902.



## UPTON'S

# Marmalades, Jams and Jellies

Satisfaction and Profit.

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

Selling Agents,

51 Colborne Street, TORONTO

## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**J.** A. MULLAW, grocer, Hull, Que., has assigned. His creditors meet on February 1.

Albert J. Roy, grocer, Quebec, has assigned.

E. P. Beaudry, grocer, Montreal, is offering 50c. on the dollar.

Joseph Beauchamp, grocer, Montreal, has assigned to Lamarre & Galaise.

F. Descheneaux, general merchant, Pierreville Mills, Que., has assigned.

J. T. Fradette, general merchant, St. Prime, Que., is offering to compromise.

A demand of assignment has been made on Joseph Teittlebaum, trader, Montreal.

The creditors of E. P. Baudry, general merchant, Montreal, have held a meeting.

The creditors of B. Burke, general merchant, Gainsboro', N.W.T., have held a meeting.

C. Tremblay, general merchant, St. Boniface de Shaweneigan, Que., has assigned.

J. O. Arsenault & Co., general merchants, Wellington Station, P.E.I., have assigned.

Wm. Cable, general merchant, Delhi, Ont., has assigned to F. H. Lamb, Hamilton, Ont.

Davidson Bros., grocers, Newmarket, Ont., have assigned to W. C. Widdifield, Newmarket.

V. E. Paradis is the appointed curator of M. Vigneau, grocer and shoe merchant, Danville, Que.

S. A. Rankin, general merchant, Parry Sound, Ont., has assigned to J. H. Knifton, Hamilton.

J. J. Fournier, general merchant, etc., Rogersville, N.B., offers to compromise at 60c. on the dollar.

The offer of compromise made by M. Simon, general merchant, Alexandria, Ont., has been refused.

Lamarre & Galaise are the curators of J. N. H. Carriere, general merchant, St. Philippe D'Argenteuil, Que.

Black & Ross, general merchants, Thorford Mines, Que., have assigned. Their creditors meet on February 7.

Malcolm R. Gillespie, general merchant, Balmoral, Man., has assigned to C. H. Newton. His creditors held a meeting on January 27.

J. M. and Francis Marcotte are the curators of Antoine V. Decarie, trader, Notre Dame de Grace, Que.

D. C. Morson & Co., general merchants, Cardigan, P.E.I., are offering to compromise at 25c. on the dollar.

Arthur Gagne, general merchant, Ste. Rose du Degele, Que., has assigned, and V. E. Paradis has been named provisional guardian.

Scott & Welsh, general merchants, Moorefield, Ont., have assigned to Osler

Wade, Toronto. There was a meeting of creditors on the 28th inst.

J. Hicks & Co., general merchants, Callender, Ont., have assigned to J. M. McNamara, North Bay, Ont., and there will be a meeting of creditors on February 1.

## PARTNERSHIPS FORMED AND DISSOLVED.

Pratt & Bishop, boot and shoe merchants, Ottawa, have dissolved.

Rennie & Bell, general merchants, Princeton, B.C., have dissolved.

Friesen & Jantzen, general merchants, Rosthern, N.W.T., have dissolved.

W. F. Schorley & Co., general merchants, Holland, Man., have dissolved.

Simard & Laroque, general merchants, Labelle, Que., are about to dissolve partnership.

McDonald & Fraser, confectioners, Antigonish, N.S., have dissolved, each continuing alone.

Pinard & Theriault, tobacconists, Ottawa, have dissolved. The business will be carried on by P. O. Theriault.

J. H. Murray & Co., grocers, Brandon, Man., will dissolve partnership on February 1, when G. A. Higginbotham will retire.

## SALES MADE AND PENDING.

The assets of The MacKinnon Tea Co., Montreal, have been sold.

P. W. Martin, general merchant, MacGregor, Man., has sold out.

The assets of H. Girard & Co., grocers, Montreal, have been sold.

The assets of Ulric Paquet, baker, Cedar Hall, Que., are to be sold.

The stock of J. Harvey Morris, grocer, Charlottetown, P.E.I., has been sold.

The stock of M. G. Dusseau, grocer, Toronto, has been sold by the receiver.

J. D. Fraser, ice merchant, Westville, N.S., is advertising his business for sale.

John Gibson, general merchant, Belton, Ont., is advertising his business for sale.

Samuel Freid, shoe merchant, Glace Bay, N.S., is advertising his business for sale.

Geo. H. Barker, grocer, Hamilton, Ont., is advertising his Napier street branch for sale.

The assets of Hugh Fitzpatrick, tobacconist, Ottawa, were sold by auction on January 27.

The assignee of Neil J. Gillis, general merchant, Glace Bay, N.S., is advertising for tenders.

The assets of J. Albert Roy, general merchant, Quebec, were to be sold on January 30.

The assets of Mrs. Theo. Goulet, boot and shoe merchant, Montreal, were sold on January 29.

The assets of the restaurant of E. N. Sadler, Carleton Place, Ont., were sold by auction on January 25.

The stock of the estate of Fred. D. Peters, general merchant, Whitewater,

Man., was advertised for sale by auction on the 30th inst.

The stock of H. Levasseur, general merchant, Fannystelle, Man., has been sold at 42 cents on the dollar.

The stock of E. L. Kingsley, boots and shoes, Toronto, is advertised to be sold by auction on February 12.

The stock of Elliott & Borlands, general merchants, Steinbach Station, Man., has been sold at 60c. on the dollar.

## CHANGES.

Murphy Bros., cattle dealers, Warwick, Que., have registered.

Turcotte Freres & Cie., wholesale grocers, Quebec, have registered.

The Traders' Bank of Canada is opening a branch at Rodney, Ont.

E. V. Blong, grocer, Toronto, has sold his business to J. C. Pearson.

R. J. MacKinnon has registered for The MacKinnon Tea Co., Montreal.

Hebert & Guertin, general merchants, St. Charles, Que., have registered.

H. Wilson & Co., fruiterers, Winnipeg, Man., have sold out to R. H. Scorer.

Racey, MacLaren & Co. have registered as commission merchants, at Montreal.

M. B. Ferguson, grocer, Sydney, N.S., has sold out to Prowse Bros. & Crowell.

Elizabeth L. Drake, grocer, Halifax, has obtained consent to do separate business.

George Pine, general merchant, Walsingham Centre, Ont., has sold out to Geo. Louk.

M. E. Taylor, general merchant, Inwood, Ont., has sold out to William T. Fulton.

George Moore, baker and confectioner, Port Stanley, Ont., has sold out to H. F. Boyd.

The Richelieu River Navigation Co. has registered at St. Johns, Que., as incorporated.

Mrs. H. Williams, general merchant, Manotick, Ont., is to be succeeded by C. G. Folks.

J. H. Montgomery, general merchant, Edmonton, N.W.T., has sold his business to J. W. Morris.

The Northwest Jobbing and Commission Co., Limited, Lethbridge, Man., has been incorporated.

James Carter & Son, general merchants, Clondeboye, Ont., have sold out to S. C. Chown.

Mrs. J. F. Desmarais has registered for J. F. Desmarais & Co., general merchants, St. Johns, Que.

Robert T. Craig, grocer and fruiterer, North Gower, Ont., will be succeeded by J. R. Leach on March 1.

R. W. Peardon, proprietor of the Provincial Dairy, Revelstoke, B.C., has been succeeded by C. H. Laurence.

Desire Lamontagne and Joseph Fournier have registered as butchers at St. Charles de Bellechasse, Que., under the name of Lamontagne & Fournier.

The Albuera Steamship Co., Limited ;

WE HAVE SOMETHING NEW FOR FINE TRADE.

**"ANCHOR"**  
ORANGE

**MARMALADE**

PUT UP IN 1-lb. (NET WEIGHT) GLASS JARS, NICELY WRAPPED.

**QUALITY**—SUPERIOR TO ANY DOMESTIC;—EQUAL TO ANY IMPORTED MARMALADE.

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

Wholesale Importing  
and Manufacturing **GROCCERS**

**TORONTO.**

The Trebia Steamship Co., Limited; The Himera Steamship Co., Limited, have all been incorporated at Rothesay, N.B.

Taylor Bros., general merchants, Sols-girth, Man., are giving up business.

Drake & Co., grocers, Halifax, are the successors to the business of W. H. Drake.

Charles Kapps, manufacturer of soda water, Kaslo, B.C., is succeeded by Goodenough & Storms.

The Royal Crown Co., Limited, soap manufacturers, Winnipeg, Man., are applying for incorporation.

Wodlinger & Finkleman, general merchants, Selkirk West, Man., have closed their store at Boissevain.

#### FIRES.

John Creighton, miller, Nileston, Ont., was burned out.

John Rusling, general merchant, Bloomsburg, Ont., was burned out.

The stock of groceries of R. E. Holyoke, grocer, Woodstock, N.B., was damaged by fire.

The stock of George J. McLeod, grocer, Truro, N.S., was burned; the loss is covered by insurance.

W. S. Duggan, general merchant, Oil Springs, Ont., has suffered loss by fire. His property was insured.

#### DEATHS.

Alfred Richmond, grocer, Hamilton, Ont., is dead.

A. J. Thompson, cattle merchant, Toronto, is dead.

J. F. Fell, of Fell & Co., Limited, grocers, Victoria, B.C., is dead.

Elisha H. Robinson, cattle and hay merchant, Harvey, N.B., is dead.

T. H. Montgomery, merchant, Edmonton, N.W.T., has sold his stock to T. W. Norris, who will continue the business.

The plate-glass window of Gravel Freres, grocers and wine merchants, 2211 St. Catherine street, Montreal, was broken last Friday by a runaway horse. Considerable damage was done to the claret and bordeaux in the window.

#### BANQUET AT HAMILTON.

Australian Trade Discussed.

**A**BOUT 100 guests attended the monthly banquet of The Canadian Manufacturers' Association at the Hotel Royal, Hamilton, on January 21, the first banquet this association ever held out of Toronto. At the head of the table was E. A. Brice, the first vice-president of the association; at his right hand being the Hon. Dr. Montague, one of the principal guests of the evening. W. K. George, vice president for Ontario; J. P. Murray, chairman of the reception committee; W. P. Bull, Fredric Nicholls, Geo. H. Hees, and P. W. Ellis, all of Toronto; H. S. Brennan and Mayor Hendrie, of Hamilton; John Bertram, of Dundas; John Baillie, of Montreal; E. F. Tillson, W. A. Dowler, and W. D. Robinson, Tilsonburg; J. W. Taylor, Johannesburg, South Africa; E. T. Lower, Stamford, Conn.; Harry Sites, Woodstock; J. B. Henderson, Paris, and C. R. H. Warnock, Galt.

After the dinner was disposed of, Mayor Hendrie, in a neat speech, welcomed the visiting manufacturers to Hamilton. He then gave place to the Hon. Dr. Montague, the principal speaker of the evening, who took for his theme "The opportunities for Canadian Trade in Australia." Dr. Montague said he saw no reason why there could not be made in this Dominion the \$10,000,000 worth of goods we now annually import from the United States, and give employment to many heads of families who now had to go elsewhere in quest of a living. He claimed that the Dominion should have a proper share of the Empire's trade. He dwelt on the reception accorded him in Australia, and declared, that without a doubt, Canada and the Canadians held a warm place in the hearts of the Australasians. The growth of Australia had been marvellous, its shipping tonnage now being 21,000,000, and the total value of its imports and exports equaling \$383,000,000. Canada, he declared, might share in that trade if it was gone

about in the right way. He recommended the establishment of a better steamship service between this country and that colony; the establishment of warehouses for Dominion productions in Australia, the sending of eight or ten business men to work up trade, and the publication of a journal describing Canada's varied industries. He then read a long list of articles manufactured here that might find an opening amongst the Australians.

#### MILK FLOUR IN SWEDEN.

In a report to the State Department, at Washington, Robert S. S. Bergh, United States Consul at Gothenburg, says: "Dr. M. Ekenberg, of Gothenburg, has made a discovery which will be of importance in dairy farming. He claims to have invented an apparatus by which milk can be brought into the form of powder, like flour in appearance, but possessing all the qualities of milk in concentrated form, moisture excepted. It is said that this milk flour is completely soluble in water, and can be used for all purposes for which common milk is employed. The milk flour does not get sour, does not ferment, and in the dry state is not sensitive to changes in the weather. It can be kept and transported in tin cans, barrels, bags, etc. The cost of production Dr. Ekenberg has estimated at about 27 cents per 106 quarts, and he thinks that flour made from skimmed milk can be sold for about 13 cents per pound. At a recent meeting of the Academy of Agriculture, Dr. Ekenberg exhibited samples of the milk-flour, which received favorable comment. It is considered that the invention will be of the greatest importance for the utilization of skimmed milk, which heretofore has largely been wasted, but in the dry form can be transported all over the country without losing any of its original good qualities."

The grocery business of Martin & Kirk, general merchants, Sydney, C.B., has necessitated their removal into larger quarters, which they have secured on Charlotte street in the store lately occupied by M. B. Ferguson, grocer.

## ANNUAL MEETINGS OF BOARDS OF TRADE.

### THE BERLIN BOARD.

QUITE a number of prominent members were present at the annual meeting of the Berlin, Ont., Board of Trade on January 23, when the president's report was presented and the officers elected for the year 1902.

The retiring president, S. J. Williams, in his address, mentioned the securing of the factory for the town of Berlin, the progress that had been made in the problems of technical education, the lighting plant, additional railway facilities and the matter of the Shurley & Dietrich industry.

He also noted the increase of 59 in the membership during the year, the total number now enrolled being 224. The board had held 15 regular and 10 special meetings during the year. He concluded by urging the new members to take a live interest in the work.

A vote of thanks was heartily given to the retiring president, Mr. Williams, for his services during the past two years. Mr. Williams would not stand for reelection.

The following are the officers for the year 1902:

President—Robert Smyth.  
Vice-President—J. P. Bell.  
Secretary—H. J. Sims.  
Treasurer—Edward Smyth.  
Council—S. J. Williams, H. L. Janzen, C. K. Hagedorn, J. U. Clemens, D. B. Detwiler, C. A. Ahrens (jr.), G. Shirk and C. H. Mills.

### THE TORONTO BOARD.

The annual meeting of the Toronto Board of Trade was held on Monday afternoon. The president, vice-presidents and treasurer having been elected by acclamation a week before, interest in the meeting was naturally not as keen as it might otherwise have been. The officers for the ensuing year are as follows:

President—Mr. A. E. Ames.  
First Vice-President—Mr. J. F. Ellis.  
Second Vice-President—Mr. J. D. Allan.  
Treasurer—Mr. E. R. Wood.  
Members of the Council—Hugh N. Baird, T. G. Brough, R. J. Christie, W. F. Cockshutt (Brantford), W. J. Gage, Edward Gurney, Peleg Howland, A. E. Kemp (M.P.), C. G. Marlatt (Oakville), Noel Marshall, P. R. Miller, J. L. Spink, Miles Vokes, W. A. Warren, J. W. Woods.  
Board of Arbitration—Geo. H. Baird, Hugh Blain, Lieut.-Col. J. I. Davidson, D. O. Ellis, M. C. Ellis, Thos. Flynn, S. R. Hart, W. D. Matthews, J. C. McKeggie, W. K. McNaught, D. M. Spink, W. M. Stark.  
Industrial Exhibition Board—S. E. Briggs, John

Carrick, Geo. Edwards, R. Y. Ellis, R. W. Elliott, Geo. H. Gooderham, W. P. Gundy, Thos. H. Lee.  
Representatives on Harbor Commission—Barlow Cumberland, J. T. Matthews.

The annual address of President Ames was comprehensive and interesting. The attitude of the board in regard to technical education had, he said, always been that the country should adopt a vigorous policy of scientific education. He added: "The importance of better instruction to artisans, and to those who have to master the still higher branches of mechanical effort, is being recognized by the Provincial and Dominion Governments to a large extent, but it is very much to be desired in the interests of the country, that still greater earnestness be directed to evolution along these lines upon thoroughly scientific and practical bases."

The subject of the Bell Telephone Co. Mr. Ames prefaced with the disclaimer of any idea of hostility to that institution. The naturally monopolistic nature of the business of the company, however, rendered it necessary that patrons should be protected. The increased charge for long-distance apparatus, the increase of stock in 1892 from \$2,000,000 to \$5,000,000, the attempt to increase rates in 1897, which was resisted by the board, Toronto City Council and other bodies, and the Bill of last session to increase the capital stock were all touched upon.

He said he desired to impress upon all citizens their responsibility in developing Canada, and by broad intelligence and business integrity Canadian goods of every kind should be of the highest character possible, so that they could compete with any in the world.

Now that the tariff, or the means of securing commercial prosperity, was considered too big a question to be played with for party advantage, Mr. Ames urged that public attention should be concentrated not upon party, but upon the best means of enhancing the development of Canada, and to this end he would like to see a greater feeling of independence in the rank and file in regard to party lines. While the tariff was sleeping, Mr. Ames thus urged the systematic study of Canadian industries: "As has been said, the tariff is out of politics, but that is only a passive state. It seems to me that what we need during the next five years, starting now, is the energetic con-

sideration by our Governments of all the conditions under which the citizens of this country do business. It will be a great day for Canada when the strife between the two parties is wholly as to which can best discover and supply the country's needs, and when the electorate distributes the rewards of office for success in this direction and without prejudice as to the name the party bears."

The president's report was adopted amid applause upon the motion of Mr. Hugh Blain, who congratulated the president upon its interesting and valuable character.

Mr. J. D. Allan also spoke in reference to the report, and also in regard to the resolution of condolence with the family of the late Walter S. Lee, a valued member of the board since 1864, which resolution was passed in the usual form.

Mr. J. W. Woods, in the absence of Mr. J. L. Spink through illness, moved the resolution making retiring Secretary Wills an honorary life member, to which Mr. Wills replied briefly.

Mr. D. Rose suggested that Dr. Montague be asked to lecture before the board on Australian trade matters. The question was left over for further consideration.

The resolution in regard to urging Britain to adopt a preferential tariff on wheat was held over to be discussed on Wednesday, February 5, and on motion of Mr. Hugh Blain members will be supplied with printed copies.

### A NEW BOARD AT ALMONTE.

A board of trade has been formed at Almonte, Ont. On January 22 about 40 of the leading citizens and business men attended an open meeting presided over by Bennett Rosamond, M.P., at which a committee was appointed to take the steps necessary before applying to the Secretary of State for incorporation. An application for a charter was signed by those present, and, it is hoped within a short time the board will be fully organized.

The meeting was addressed by the chairman, Bennett Rosamond, M.P., who said the town, if they had had a board of trade two years ago, would not have had a worthless lighting plant, and been compelled to pay twice as much for water-power as they should.

K. Eardley-Wilmot has had a good deal to do with interesting the business men



in this matter. He said that, coming as a stranger, there seemed to be a lot of mismanagement in that town, and that a board of trade would guard the interests of the town.

A number of others, including J. Robertson, Squire Smith, Wm. Thoburn, M. Grey, also thought it a good move to establish a board of trade.

The committee appointed consists of B. Rosamond, M.P., K. Eardley-Wilmot, W. H. Stafford, J. Robertson and Mayor Simpson. These will take the steps necessary to obtain a charter.

K. Eardley-Wilmot has been elected secretary pro tem.

#### SUMMERSIDE BOARD OF TRADE.

There was a good attendance at the annual meeting of the Summerside, P.E.I., Board of Trade, on January 22, when Hon. R. C. McLeod, the president of the board, gave a resume of the year's work. In his speech he dwelt particularly with an experiment now being tried on the Summerside-Tormentine route.

A resolution was passed complimenting Hon. Jas. Sutherland on his appointment as Minister of Marine and Fisheries.

The meeting was also addressed by J. A. Brace, Neil McQuarrie, Wm. Stewart, and Richard Hunt. Several remarks were made by other members of the board on the year's work of the council. The following are the officers elected :

President—Hon. R. C. McLeod (reelected).  
Vice-President—Neil McQuarrie (reelected).  
Secretary—D. K. Currie (reelected).  
Auditors—John Grady, J. S. Hinton.  
Council of Board of Trade—J. A. Brace, W. A. Brennan, Ronald Campbell, George Godkin, R. T. Holman, Richard Hunt, Joseph Read, David Rogers, John A. Sharp, Neil Sinclair.

#### A POETICAL SECRETARY.

Secretary George E. Calkin, of the Kentville, N.S., Board of Trade, is of a somewhat poetical turn of mind. And, in calling the recent annual meeting of the board, he dropped into verse in order to emphasize upon the members the necessity of taking a lively interest in that organization. There were nearly 70 lines in his effusion, the concluding verse of which ran :

Then stir up the laggard  
And push out the drone,  
Let us all strive together  
To better our town,  
For we are not merely  
The power behind,  
We are People and Throne.

Some may be disposed to criticize the poetry, but no fault can be found with the sentiment.

#### SOME WORDS OF COMMENDATION.

CARSWELL & MACKAY, lumber and general merchants, Calabogie, Ont.: "We are very much pleased with THE GROCER, as it keeps us in touch with the markets so closely."

Mr. W. A. Conlins, grocer, Guelph, Ont.: "I would not like to be without your valuable paper."

Mr. John Fisher, manufacturers' agent, Stratford, Ont., has gone out of the grocery business. He writes: "Let me say that THE GROCER has been a great assistance to me during the time I was connected with the grocery business. I believe it is possibly the best trade paper I have yet read."

Grosch & Pfeffer, general merchants, Milverton, Ont., in renewing their subscriptions for The Dry Goods Review and THE GROCER, state: "They certainly are worth the money, and give us a pile of information. We would not do without them."

Mr. H. W. Wright, Alliston, Ont., has added the business known as the "Star Grocery" to his insurance and Canadian Express agencies. He writes: "I find the help given me from your paper (THE GROCER) one of the factors of my success. I cannot do without it."

H. L. Perkins & Co., general merchants, Powassan, Ont.: "We have read the contents of this journal for the past 10 years, and find it the best value of any trade paper we have ever read."

E. Hanson, general merchant, Wheatley, Ont.: "I could not do without THE GROCER very well. It is certainly the best trade paper I know of."

#### CATALOGUES, BOOKLETS, ETC.

##### THE WORK OF CHILDREN.

Since 1780 has Walter Baker & Co., Limited, been established in Dorchester, Mass. From time almost immemorial the trade mark of this firm has been "La Belle Chocolatiere," a picture taken from an original in Vienna, painted by the world-famous Swiss master, Jean - Etienne Liotard. This enterprising firm, placing this picture before them as an example of what they wanted, induced the children of the St. Nicholas' League around Dorchester and thereabout to enter upon the competition in the drawing of grown-up advertisements. This greatly interested the children in the chocolates of this firm, and a number of interesting designs were the result. The

best of these are printed in a neat little booklet, tastefully illustrated, in which are given criticisms of the children's work. The title of this book is "La Belle Chocolatiere and the Children."

##### A SPICE FIRM'S CALENDAR.

R. Herron & Co., manufacturers and importers of coffees, spices, and "Red Cross" jellies, have issued a calendar, which besides being a highly artistic one, is a good advertisement for their "Red Cross" brands. A Crusader with the red cross on his breast, and shield, gives battle to a Saracen. The colors are bright and attractive, the whole calendar being one that will be much appreciated by all fortunate enough to secure one.

#### ST. JOHN MILLING CO., LIMITED.

With a capital placed at \$14,000 divided into 140 shares of \$100 each a number of St. John, N.B., capitalists are seeking incorporation as the St. John Milling Co., Limited, St. John, N.B. The provisional directors of this company are John M. Johnson, of Calais, Maine; William H. Fowler, Geo. A. Kemball, and John Moore, of St. John, N.B. Their object is to purchase and acquire the corn mills and other mill property and machinery owned by William H. Fowler, St. John, N.B., and carry on there or elsewhere the business of grinding corn and other grain, and other milling business, besides buying and selling wheat and other cereals and flour and all kinds of feed.

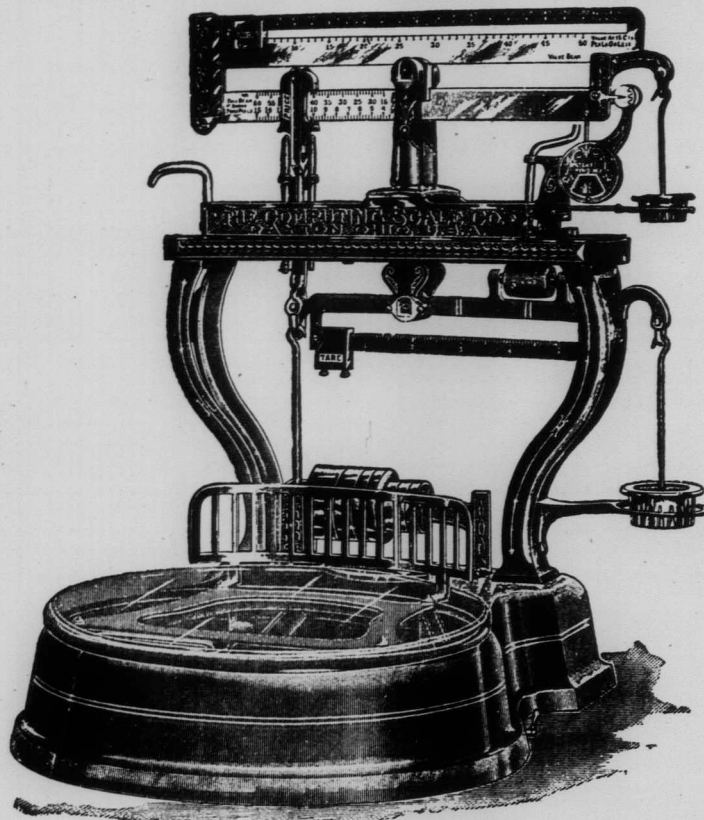
#### WHAT MAKES MANAGERS.

A grocery dealer who does a business of a million dollars a year, and watches every detail himself, said to me as he pointed to a bright young man: "There is my future manager; he is the only one in all that crowd who cares to read our trade paper, or who wants to know where things come from or how they are made." Only one in all that crowd. This is a pretty severe arraignment of the retail employe; and a correct one—in some cases.—Saturday Evening Post.

#### NEW MAPLE SYRUP.

D. L. Macdonald, Rigaud, Que., has always had a justly deserved and high reputation for his excellent make of maple syrup. He has earned this by always making it direct from the sap and never making it over from old stuff. It is guaranteed perfectly pure and every can is sealed in the bush immediately after making. From his advertisement, which appears on another page of this issue, he is prepared to receive orders now for the crop of the coming spring of 1902. Mr. Macdonald expects to tap between 3,000 and 5,000 trees this year.

# SIMPLE, SYSTEMATIC, SAVING.



These three virtues are embodied in our **MONEY-WEIGHT** Scales.

**SIMPLE**: Because anyone can use them with ever assured satisfaction.

**SYSTEMATIC**: Because they teach system, and impart system through your whole establishment.

**SAVING**: Because they rescue the profit which is justly your own.

## The Computing Scale Company

DAYTON, OHIO, Manufacturers.

*The Money-Weight Scale Co., No. 47 State st., Chicago, Ill.*

*E. E. Meeker, No 52 Franklin St., New York, N. Y.*

*J. B. Poirier, Dist. Agent, No. 1662 Notre Dame Street, Montreal, Que., Canada.*

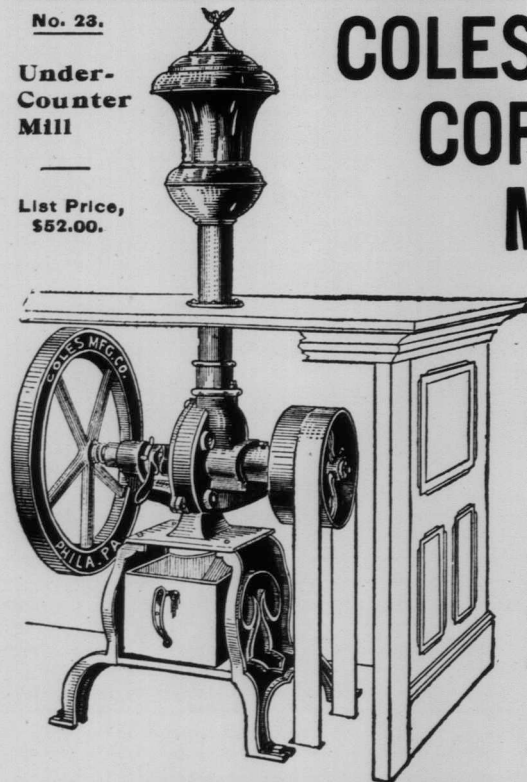
*L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.*

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No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

**A GREAT LABOR-SAVER.**

Our Grinders wear longest.

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

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**

## A CHANCE TO MAKE MONEY

There is a market in the British West Indies for nearly all kinds of Canadian products. The people are able and willing to buy.

At present the United States is doing the trade, but Canadians can get it by going after it.

Why not write for a booklet telling of a trip to the Southern Islands, and the possibility of selling Canadian goods. We will be glad to send you one.

**PICKFORD & BLACK  
HALIFAX.**



President:  
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Montreal.

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#### SENTIMENT IN BUSINESS.

**S**ENTIMENT does not count for much in trade, either in individuals or in nations. Price, commensurate with quality, is the ruling influence. Sentiment may incline buyers in the direction of certain sellers, but it is easily switched in another direction if more favorable economic conditions prevail elsewhere.

Canadians would rather import from Great Britain than from any other country, and the British people, we have reason to believe, would rather buy Canadian than goods that are the product of countries outside the British Empire. But all things, particularly in regard to cost and quality, must be equal. Business is business the world over.

It is obvious, therefore, that the chief aim should be to manufacture an article whose quality is good and whose price will not be

above that of those who are his competitors in the same market.

We do not wish to ignore sentiment in business. On the contrary, we would urge its cultivation, for it has its use. And that is to throw the balance in the desired direction when competitors are equal as to quality and price. But it is childish and unbusinesslike to expect that sentiment shall be the determining factor in mercantile life under all conditions. If it were possible to make it so, what would be the result? Simply that those who relied upon it would become effete and unprogressive, and would ultimately cease to exist.

The commerce of the world has not been developed on sentiment. Competition and enterprise have been the most potent forces.

#### THE CHIEF CAUSE OF FAILURES.

**N**OTHING is more necessary when beginning business than capital. It is the very foundation of business. And its lack is the cause of more commercial failures than all other causes together.

In Canada and Newfoundland, last year, there were 1,379 failures. And, according to Bradstreet's commercial agency, 974 of these were due to lack of capital alone. In other words, it was the cause of over 70 per cent. of the total failures. And this is about the average of several years past. This is a much larger proportion than in the United States, where the percentage last year was only a little over 30.

These figures are certainly startling. An ambition to go into business on his own account is commendable in any young man. But it is well that ambition of this kind should on all occasions be tempered with common sense.

Capital as a necessity in business is gradually becoming more and more important. The amount that even 10 years ago would have been considered substantial capital would to-day be deemed insufficient to warrant one launching into business for himself.

With the keenness of competition and the smallness of profits that are such marked features of business conditions to-day, it is only commercial enterprises that are strongly fortified with capital that can hope to succeed. It is this more than anything

else that induces separate business enterprises to amalgamate, and that brings into existence the large department stores.

It is better that one should forever be an employe than that, becoming an employer with inadequate capital, failure should follow and the savings of years of hard work lost.

#### A BUSINESS MAN FOR GOVERNOR.

**I**T is announced by the daily papers that Senator Snowball is to be appointed Lieutenant-Governor of New Brunswick.

The gubernatorial office is not one in which the occupant is supposed to exercise much influence in the business of the State. We believe, however, that a Provincial Governor can, if he has the ability, do a great deal in directing the minds and actions of the members of his Cabinet along the same practical business lines as a business man would the heads of his various departments.

Mr. Snowball has had several years' experience in both the House of Commons and the Senate, but, what is more important still, he has had many years of practical experience as a business man.

In Chatham, N.B., his large sawmill is the most important of its kind on the Miramichi river, turning out, as it does, large quantities of lumber annually for the British and Continental markets. Besides this, there are other industries in that part of the country which have his advice and financial assistance.

At the annual meeting of the Maritime Board of Trade, held in Chatham in August last, he was most assiduous in his attention to the business of the convention, and assisted materially in making it the success it was, from both a business and a social standpoint.

The business men of New Brunswick are to be congratulated in having as their next Lieutenant-Governor a practical and a successful business man.

#### EXPECTED TO HATCH A FORTUNE.

Those who were trying to corner the egg market in the United States no doubt expected to hatch a fortune, but someone crushed their hopes.

### THE C.P.R.'S NEW STOCK ISSUE.

THE announcement that the Canadian Pacific Railway Co. has been granted permission by the Government to issue new stock to the extent of \$20,000,000 has naturally excited a great deal of interest in financial and commercial circles.

It is stipulated by the conditions under which the power has been granted by the Government that the stock must be sold at par. The money obtained from the disposal of the stock is to be applied in the following manner: New rolling stock and locomotives, \$9,000,000; double tracking west of Lake Superior, \$6,000,000; new plants for construction of rolling stock, chiefly at Montreal, \$1,500,000; new elevators, improvement of terminals, etc., \$3,000,000; miscellaneous improvements, \$500,000.

This is an age when people are more disposed than ever before to criticize closely new powers or privileges which may be granted to railway corporations. This is, of course, due to the fact that the looseness in this respect in the past on the part of both the people and their representatives in Parliament allowed the railway corporations to so fortify themselves behind agreements and legislative enactments as to make them and not the Government masters of the situation. To-day it is an unwritten law that no further privileges or powers shall be granted the big railway corporations, and particularly the C.P.R., unless the applicant for the powers agrees to make some concessions on privileges obtained under previous agreements. This, it will be remembered, was one of the features of the agreement with the C. P. R. when it was given the authority to construct its Crow's Nest Pass branch, a certain reduction in the freight rates being the concession obtained.

Under the agreement just made between the C.P.R. and the Government, whereby the former is permitted to issue the \$20,000,000 of stock, certain concessions have also been obtained from the railway company. What their value is it is scarcely possible at the present to determine.

In the Act of 1881 incorporating the C.P.R. it was stipulated in the clause regulating the freight rates that "such reduction

may be to such an extent that such tolls when reduced shall not produce less than 10 per cent. per annum on the capital actually expended in the construction of the railway." In other words, until the capital expended in the construction of the road earns more than 10 per cent. the Government cannot have a voice in determining the freight rates. What this clause really means has never been authoritatively defined, legal opinion being divided in regard thereto, although to the lay mind it would seem to clearly indicate that the purpose of the Act was to give the Government control of the rates as soon as the earnings were in excess of 10 per cent. of the capital actually expended in the first cost of the road. However, it is in regard to this clause that the concessions made by the railway in the present instance are concerned.

In the first place, the C.P.R. agrees that the \$20,000,000 obtained from the issue of new stock and expended on construction work shall not be reckoned as a part of the cost of the railway. It is further agreed to submit the regulating clause in the Act of 1881 to the Supreme Court of Canada or to the Judicial Committee of the Privy Council, if necessary, for interpretation.

If the court of final appeal should give the clause the wide interpretation, namely, that the cost of construction means the amount spent on the road, not only in the first instance, but for all time, then the agreement of the C.P.R. not to count as a part of the cost of the construction the \$20,000,000 which it now proposes to expend is perhaps of some value, although but slight, for, if the Act is so interpreted, it will practically mean that the dividend-earning power of the company will always be kept below the point where Government interference in the rates would be possible. Should the courts, on the other hand, interpret the clause as meaning the cost in the original construction of the road, then it would obviously be of no importance whether the railway company agreed or not to include the \$20,000,000 out of the reckoning.

However, there is one thing that should be a source of satisfaction to all, and that is

that the development of the West has necessitated the C.P.C. expending such a large amount of money in putting its rolling stock and track in a position to cope with it.

### THE COFFEE SITUATION.

THE coffee market seems to be still somewhat of an enigma, no one scarcely knowing which way it will turn next. Those in the trade are, in consequence, eagerly scanning anything and everything that is likely to give them any information on the subject.

The New York Journal of Commerce says that the information which has come to hand during the week relative to the outlook for the growing Brazil crop has reported no improvement in the prospects. A cable received on Wednesday estimated the present Santos crop at 9,500,000 to 10,000,000 bags, and next Santos crop at 5,000,000 bags, possible maximum of 6,000,000 bags. Must look for small crop in 1903-4, owing to much weakened condition of trees. On Thursday cable advices to J. W. Doane & Co. reported the following: "Santos—Estimate amount Santos remaining in interior 2,250,000 bags; estimate export coming Santos crop, 4,500,000 to 5,000,000 bags; third blossom failure. Rio—There will be no cafe das aguas; estimate export coming Rio crop, 2,500,000 bags."

In speaking of the Santos crop one authority there says: "The whole thing in a nutshell is this: This State has produced in succession three large crops—each one larger than the previous one. This in itself is enough to affect the producing powers of the tree, as it is too 'tired' to continue to produce at the rate it had been producing. Even good rains at the proper time would not have altered matters much. In addition to the above state of affairs, we have had a six months' drouth, which killed any flowering we might have had in August, September, October and ending in November, give only a small unsuccessful flowering at the end of the month. In addition to the above, the drouth, coming after the three large crops, caught the trees in a weak state, and the result, I understand and believe, will be that not only the 1902-3 crop but the 1903-4 crop will be affected. It being explained to me that it will take the trees two years to recover. Time alone will show if this claim will prove correct.

## TORONTO RETAILERS' "AT-HOME."

THE annual "At Home" of The Toronto Retail Grocers' Association in their hall in the Temple Building on Wednesday night was attended by over 300 guests, amongst whom were many travellers and representatives of many wholesale firms. From all standpoints of view this affair was a decided success, both from the presence of the increased number of retail grocers and the larger attendance this year than on previous years. The music also contributed much to the happy conclusion of this entertainment as did also the singing, and much credit is due to those who labored so long and earnestly to bring about such desired results on very short notice. The dancing was thoroughly entered into and enjoyed by the guests, while the repast, which was served about midnight, was no mean factor in crowning the affair with the desired success.

Dancing was commenced at about nine o'clock to the pleasant strains of D'Alessandro's orchestra and was continued almost without intermission, excepting when a vocal selection was rendered, throughout the evening. The ballroom, the scene of many similar meetings in previous years, presented a brilliant appearance as those present joined in the mazes of the dances, or loitered around enjoying the splendid music. The ladies, and all those who did not care to dance were enabled to enjoy themselves in another way by engaging in a homely game of cards, on tables especially set apart for the purpose.

Not the least feature of that enjoyable time was what may be called a new departure for this association's "At Homes," and that was the singing of one who was well trained in the art of vocal expression, one whose clear enunciation and distinct articulation would furnish a model for other singers, who claim a far wider reputation, to follow. His clear soprano voice, of culture and power, made Master Jack Challis a great favorite with all who heard him.

It was after 11 o'clock before the supper was announced and then all were ready to partake of the meal, to provide for which, even Lloyd had surpassed himself. A delightful repast was served and all were pleased. Not the least factors in the successful conduction of this affair were the services rendered at the door by Edward Hawes, R. B. Snow and R. H. Davies. Much credit is also due to many others, particularly to David Bell, B. Panter, R. Robertson, President W. J. Sykes, Thos. Clark, J. T. Schoales, F. W. Johnston, J. Butcher, James Nolan and a number of others, who deserve the gratitude of all the members of The Retail Grocers' Association. It was fully

three o'clock when the last bars of "God Save the King" died away on the morning air in the melodious notes of the orchestra, announcing that the 1902 annual "At Home" of The Toronto Retail Grocers' Association was a thing of the past.

Among those present were Mayor Howland, Ald. and Mrs. J. J. Ward, Chas. E. Edmonds, John Edmonds, Jas. A. Norris, J. F. Choat, D. Fleming, Jas. Mortimer and Thos. Holman, all of Christie, Brown Co.; J. G. Gibson, W. L. Cameron, Mr. and Mrs. J. Wright and A. Mills, of J. J. McLaughlin; W. E. Ostrom, of Ostrom, McBride & Stronach; N. E. Hustwitt, of The A. F. MacLaren Imperial Cheese Co., Limited; Mr. and Mrs. E. Oke, of Clemes Bros.; Albert Irvine, of The Salada Tea Co.; A. E. Jones, of F. F. Dalley & Co., Hamilton; Thos. Cleghorn, of Cleghorn, Smith & Co.; H. Tomlin, James Berwick, of John Sloan & Co.; James Ross, of The Taylor Soap Co.; D. Sellers, of Cummings & Sellers; R. A. Cuthbert, of The Temple Cigar Store; T. S. Collis, of The Gold Soap Co.; A. Moffatt, of Gunn Bros. & Co.; Donald Bremner and Chas. Shields, of Davidson & Hay; S. S. Richardson, of T. A. Lytle & Co.; W. Massen, of Massen & Love; O. P. McGregor, of The McGregor Paper and Paper Box Agency; H. W. Thorpe, S. McGiffin and W. B. Stringer, of McWilliam & Everist; H. W. Dawson and C. Thaubern, of The Dawson Commission Co.; H. E. Trent, and C. A. Dunning, of Fleischmann & Co.; C. J. Manning, of Dalton Bros.; Harry Scully, of The Canada Biscuit Co.; Mr. and Mrs. W. Fortescue, Mr. and Mrs. H. J. Ash and F. F. Stuart, jr., of The Imperial Extract Co.; R. J. McNichol, of The Blue Ribbon Tea Co.; R. Cowling, C. J. Lundy, Mr. and Mrs. N. Carmichael, Mr. and Mrs. T. H. Smith and G. Sander-son, of Smith & Carmichael; A. E. Tulloch and W. Ryan, of Wm. Ryan & Co.; Chas. Kimpton, of Chas. Kimpton & Co.; W. A. Dilworth, of James Lumbers; R. Maxwell, of Perkins, Ince & Co.; H. Morley Wilson, of Copp, Clark & Co.; Jas. Scott, of Wilson Lytle, Badgerow Co.; S. H. P. McKenzie, of H. P. Eckhardt & Co.; T. S. Grant, of The Eby, Blain Co.; Jno. J. Fee and H. Moore, of Pugsley, Dingman & Co.; W. Anderson and R. Berwick, of John Sloan & Co.; A. H. Canning and A. Scott, of Lytle & Co.; Wm. Booth, of The Canada Biscuit Co.; R. Kandise and W. A. Mitchell, of F. W. Humphrey; J. Rupert, of Taylor, Scott & Co.; Jas. E. Phillips, of The E. W. Gillet Co., Limited; F. H. Oulcott, of John Sloan & Co.; J. J. Donovan, of The Red Rose Tea Co.; L. Kemp and Fred Luttrell, of The McLean Produce Co.; R. Cahoon, of Perkins, Ince & Co.;

Thos. Slattery and Phil. Collins, of Warren Bros. & Co.; W. Mitchell, of Jas. Lumbers; J. Murphy, of Rutherford, Marshall & Co.; Mr. Mauser, of White & Co.; A. C. Fish, of M. McLaughlin & Co.; E. J. Jackson, of The Albany Supply Co.; Mr. and Mrs. W. J. Irvine, of The Dayton Scale Co.; R. H. Stewart and F. Mauthie.

Amongst the ladies were noted: Miss Sykes, Miss Raymond, Miss Martin, Miss Ethel Kerson, Miss J. Conwell, Miss F. Findlay, Miss Batcher, Miss Tugman, Miss Bell, Miss McNichol, Miss Hazlett, Miss Howett, Miss Jilks and Miss Lochrin, of Guelph; and Mrs. E. Oke, Mrs. B. Panter, Mrs. F. W. Johnston, Mrs. Cleghorn.

## AN OLD FOOD FIRM SELLS OUT.

The property and business of The Ireland National Food Co., Limited, established in Toronto for a number of years, has been purchased by P. McIntosh & Son, who will continue it along with their present business in flour and breakfast foods. As soon as they take possession of their new premises, which will be about February 1, the Messrs. McIntosh will immediately begin to give them a thorough overhauling and remodelling, and will add the most approved of and modern machinery now used in their lines of foodstuffs. This will about double the present capacity of these mills and necessitate the employment of an increased staff of mill and office hands. They expect to be ready about March 1 to resume the manufacture of the well-known lines of buckwheat flour, coarse wheat germs, pot barley and other brands that have established a reputation for The Ireland National Food Co. in the past.

The services of J. T. Musgrave, the eastern traveller for The Ireland National Food Co. have been retained by the new owners, and he will continue to represent them on the road with a full line of samples of the goods they manufacture.

## COOPERATIVE STORE COMPETITION.

IN reviewing the trade events of 1901. The London Grocer says: "Cooperatism is another poisonous thorn in the side of many a grocer—of thousands of grocers in various parts of the country. The Labor Department of the Board of Trade recently issued an interesting report on cooperative societies, showing their progress between 1874 and 1899. In the latter year the number of societies was 1,802, and their sales aggregated nearly £68,000,000 (\$340,000,000). More than 1,500,000 members belong to these societies, and the share capital approaches £21,000,000 (\$105,000,000). The vast majority of the societies are distributive, as opposed to productive, the purely productive societies numbering only 267. In other words, cooperative societies are chiefly concerned in running retail stores. The sales of such stores in the year under review exceeded £45,000,000 (\$225,000,000), of which over £7,000,000 was profit, including interest on shares. But the productive societies engaged in bread-baking and food preparation, corn milling, Irish dairying, and other manufacture, record sales of under £3,500,000, while societies which both produce and sell material are credited with sales reaching nearly £7,500,000 in the year."

## "LONG TERMS" VERSUS "BEST VALUES."

We have often observed that in buying Teas many dealers pay more attention to a four months' postponement of pay-day on large lots than close values and short datings on small ones.

The far-sighted merchant buys **"SALADA"** Ceylon Teas on 30 days, and is enabled to turn over four or five purchases on these terms, while he would be disposing of (one) of the "long-winded transactions."

He makes more money, and holds his customers' trade because fresh tea is good tea.

It's "Wisdom" VERSUS "Folly," that's all.

Japan Teas are losing favor.

"Salada" Ceylon Greens gaining . . . can we tell you the reason why? "A postal inquiry will bring enlightenment."

"SALADA," TORONTO.

## Have you seen our new THREE-POUND CANISTER of First Quality Laundry Starch?

IT IS A GILT-EDGED BEAUTY.

And the quality of the goods inside is even superior to the package.

**THE BRANTFORD STARCH WORKS, Limited**  
BRANTFORD, ONT.

## Maple Syrup



In Bottles, 1-Doz. in Case  
In ¼-Tins, 1-Doz. in Case  
In ½-Gal. Tins, ½-Doz. in Case  
In 1-Gal. Tins, ½-Doz. in Case  
In 5-Gal. Tins

**THE CANADA BISCUIT COMPANY, Limited**

Office Phone: Main 3624.  
Warehouse Phone: Main 3676.

King and Bathurst Streets, TORONTO

# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

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

## ONTARIO MARKETS.

Toronto, January 30, 1902.

### GROCERIES.

THE wholesale grocery trade this week is quiet, and probably more so than at any time since the holidays. Shortly after we went to press on Thursday afternoon an advance of 10c. per 100 lb. was made in the price of all refined sugars. In a few copies of the paper we were, however, able to get a paragraph pointing out the change, consequently there were a small proportion of our readers that were unacquainted with the change through our columns. The market has ruled firm since last week and the tendency is still upwards. Since the advance the demand is not as active as it was during the few days preceding it. Canned goods remain quiet and without any material change. Not a great deal is being done in coffees, and prices are weak and irregular in the primary markets. A fairly good demand is being experienced for rice and tapioca. In spices the primary markets are firm, particularly in white pepper. Syrups and molasses are meeting with a fair request. The tea market is at the moment without any particular features, being quiet with prices firm. There is a good demand for prunes, and a fair business is reported in currants and Californian evaporated fruits. In other lines of foreign dried fruits only a light business is being done.

### CANNED GOODS.

Although much is not been done in canned vegetables, for this time of the year the turnover is fair. Stocks in retailers' hands do not appear to be large, and an improved business, before long, is expected by the wholesale trade. Prices on both tomatoes and peas continue firm. In canned corn there is quite a little talk about a weak market, although most houses are quoting as before. Of course, corn is the only weak feature in the canned-vegetable market. There is just a moderate business being done in canned salmon, and prices rule as before.

### COFFEES.

The outside markets have ruled weak and irregular since our last report. Havre cable advices on Monday reported an unexpected weak market, prices in that market on that day showing a decline of  $\frac{3}{4}$  to 1 franc. This weakness was due to continued heavy movement of the crop and free offerings of coffee from Santos on a low basis of values. West-Indian coffees rule quiet and uninteresting. Locally green Rio coffees are dull with prices nominally unchanged. We quote: No. 7, 8c.; No. 6, 8 $\frac{1}{4}$ c.; No. 5, 8 $\frac{1}{2}$ c.; No. 4, 9c.; No. 3, 10c. to 12c. A fairly good movement is reported in roasted coffees.

### CANDIED PEELS.

Only an odd order or so is being received. We quote: Lemon, 10 to 12 $\frac{1}{2}$ c.; orange, 11 to 13c.; and citron, 15 to 18c., according to brand and quality.

### NUTS.

These continue seasonably quiet, with prices as before. We quote: Grenobles,

See pages 37 and 38 for Toronto, Montreal, and St. John prices current.

10 $\frac{3}{4}$ c. by the bale, up to 12c. for smaller quantities; Marbots, 9 $\frac{1}{2}$  to 10c., and filberts, 9 $\frac{1}{2}$  to 10 $\frac{1}{2}$ c.

### RICE AND TAPIOCA.

A fair business is being done this week in both rice and tapioca. Tapioca is slightly easier in the primary market. We quote: B rice, 3 $\frac{1}{4}$ c.; Japan rice, 5 $\frac{1}{2}$  to 6c.; tapioca, 4c.; sago, 4c.

### SPICES.

Wholesalers report a fairly good trade. White pepper is firmer in the primary markets, having advanced a  $\frac{1}{2}$ c. per lb. Nutmegs and mace are very firm and advices from the outside markets indicate that higher prices are probable. Ginger is still holding firm.

### SUGAR.

The advance of 10c. which took place on Thursday afternoon last in all grades of refined sugar has been maintained. During the past week quite a lot of sugar has been shipped, but it was principally on orders placed just preceding the advance. Since the advance in price the demand has not been as active, but it is still fairly good, and sugars are one of the most active lines in the wholesale

grocery trade at the moment. Since last week raws have developed further strength in New York. Centrifugals and molasses sugars have advanced 3-16c. per lb., making a total advance of 5-16c. in these grades during the past ten days. Muscavados are quoted  $\frac{1}{2}$ c. higher for the week. Sales have been made of this grade at 3 11-16c., 3 $\frac{1}{2}$ c. and 3 15-16c. the duty paid New York. Beet sugars for the week are quoted 3d. higher, being now on the basis of 6s. 9 $\frac{3}{4}$ d. f.o.b. Hamburg. The lowest point recently touched was 6s. 3d. In view of the strength of raws a further advance in refined is expected in New York, in which event the Canadian market would in all probability follow. The meltings of raw sugar in the United States last week were 32,000 tons, while receipts were only 25,027 tons. The meltings were thus increased by about 6,000 tons.

### SYRUPS AND MOLASSES.

A fairly good business is being done in both syrups and molasses. The market in New Orleans rules firm for molasses. Locally, we quote New Orleans molasses at 25 to 30c. for medium grades and 45 to 50c. for open kettle. Syrups range from 30 to 32c. for medium and 35 to 37c. for bright.

### TEAS.

The local market is quiet, the demand not being active as it was for Indian and Ceylon tea. Wholesalers' stocks are fairly complete, and in consequence they are not eager buyers, especially as some of them maintain that a lower range of values will be seen before a great while. At the recent auction in London, according to mail advices under date of January 17, the prices were much the same as at the previous week's sale, although an occasional weakness necessitated the withdrawal of several parcels for which merchants' limits could not be obtained. In Ceylon teas, the heavy auction of 32,393 packages proved rather a strain on the market, but passed with fair bidding. Medium broken teas were, however, a little irregular, and teas for price were somewhat less eagerly competed for. British Customs figures show a decrease in the imports of Indian and Ceylon teas of about 8,000,000 lb. during the period from June 1 to the end of the year. Japan teas are quiet and featureless. There is still an inquiry for China green teas, but all grades continue scarce.

### FOREIGN DRIED FRUITS.

CURRANTS.—A fair trade is being done and prices rule steady. We quote:

Filiatras, 6 to 6½c. per lb.; Patras, 6½ to 7c.; Vostizzas, 8 to 8½c.

**VALENCIA RAISINS.**—The market continues dull. Advices from New York report Valencia layer raisins firmly held at 7½ to 7¾c. Locally, we quote, selected at 6½c.

**SULTANA RAISINS.**—A good movement is still to be reported for Sultana raisins and prices rules firm both locally and in the outside markets. Prices range from 8½ to 12c.

**PRUNES.**—The demand for prunes continues good and prices locally are unchanged. Advices from the Coast report a strong market for new-crop Santa Clara prunes. Our quotations are as follows: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6½c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¾c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c. French, 100's, 3½ to 4c.

**FIGS.**—There is very little done and prices rule much as before. We quote: Mat figs, 3¼c.; naturals, 3¼ to 3½c., according to quality; tapnets, 3¼c., and Elemes, 8½ to 18c.

**CALIFORNIAN EVAPORATED FRUITS**—A fair business is being done. Prices rule as before. We quote: Apricots, in 25-lb. boxes, 13 to 16c., according to quality, and peaches, 11 to 13c.

**DATES.**—The demand has fallen off and business is now quiet. We quote: Halloweas at 4½ to 4¾c., and Sairs at 4½ to 4¾c.

#### GREEN FRUITS.

The surplus stock of oranges, lemons and cranberries has mostly been cleared off and fresher fruit which is being offered is finding an improved market. Oranges are moving more freely, while there is quite a trade in lemons. Malaga grapes, apples and cranberries are quiet. The prices are steady. We quote: Malaga oranges, \$3.25 to \$3.50 per case; Tangerine or kid glove oranges, \$8.50 to \$9 per strip; grape fruit, \$4.50 to \$6 per box; apples, \$4 to \$5 per bbl.; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; Florida oranges, \$3.25 to \$3.50 per box; Mexican oranges, \$2.25 per box; Messina lemons, \$2.50 to \$3.00 per box; Californian oranges, \$3.25 to \$3.50 per box; Valencia oranges, \$3.75 to \$5.50 per case; Malaga grapes, \$5.50 to \$6.50; cranberries, fancy Jerseys, \$9 to \$10; pineapples, 25 to 35c. each by the case; cucumbers, Southern, \$2.25 to \$2.50 per doz.; Spanish onions, large cases, \$3.50; small crates, \$1.10.

#### VEGETABLES.

The market is rather quiet this week excepting for potatoes. Celery is still very scarce, and what is in stock is poor in quality this year. Rhubarb is a little easier, while radishes, on the other hand, are 10c. higher per bunch. We quote: Green onions, 10 to 15c. per doz.; rhubarb, 12½ to

15c. per bunch, \$1.25 to \$1.50 per doz.; carrots, parsnips and beets, 20c. per peck; turnips, 15c. per peck and 35c. per bag; lettuce, 30 to 40c. per doz.; radishes, 50 to 60c.; mint and parsley, 20 to 25c.; celery, 50 to 60c.; red cabbage, No. 1, 5 to 10c.; cabbage, 40 to 60c. per doz.; dry onions, \$1 to \$1.25 per bag; potatoes, 80 to 85c. per bag.

#### COUNTRY PRODUCE.

**EGGS.**—A good demand for eggs continues, with arrivals of fresh more free this week. Prices of strictly fresh are given as 3c. lower. There are very few cold-stored now on the market. We quote: Strictly fresh, 25 to 26c.; held fresh, 20 to 22c.; cold-stored, 19 to 20c., and limed 17 to 19c. per doz.

**BEANS.**—There is no special demand for beans, and only a light trade is being done. We quote: Choice hand-picked, \$1.70 to \$1.85; prime, \$1.50 to \$1.60 per bush.

**HONEY.**—Prices for honey are steady, with a normal demand. We quote: Clover, in 60 lb. tins, 9¼ to 10c.; less quantities, 10 to 11c. per lb.; in combs, \$2 to \$3 per doz.

**DRIED APPLES.**—There is little or no foreign demand for dried apples this season, making their sales rather slow. Evaporated apples sell more freely. We quote: Evaporated apples, 9¾ to 10c. in carlots and 10¾c. in less quantities. Dried apples 5 to 6c. per lb.

**POTATOES.**—Fair offerings of potatoes are reported this week, with prices easy. They are worth 65c. per bag in carlots and 75 to 80c. in less quantities.

#### BUTTER AND CHEESE.

**BUTTER.**—There is a good demand for butter, with larger arrivals this week, especially in 1-lb. prints, which are 1c. lower. The prices are steady. We quote as follows: Choice 1 lb. prints, 17 to 18c.; large rolls, 16 to 17c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 13 to 15c. per lb. Creamery prints sell at 21 to 22c., and creamery solids, 20½ to 21c. per lb.

**CHEESE.**—Dealers are holding cheese for good prices, but there is not yet a large export demand. We quote: Cheese, wholes, 10½ to 10¾c.; twins, 11c.

#### POULTRY.

**DRESSED POULTRY.**—Very few offerings in dressed poultry are being made, and prices are firm, although there is no extra heavy demand. A good deal of what is being offered is of poorer quality. We quote: Chickens, 30 to 50c. per pair; ducks, 60 to 90c. per pair; geese, 8 to 9c. per lb.; turkeys, 9 to 11c.

**LIVE POULTRY.**—The quietness is more pronounced. Prices have been advanced 2c. per lb. for ducklings, and ½c. for hens. The Canadian Produce Co., Limited, 36

and 38 Esplanade street east, Toronto, will pay until further notice 6c. per lb. for spring chickens, 7c. per lb. for young ducklings, 6c. per lb. for geese, 7½c. per lb. for turkeys, and 3c. per lb. for hens (including last year's birds). These prices are paid for live weight on arrival. Crates are shipped free and express paid up to 50c. per 100 lb. of chickens.

#### FISH AND OYSTERS.

In fresh, the volume of trade is quite heavy, all kinds of frozen sea fish being especially in demand. Smelts and bloaters are selling well, while oysters meet with a good sale. Prices are unchanged. We quote: Fresh and frozen fish—Codfish, 6 to 8c.; whitefish, 7 to 7½c.; herring, 4 to 5c.; trout, 7c.; halibut, 11 to 14c.; sea salt mon, 9 to 10c.; haddock, 5c. per lb.; perch, 4c.; British Columbian salmon, fresh, 20c., frozen, 9c.; Labrador herrings, \$3 to \$3.25 per 100-lb. bbl. Smoked fish—Ciscos, \$1 to \$1.25; finnan haddie, 6½ to 7c.; Digby herring, 60 to 75c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5.50 to \$6; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb.; bloaters, per box of 50, \$1 to \$1.25; kippered herring, 50 in a box, \$1 to \$1.25 per box; smelts, per 15-lb. box, extras, 12c. per lb.; No. 1, 6½ to 7c. per lb. Oysters—Standards, \$6.75 per large pail, \$3.75 to \$4.05 per small pail, or \$1.50 to \$1.75 per Imperial gallon; selects, \$2 to \$2.15 per Imperial gallon.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN.**—There are much increased movements reported in Manitoba hard this week, and a decline of 1c. is the result, No. 1 hard being now worth 87c. per bushel grinding in transit, Sarnia, or 86c. Toronto and west. On the local market greater receipts of all kinds of grain are reported, and prices are weaker all around, there being a fall of 2c. in red and white wheat, 1c. in goose, 1c. in oats, 2 to 3c. in rye and 3 to 4c. in peas, while the latter are very poor quality this year. We quote: White and red Ontario wheat, 70 to 78c.; goose, 66 to 66½c.; oats, new, 45 to 46c.; rye, 55 to 56c.; barley, 54 to 63c.; peas, 82 to 86c.; buck-wheat, 58c.

**FLOUR.**—There is an increasing demand with prices steady. Millers are again beginning to get busy. Hungarian patents are 10c. lower. The other prices are unchanged. We quote: Ontario patents, in bags, \$3.70 to \$3.80; Hungarian patents, \$4.05; Manitoba bakers', \$3.90; straight roller, \$3.40 to \$3.50 per bbl. in Toronto.



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FRUITS OF ALL KINDS IN SEASON.  
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POTATOES IN CAR LOTS. Consignments Solicited.  
33 Church Street, TORONTO.

**WE SELL AT CLOSE PRICES**

Lard, Cheese, Honey, Maple Syrup; Jams, 5-lb. Tins, and 1's Glass; Marmalade, 1's Glass; Oranges, Lemons, Finnan Haddies, Ciscos; Long Clear Bacon, Smoked Hams, Bk. Bacon, Backs, Spiced Rolls; Bologna; Prime Pea Beans—sacks 220 lb.

We solicit your ORDER for any of the above lines, to which you can rely on our prompt attention.

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**BUTTER TUBS AND BOXES.** Country Storekeepers and Creameries will profit by placing orders for their supplies now to insure prompt delivery this Spring. Get our prices. Correspondence invited.

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Wholesale Produce Merchants,  
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The  
**DAWSON** Commission  
Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets, TORONTO

**DRIED FRUITS**

Owing to scarcity and high prices of apples the trade will find big inquiry for **DRIED FRUITS**. We are on the ground floor and want your orders.

**PRUNES**—Nonpareil and Santa Cruz packs  
**APRICOTS**—Fancy and Choice.  
**PEACHES**—Bags and Boxes.  
Also **FIGS**—Bags and Tapnets.

Get our prices before buying.

**CLEMES BROS., TORONTO**

**BREAKFAST FOODS** — Trade in this line which is usually somewhat slack during January is beginning to pick up and indications point to an unusually busy February. There has been a drop of 25c. per 100 lb. in cornmeal. We quote: Oatmeal, standard and granulated, in carlots on track here, \$5.55; standard rolled oats in carlots on track here, \$5.20; in bbls., 15c. more; broken lots are 20c. per bbl. extra; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3.75; split peas, \$4.50; pot barley, \$4.50.

**HIDES, SKINS AND WOOL.**

Trade continues quiet with no change excepting a fall of ½c. in the prices of No. 1 and No. 2 green hides. The prices given below are what buyers pay on arrival:

**HIDES**—We quote: No. 1, green, 7c.; No. 2 green, 6c.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c.; cured, 7¼ to 8¼c.

**SKINS**—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 65 to 75c.; deerskins, 12½ to 14c. per lb.

**WOOL**—We quote: Fleece, 13c., and unwashed, 7 to 8c. per lb.

**SEEDS.**

There is a steady demand for red clover and timothy, but the market for alsike is weak, resulting in a drop of from 25 to 50c. per bushel. As usual, a little more will be paid for extra good samples. The prices quoted below are what are given at outside points: Red clover, \$4.75 to \$5.15; alsike, \$6.25 to \$8.25, and timothy, \$2.50 to \$3.25 per bush.

**MARKET NOTES.**

Alsike clover seed has dropped 25 to 50c. Split peas have declined 25c. per 100 lb. Pound rolls of choice butter are 1c. lower.

Nos. 1 and 2. green hides are each ½c. lower.

Hungarian patent flour has been lowered 10c. per 100 lb.

Live ducklings are worth 2c. and hens are worth ½c. per lb. more.

On the local market red and white Ontario wheat is 2c., oats 1c., rye 3c. and peas 3 to 4c. per bushel lower than last week.

Several hundred dollars damage was caused by a fire which broke out on January 23, in the grocery store of G. Bouillon, 128 Dufresne street, Montreal.

A. H. Foe, confectioner, Strathroy, Ont., has removed to premises next to Harrison's furniture store.

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**  
OF CANADA, Limited

Are sold by all the Leading Wholesale Houses:  
CUT TOBACCO . . . .

OLD CHUM,  
SEAL OF NORTH CAROLINA,  
OLD GOLD.  
CIGARETTES . . . .  
RICHMOND STRAIGHT CUT,  
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**POTATOES and OATS**  
IN CAR LOTS.

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WHOLESALE

Fresh, Frozen,  
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Orders promptly  
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**FISH** OYSTERS and  
SHELL FISH

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WHOLESALE MERCHANDISE BROKER  
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LIMITED.

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

151 Bannatyne St., 12th St.,  
WINNIPEG, MAN. BRANDON, MAN.

## QUEBEC MARKETS.

Montreal, January 30, 1902.

## GROCERIES.

AS the month of February approaches trade brightens up, and all wholesale grocery houses report a fair business this week. Though, of course, compared with other seasons of the year, the business doing is not of the best, still it has improved steadily through the month, and no complaints can reasonably be made. Canned goods and fish are among the jobbers best moving lines. Foreign dried fruits, with hardly any exceptions, are going out but slowly. The only quotable change in prices in foreign dried fruits will be noticed in figs, which are now worth \$1.15. Sugar has recovered itself and is back to the prices of two weeks ago.

## SUGAR.

An advance of 10c. on all sugars is quoted this week. It came as a surprise to no one as the recent advances in the raw material in New York tended to make this market much firmer. No good authority, however, will put themselves on record as predicting further advances, though prices here are very firm. On the foreign markets, too, sugar is very strong, and holders of cane sugar are waiting for higher prices. We quote: Granulated, \$4; yellows, \$3.25 to \$3.90.

## TEAS.

There is a fairly good business doing and prices remain firm. Stocks of China greens are rapidly becoming very light, and they still appear to be scarce, so that the market is, if anything, even stronger, though the demand has not increased to any extent.

## SYRUPS.

The trade doing in syrups is only a moderate one. There is practically no change in the situation since our last report, and none whatever in prices. Our quotations are on corn syrups as follows: 3½c. in bbls.; 3½c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.60 in 3½-lb. and \$1.20 in 25-lb. pails.

## MOLASSES.

There is not much change in the molasses market. Though there is only a light demand, prices on Barbados remain pretty firm. The Porto Rico molasses crop is reported to be much lighter than last season, and New Orleans is also in smaller supply. In the latter there has been an advance of 2c. per gallon in New Orleans.

## CANNED GOODS.

The general demand has not greatly improved over that of a week ago. In canned salmon, however, there is a better trade doing, and this is likely to steadily improve till Lent. Corn is firm at 80c. for ordinary stock. Peas, which are quoted at 95c. are in moderate demand. Tomatoes sell fairly well, the price being 87½ to 92½c. Our quotations are as follows: Salmon, \$1.00 to \$1.05 for pink; \$1.30 for spring; \$1.32 for Rivers Inlet red sockeye; \$1.45 for Fraser River red sockeye, and \$1.42½ to \$1.45 for Clover Leaf talls. Gallon apples sell for \$2.60 to \$2.70, and 3-lb. apples at \$1.

## SPICES.

There is nothing new to report in this line. Prices are firm, though the

demand is scarcely more satisfactory. Peppers are especially strong. We quote: Nutmegs, 30 to 55c. per lb. as to size; penang mace, 45 to 50c. per lb.; as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

## RICE AND TAPIOCA.

Patna rice is about the only interesting feature of this trade. An advance in London, following the scarcity of Patna rice there, has had its impression on this market, and importers think that the last receipts warrant them in advancing the price from 5 to 5½c., which is ½c. per lb. higher than former quotations. We quote in combine district: B rice in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-lb. lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 5 to 5½c. per lb., and tapioca, 3½ to 3½c.

## FOREIGN DRIED FRUITS.

CURRENTS.—There is not much doing in currants, though prices are still firm. We quote: Fine Filiatras, ½ cases, 5½c.; cleaned, 6c.; 1-lb. cartons, 8c.; finest Vostizzas, 7½ to 8c.

VALENCIA RAISINS.—No change is to be noted. Stocks are very light and prices firm. Finest off-stalk are worth 5½c.; selected sell for 6½c., and layers for 6½c.

CANDIED PEELS.—Business is a shade better, but there is still only a light movement. We quote: Orange peel, 11½c.; lemon peel, 10½c.; citron, 16½c.

MALAGA RAISINS.—Business is only fair. Our quotations are now as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$1.50 to \$1.60; ¼'s, \$1.30 to \$1.40.

DATES.—The supply on hand is almost exhausted. We quote: Halloween dates at 4½ to 4½c.

FIGS.—The scarcity of Comadre figs and tapnets has caused an advance, and \$1.15 is now quoted to the trade for both layer and tapnet figs. The demand is moderate.

CALIFORNIAN RAISINS.—There is no change in the situation of seeded raisins. In view of the strong feeling in the primary market, prices here remain quite firm. We quote seeded at 9¼ to 9½c.

PRUNES.—The demand for prunes is steady and fair. Prices are unchanged. Our quotations are as follows: Californians, 8½c. for 40-50's, 8c. for 50-60's, 7½c. for 60-70's, 7½c. for 70-80's, 6½c. for 80-90's, 6½c. for 90-100's.

## NUTS.

Business this week is rather flat. Prices remain at our former quotations. We quote as follows: Walnuts, 9½ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 16½ to 17½c.; shelled almonds, 26 to 27c.; Jordan shelled almonds, 42c.; filberts, 8½ to 9½c.; pecans, 15 to 16c.

## BUTTER AND CHEESE.

Butter.—There is some improvement in the butter market this week. It is not

thought that there will be sufficient finest creamery for the demand. This has given holders more confidence in the market and higher prices are being asked. Receipts have dropped off some and this has further stimulated the demand. Local dealers and grocers appear anxious to secure round lots. Sales to grocers of finest fall creamery are reported at 21½ to 23c. Winter-made creamery has sold for 21 to 22c. Deliveries of large rolls are still satisfactory, and although the high price of creamery is augmenting the consumption of rolls, prices are about the same and steady at 17½ to 18c. The demand continues fairly active.

CHEESE.—There is very little change in the tone of the market this week. It seems to be a struggle between Canadian holders and English buyers as to who can hold off the longer. Statistics from different ports in England show a decrease in stocks, and it is probable that the English buyers will come to the Canadian holders' way of thinking, and an advance would result. As yet prices are unchanged, white being quoted at 49 to 50s., and colored, 52s. c.i.f.

## COUNTRY PRODUCE.

EGGS.—Prices are firm, and stocks on the local market are nearly exhausted. If it were not for a few round lots held by some dealers who are now supplying jobbers, the trade would be in a rather bad shape. Business is fairly active, consumers having become more used to the high prices. Pickled are worth 22c. Select cold-storage stock are being sold for 25 to 27c., an advance of 2c. New laid are 32c., which is 3c. lower, the decline being due to the increased quantity offering.

HONEY.—The demand continues light. Buckwheat honey in comb is worth 9c.; white extracted, 9 to 10c.; strained, 8c.

DRESSED POULTRY.—There is a moderate trade doing, and prices, due to the small offerings, continue firm. Choice turkeys have become very scarce and now sell for 12 to 13c., an advance of 1c. Ordinary are worth 9c.; choice geese, 6½ to 7c.; choice chickens, 9 to 10c.; fowl, 5½ to 7c.

ASHES.—Business this week, though not active, is done under firm prices. We quote as follows: First pots, \$4.40 to \$4.45 per 100 lb.; seconds, \$4 to \$4.05; pearls, \$6.75 to \$7.

## GREEN FRUITS.

The general state of trade, as everyone expects now, shows little improvement, but it is satisfactory to know that it is up to the standard of other years at this season. Complaints have been made that payments are not up to the standard, but this is likely due to the lack of work among the poorer classes. Messina lemons are a little scarce, but the market will likely be relieved next week, as sales in New York are due to put out about 40,000 boxes. The prices remain at \$2.75 to \$3 per box. There are no Malaga lemons on the market whatever. A heavy drop will be noticed in Californian tangerines, from \$3 per box to \$1.75 per box. Receipts of these have been heavy, and on account of their poor flavor, as compared with Florida tangerines, they are hard to dispose of. There is still a scarcity of good Canadian apples. Fine Spies sell for \$5. Valencia oranges, 420's, are 25c. higher. Best Florida tomatoes are worth \$5 per crate. We quote as follows: Jamaica oranges, \$4.50 to \$4.75; Florida oranges, \$3.50 to \$3.75; Californian sunflowers, \$3.50; Valencia

## The Law of the Average is Safer and More Profitable to Follow than the Rule of Exception.

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**T**HE fact that the average woman prefers to do her trading at the store where she can purchase articles that can be depended upon to please her and the household proves beyond doubt that it pays to handle articles you know will satisfy her and bring her back again. The grocer who handles

### *Jonas'* *Flavoring Extracts*

obtains the assistance of an article that so pleases its users that trade is certain to be diverted his direction. And what reason have we for making this statement? Because any woman who has compared JONAS' rich, pure, strong, economical Extracts with other brands will substantiate our claim that they are the MOST RELIABLE on the market—for such an article as that it is self-evident she'll go to the storekeeper who is enterprising and up-to-date enough to keep them. We are pleased to say that nearly every shrewd dealer in the country is now a warm friend of JONAS' FLAVORING EXTRACTS. The average woman prefers them. An exceptional woman does not care what she buys—but isn't it safer and more profitable to sell Extracts that appeal to the tastes and requirements of the average than to the exceptional woman, namely, JONAS' FLAVORING EXTRACTS?

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bought from the Eureka Cigar Manufacturing Co. (in liquidation), comprising their entire stock, and to be offered at prices never heard before.

Orders will be accepted subject to goods being unsold. Rush your orders, so as to secure your wants.

Terms: 30 days, or cash less 1%. WE ARE SELLERS.

## CIGARS

		Previous Selling Price	Our Actual Price			Previous Selling Price	Our Actual Price	
13,500	La Cenuva	\$65	40% Discount		1,550	La Conzinstadoro, 5 rows	\$30	30% Discount
3,000	La Activa	65	"		1,350	Capitana	30	"
6,100	Espina	65	"		4,100	Eurekas 1-10	30	"
2,325	La Activa 1-40	65	"		2,350	Florida Queen (2) 1-20	30	"
1,925	Espina 1-40	65	"		45,900	Dorothy	\$27.50	30
2,200	Espina 1-10	65	"		20,100	El Grandor flat	27.50	"
4,400	La Activa 1-10	65	"		3,800	Barona 1-40	27.50	"
550	La Conzinstadoro 1-20 flat	65	"		450	Founder 1-20	27.50	"
91,950	La Vashti	\$55	30		19,300	Sporting Beauty	\$25	30
1,750	Flor de Christina	\$50	25		16,300	Bessie	25	"
925	Uneeda 1-40	50	"		10,500	Theodora	25	"
1,375	El Bondoso 1-40	50	"		2,250	Flor de Edna 1-20	25	"
5,500	La Consolidad 1-10	50	"		15,800	Flor de Edna 1-10	25	"
25	La Carolita 1-40	50	"		9,250	Flor de Edna 1-20	25	"
6,800	El Bondoso 1-10	\$45	30		17,650	Crowns	25	"
6,500	Manila Leader	\$40	35		18,700	El Grandor, small	25	"
950	Flor Cubana	40	"		2,300	Oxfords	25	"
4,250	Henry Clay	40	"		7,550	Barons 1-20	25	"
2,600	Henry Clay 1-10	40	"		1,800	Royal Standard	25	"
3,200	La Centava 1-10	40	"		1,100	Lily Bud 1-20	25	"
9,600	Santos Hermanos 1-10	40	"		300	Mitchell's Favorite 1-20	25	"

6,800	El Bondoso	1-10	\$45	30
6,500	Manila Leader		\$40	35
950	Flor Cubana		40	"
4,250	Henry Clay		40	"
2,600	Henry Clay	1-10	40	"
3,200	La Centava	1-10	40	"
2,600	Santos Hermanos	1-10	40	"
4,400	Flower Queen	1-10	35	30
30,800	Eurekas, 5 rows		30	"
2,150	El Prioridad		30	"
1,950	El Triomfo		30	"
31,400	Gloriana	1-10	30	40
2,100	Flower Queen	1-20	30	30
100	El Grandor, square		30	"
375	Capitana	1-40	30	"
6,400	Bryants	1-20	30	"
975	Bryants	1-40	30	"
2,000	Bryants	1-10	30	"

17,650	Crowns		25	"
18,700	El Grandor, small		25	"
2,300	Oxfords		25	"
7,550	Barons	1-20	25	"
1,800	Royal Standard		25	"
1,100	Lily Bud	1-20	25	"
300	Mitchell's Favorite	1-20	25	"
250	Gold Nuggets	1-20	25	"
1,700	Las Dos Naciones	1-10	25	"
4,550	El Premio de Cuba		\$22	20
850	Silver King		21	17½
1,900	World's Champions		20	15
2,200	Choctaws		20	"
1,150	Club House		20	"
400	Safety, 5 rows	1-20	20	"
250	Volapuk	1-20	20	"
750	La Amistad	1-20	20	"
10	El Grandor	1-100	30	30

## SPECIAL LIST

3,700	Flower Queen	1-10	\$35
3,300	Perfeccion	1-10	35
2,450	El Aspicto	1-20	35
3,400	El Aspicto	1-10	35
2,550	Gloriana	1-10	30
7,150	Casa Grande	1-20	30
7,550	Eurekas	1-20	25
4,750	Reina del Tobacos	1-20	25
1,850	La Amazona	1-20	25
1,450	Portulana	1-20	25
4,000	Our Special	1-20	22

**Total, 502,635**

**All Intending Purchasers are Cordially Invited to Call and Inspect this Stock.**

# L. CHAPUT, FILS & CIE.

Wholesale Importers,

— MONTREAL.

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**CORKS OR CAPSULES?**

If so, we will be pleased to furnish you with samples and prices. Any size Cork cut to order. Granulated Cork suitable for shoe factories.

**S. H. EWING & SONS, 96 King St., MONTREAL.**

oranges, 420's, \$3.25 to \$3.50; 420's, Jumbo, \$4.75; 711's, \$5; Messina lemons, \$2.75 to \$3 per box; pineapples, 20 to 30c.; Canadian apples, \$1.50 to \$5.50 per bbl.; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Spanish onions, \$1.10; sweet potatoes, Vineland's, \$4.75 to \$5.50; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$7.75 to \$10.50; barrel onions, \$3.25; chestnuts, 10 to 11c.; Italian chestnuts, 12½c.; Florida tangerines, \$3.25 per box; Californian tangerines, \$1.75 per box; grape fruit, \$4.25 per box; Florida tomatoes, \$4.75 to \$5 per crate.

**FISH.**

The demand for fish generally, is active, and prices are firm. Halibut is quoted at 12½ to 13½c., an advance of 2½c. Salt and frozen fish of all descriptions are beginning to pick up for the Lent trade. We quote as follows: Haddies, 6c.; bloaters, 90c. per box; kippers, 90c. per box; smoked, medium herrings, 11c. per box; fresh haddock and cod, 3½c. per lb.; whitefish, 6½c.; dore, 5½c.; pike, 4½c.; halibut, 12½ to 13½c.; salmon, 12½c.; trout, large and medium, 7c.; No. 1 herrings, Nova Scotia, \$5.25 per bbl.; No. 1 herrings, Nova Scotia, \$2.80 per ½ bbl.; No. 1 Holland herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, 98c. per keg; Holland herrings, 72c. per keg; salted eels, 6½c. per lb.; No. 1 green codfish, \$5.75 per bbl.; No. 2, \$4.50; large, \$6.50; No. 1 green haddock, \$4.25 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 2 mackerel, \$12.50 per bbl.; No. 3 mackerel, \$9 per bbl.; cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dressed codfish, \$4.80 per case; dry codfish, \$4.65 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces; No. 1 Labrador salmon, \$12 per bbl.; No. 1 Labrador salmon, \$6.25 per ½ bbl.; No. 1 B.C. salmon,

\$6 per ½ bbl. and \$11 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; clams, in shell, \$4.50 per bbl.; Marshall's kippered herrings, and same with tomato sauce, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

**LIQUORS.****SCOTCH WHISKIES.**

	Per case of quarts.	less 3 p.c. 30 days
Roderick Dhu	\$9 50	
Usher's O.V.G. Special Reserve	10 50	
Usher's G.O.H.	13 00	
Gaelic, Old Smuggler	9 75	
Greer's O.V.H.	9 50	
Old Mull	9 75	
Sheriff's One Star	10 25	
" V.O.	10 50	
Kilmarnoch	9 75	
Doctor's Special	10 00	
House of Lords	10 75	

Bulloch, Lade & Co.—	
Special blend	9 25
Extra special	11 00
John Dewar & Sons—	
Extra special	9 50
Special liqueur	12 25
Extra	16 50

James Ainslie & Co.—	
Highland Dew	6 75
Glen Lion, extra special	12 50
J. Brown & Co.—	
Duke of Cambridge	12 00

Mitchell's—	
Heather Dew	7 00
Special Reserve	9 00
Mullmore	6 50

W. Teaches & Sons—  
Highland Cream, qts., \$9.50 less 3 p.c. 30 days.

**CANADIAN WHISKIES.**

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

Imperial, Walker & Sons	2 90
Canadian Club, Walker & Sons	3 60
Less than one bbl. per gallon.	
65 O.P.	\$4 55
50 O.P.	4 15
Rye	2 25

**CHAMPAGNE.**

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

Comte de Castellane—	Per Case.
Cuvee Reservee... { Quarts.....	\$12 00
" { Pints.....	13 50
Carte d'Or.....	15 00
Champagne Ve Amiot—	
Carte d'Or.....	16 00
" Blanche.....	13 00
" d'Argent.....	10 50

Pommery—	
Sec and Extra Sec.....	28 00
Mumm's—	
Extra Sec.....	28 00
Moet & Chandon—	
White Seal.....	28 00
Brut Imperial.....	31 00
Perrier-Jouet—	
Brut.....	28 00
Reserve Dry.....	30 00

**GIN.**

	Per Case.
Pollen Zoon—	
Red, cases of 15 bottles.....	\$9 75
Green, " 12 ".....	4 75
Violette, " 12 ".....	2 45
P. Hoppe "Night Cap" Brand—	
Red, cases of 15 bottles.....	10 50
Green, " 12 ".....	5 25
Yellow, " 15 ".....	10 75
Blue, " 12 ".....	5 40
Poney " 12 ".....	2 50

Draught—	Per Gal.
Hogsheads.....	\$2 95
Quarter casks.....	3 00
Octaves.....	3 05

De Kuyper—	
Violet, 2 doz. cases.....	5 30
Green, " ".....	6 00
Red, " ".....	11 50
White, " ".....	4 00

Terms, net 30 days, 1 per cent. off 10 days. In five-case lots, freight may be prepaid.

Key Brand—	
Red cases.....	10 25
Green ".....	4 85
Poney ".....	2 60

Melcher's—	
Infantes (4 doz).....	4 75
Picnic.....	7 75
Poney.....	2 60
Blue cases.....	4 75
Green ".....	5 50
Red ".....	10 25
Honeysuckle, small.....	7 90
" large.....	15 25

*The best selling tea in Canada today is*  
**Blue Ribbon Ceylon**

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

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**FLOUR AND GRAIN.**

**FLOUR.**—A moderate trade continues at steady prices. We quote in carlots: Spring wheat patents, \$4.05 to \$4.30; winter wheat patents, \$3.85 to \$3.95; straight roller, \$3.70 to \$3.75; strong bakers', \$3.80 to \$4.

**GRAIN.**—There is nothing new to report on the local market. The demand is still light. Corn is now quoted at 68 to 69c., a decline of 3c. Our quotations are as follows: Manitoba, No. 1 hard, 72c.; peas, 92 to 93c.; rye, 62½ to 63c. (for carlots in store); No. 2 barley, 57c.; oats, 47c.; buckwheat, 54 to 56½c. east; corn, 68 to 69c.

**OATMEAL.**—The market remains quiet. Rolled oats have dropped off slightly. We quote: \$5.60 to \$5.70 in bbls. and \$2.70 to \$2.75 in bags. Other qualities of oatmeals have declined proportionately.

**FEED.**—There is a steady and fair demand. We quote: Ontario bran, \$20 to \$20.50; mouille, \$28 to \$30; Manitoba bran, \$20 to \$21; shorts, \$22 to \$23 per ton, including bags.

**BALED HAY.**—A moderate trade is doing. Prices are: No. 1 timothy, \$10.50 to \$11; No. 2, \$9.25 to \$9.75; clover mixed, \$8.25 to \$8.50; clover, \$7.50 to \$8.25.

**MONTREAL NOTES.**

Fresh halibut is 2½c. higher.  
 Choice turkeys have advanced 1c.  
 Florida oranges have declined 25c.  
 Sugar is 10c. higher on all lines.  
 Patna rice has advanced 3c. per lb.  
 Chicago mess pork has declined 50c.  
 Comadre figs and tapnets are 15c. higher.  
 Californian tangerines have dropped \$1.25 per box.  
 Florida tomatoes (best) have advanced 25c. per crate.  
 In eggs, select cold-storage stock are 2c. higher, and new laid, 3c. lower.

**NEW BRUNSWICK MARKETS.**

OFFICE OF THE CANADIAN GROCER.  
 St. John, N.B., January 25, 1902.

**T**HE past week has been particularly quiet. Of course, this is not unexpected. There is one pleasing feature in regard to our city: we feel we are about clear of the smallpox. We have had but one new case in some weeks. With our two large cotton mills running again—full time and full capacity—in fact, preparing to turn out more goods than ever before, we look forward to improved spring business. The winter-port business continues exceptionally good. We seem firm in our position as the winter port of Canada. Lumber, which is such an important interest, has been bringing good prices. In markets, sugars have turned slightly toward higher prices. In flour, there is no change. Beans seem rather easier. Ginger is very high. Cream of tartar remains at quite low figures.

**OILS.**—In burning oils trade continues large. Prices are low. Now that two companies have tank wagons on the streets there is almost no oil sold to the local retail trade in barrels, so the wholesale grocery has entirely lost this busi-

# Clark's English Mincemeat

is packed in Tins—1s, 2s, 3s, 4s and 5s.

If you are looking for quality

Try a sample order.

You'll not regret it!

## RIGAUD MOUNTAIN MAPLE SYRUP



REPUTATION  
 FULLY ESTABLISHED

Place your orders at once for *Coming Spring*. Every tin sealed at the Bush. Guaranteed Crop of Spring 1902—no old stock made over.

**D. L. Macdonald,** Rigaud, Que.

## BRUSHES, BROOMS, WOODENWARE, ETC.

### Our Representatives

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

### UNITED FACTORIES, Limited

Head Office, **TORONTO.**

OPERATING  
 Boeckh's Toronto Factories,  
 Bryan's London Factories,  
 Cane's Newmarket Factories.

ness. In paint oils the season is early, though large buyers have bought quite freely. It is thought prices will likely be higher. In turpentine, little or no speculation is done. Lubricating oils are quiet. In cod oil, for which this is a primary market, prices are held firm.

**SALT.**—This is the season of active business in Liverpool coarse salt. With the winter-port steamers coming here, there is not only the active local business, but large quantities arrive for the west. Prices, this season, are quite a little higher than usual. In fine salt there is but light sales. We quote as follows: Liverpool coarse, 50 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS.**—There is very little business. Dealers complain that goods are sold too close. It is about impossible to get the advance in peas and tomatoes. Salmon show a wide range in price. There should be some further protection to the consumer. At least four distinct grades are offered, between which there is much range in value, but little means of knowing from the appearance of the package what quality of fish it contains. Fruits have but a fair sale, and except gallon apples, which are high and tending upward, there is little change in price. Domestic fish, as kippered herring, haddies and sardines, are in good demand. The first two lines are very firmly held.

**GREEN FRUITS.**—Business continues very active. In oranges prices continue very low; while the offerings of Californians are much larger than Floridas they sell at about the same figure. With the competition from other lines, it is impossible to get higher prices for the Floridas. Jamaicas are about done. Valencias are received by the direct Liverpool boats weekly, and show improved quality. In lemons, prices are low. A good, steady sale is reported. Apples show little change. Prices are firm. There is considerable stock held in Nova Scotia. Cape Cod cranberries are held firm at the high figures.

**DRIED FRUITS.**—This is somewhat of a quiet season. In raisins, the market is quite lightly stocked. The Californian market continues to advance. In loose muscatels a few have been bought in New York to cost lower than they could buy from the Coast. The bulk of the seeded held were also bought in New York. Malaga prices have not advanced in proportion. There have been quite a few of these used this season; that is particularly loose muscatels. Californian prunes, the only stock offering, are still low and there is quite a stock here. On the Coast rather higher values rule. Apricots and peaches are but fair sellers. Dates are rather higher. Figs have, as do peels, little sale after the holidays. The sale in both lines was quite large. Evaporated apples tend higher. Some old stock is offered, but there is no market. Owing to these high prices there is quite a little local sale for dried apples. Onions are very high.

**DAIRY PRODUCE.**—Butter is dull and it is difficult to move, except good stock. If quality is right full figures are easily

obtained, but the bulk of the goods offered is poor. Cheese are dull in the local market, though outside values are rather better. Eggs are scarce, and to get good stock one has to look carefully. There is but a fair sale and good stock is held firm.

**SUGAR.**—Prices have been advanced 10 cents, and are quite firmly held. Sugar is still very cheap. There is a very strong feeling here favoring an English duty on bounty fed sugars, West-Indian sugars to be given a preference under the tariff.

**MOLASSES.**—There is no change. A fair stock of Porto Rico is still held. Prices are low. Some Antigua, of good quality is here, but it moves very slowly. In New Orleans some little of very nice stock is offered. Syrup has a light sale.

**FISH.**—The weather has been against the fresh-fish business during the past week, and this is the branch of the business which is looked to at this time. Prices show no change. Frozen herring is scarce. The North offers smelt freely. Immense quantities go to New York. In dry cod, there are continued light arrivals. Prices are unchanged. Pollock are dull. In smoked herring, a considerable quantity is held. Prices are low. In linnan haddies the movement is large. Pickled fish show no change, and any shad offered is very high. There is considerable boneless fish moving. Our quotations are as follows: Haddies, 5½ to 6c.; smoked herring, 6 to 7c.; fresh haddock and cod, 2½ to 3c.; boneless fish, 1 to 5c.; pollock, \$1.60 to \$1.70 per 100 lb.; pickled herring, \$2.15 to \$2.25 per ¼ bbl.; Canso herring, \$5.75 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per lb.; dry cod, \$3.60 to \$3.70; frozen herring, 75c. per 100; smelt, 5 to 6c. per lb.

**FLOUR, FEED AND MEAL.**—While flour is rather easier there is no change in the local prices. Feed is again very scarce. Importations are light. Oats are rather firmer and higher prices are expected. Oatmeal shows little change; the sale is light. Cereal foods are so largely used that they very much affect the consumption. In cornmeal there is a steady business, but the effect of the high price is felt. Beans seem rather easier. The demand is a quiet one. Hay is firm at the full figures. The export demand has been a great help to values. Barley and peas are very firm. Our quotations are: Manitoba flour, \$4.70 to \$4.80; best Ontario, \$4.10 to \$4.20; medium, \$3.60 to \$3.80; oatmeal, \$5.60 to \$5.75; cornmeal, \$3.30 to \$3.35; middlings, \$26 to \$28; oats, 56 to 58c.; handpicked beans, \$1.60 to \$1.65; prime, \$1.50 to \$1.55; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.85 to \$5.00; barley, \$4.70 to \$4.75; hay, \$12 to \$14.

#### ST. JOHN NOTES.

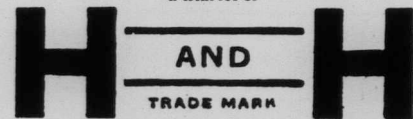
Dearborn & Caw, have received a shipment of "Tea Rose Drips."

Hall & Fairweather and T. B. Barker & Sons have just received a shipment of "Beaver" hops.

Mr. Miles, who has been to England in the interests of "Red Rose" tea, arrived home last week. The sales for January have been large.

The Bank of New Brunswick, which up to the past year has never had any branch offices, is not only opening them at outside points, but is giving particular attention to city business. Some time since they opened a branch in the north end, and so satisfied are they with

Include with first order from wholesale grocer  
a trial lot of



the unequalled cleaner. Steady growth, **seasonable**, well advertised, and have letters daily from consumers.  
34 Yonge Street, Toronto.

Try the "Imperial" Brand

— OF —

Peaches, Pears, Apples,  
Corn, Tomatoes, etc.

They are packed from the choicest  
fruits and vegetables.

Packed by

The IMPERIAL CANNING CO.  
KINGVILLE, ONT.

## FISH—FRUIT

Oysters; Finnan Haddie; Herrings;  
Trout; British Columbia Frozen  
Salmon; Navel Oranges; Lemons;  
Grapes; Nuts; etc.

We handle everything in the above lines and would  
be pleased to have your account.

**WHITE & CO.**

Wholesale Fruit and Fish  
TORONTO

Toronto Fruit Merchants.

## FRUIT - FISH

We have a full stock of Fish on hand ready for  
Lent, and will be pleased to hear from you.

Full lines of Prunes, Apricots and Peaches, in  
25 and 50-lb. boxes—Fancy Stock at lowest price.

Your order will receive our prompt attention.  
Send for our weekly price list.

Mail orders our specialty.

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Commission  
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Fruit Importers  
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Canadian Apples  
a Specialty.

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Quote us if you have anything to offer.  
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.  
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Scientifically Prepared.

Being assured of the absolute purity of . . .



# ST. CHARLES Evaporated Unsweetened CREAM

Physicians and Nurses endorse and recommend its use in infancy and old age, and in all cases where delicate nourishment is required.

A valuable health food, rich in strengthening properties and easily digested.

ST. CHARLES CREAM is always to be found in the stocks of progressive grocers and druggists.

All orders promptly filled by your jobber. Write for full particulars to the FOREIGN DEPARTMENT.

**St. Charles Condensing Co.,**

Factories—  
Ingersoll, Ont., and St. Charles, Ill.

**ST. CHARLES, ILLS., U.S.A.**



**We cannot all go to South Africa, if we would.**

But we that stay at home may show our patriotism by giving the products of Canada preference.

**Delhi Epicure Pork and Beans IN TOMATO SAUCE**

**Delhi Tomato Catsup IS A HOME PRODUCT**

AND GUARANTEED EQUAL TO THE BEST IMPORTED BRAND.

You can buy our goods cheaper and stand a chance of seeing your money again. Think the matter over and send your wholesale house a sample order. Specify Delhi. If your house don't keep the goods in stock write us direct.

**Delhi Canning Co., - Delhi, Ont.**



The **THISTLE** Brand

ARE  
**HIGH-GRADE**

**TOMATOES - CORN - PEAS - Etc.**

GUARANTEED  
SECOND TO NONE.

**BRIGHTON CANNING CO.**

**We Pay Freight**

Remember that we pay freight on 5-case lots of **KENT BAKED BEANS** to any station in Ontario. This leaves the retailer a net profit of  $33\frac{1}{3}$  per cent. on a quick-selling article. Can't make money any easier than that.

Have YOU tried them yet? Packed 2 dozen in a case, 90c. per dozen.



**THE KENT CANNING CO., Limited, CHATHAM, ONT.**

the results, that they are about to open one in the west end, or, as it is usually called, Carleton.

The annual meeting of the confectionery manufacturers of the Maritime Provinces was held here during the past week at the Victoria Hotel. Besides the local men, there were present: G. W. Ganong, M.P. for St. Stephen; H. H. Hamilton, of Pictou, and James W. Moir, of Halifax.

### MANITOBA MARKETS.

Winnipeg, Man., January 27, 1902.

**T**HE week has been an uneventful one in trade circles. Almost the only item of importance is the 10c. advance in sugar. Up to Friday the weather was mild as spring, but late Friday night the thermometer took a tumble and we are now having a touch of what we have come to look upon as characteristic Manitoba winter weather. There is still no snow and the owners of camps are much tried over its absence. A great deal of cutting has been done but little or no hauling has been accomplished, and it begins to look as if little could be done this winter. There is no doubt that absence of snow is affecting trade although the volume of business is very good. The majority of Manitobans have read with envy of the heavy snowfalls in the east and think a little might have been spared for the Prairie Province.

**SUGARS.**—All grades of sugar have advanced 10c. on this market. Extra standard granulated, \$4.95; bright yellows, \$4.30; extra ground, in bbls., \$5.45; extra ground, in boxes, \$5.70; powdered, in bbls., \$5.20; powdered, in boxes, \$5.45; paris lumps, in bbls., \$5.45; paris lumps, in  $\frac{1}{2}$  bbls., \$5.55; paris lumps, in 100-lb. boxes, \$5.45; paris lumps, in 50-lb. boxes, \$5.55.

**SYRUPS.**—All corn syrups show an advance and quotations are now 3 $\frac{1}{2}$ c. in bbls. and 3 $\frac{1}{2}$ c. for  $\frac{1}{2}$  bbls.

**MOLASSES.**—There is not much movement in molasses, but prices are fairly firm at 45c. for Barbados and 30c. for New Orleans.

**EVAPORATED AND DRIED FRUITS.**—Although there is not much movement in the raisin market prices are very firm and slightly higher. Four-crown Valencias are worth \$2.25 to \$2.30, and fine off-stalk, \$2 to \$2.05. There is considerable movement in prunes and small sizes are scarce. The market is firm and slightly higher. Prices run from 4 $\frac{1}{2}$ c. for 120-130's to 9 $\frac{1}{2}$ c. for 30-40's. All Californian evaporated fruits are very firm. Evaporated apples and dried are unsatisfactory and prices are high and quality of stock low. Dried apples are 7 $\frac{1}{2}$  to 8c. and evaporated, 11 $\frac{1}{2}$ c. Cooking figs are higher and quoted at 4 $\frac{1}{2}$  to 5 $\frac{1}{2}$ c., according to grade and package.

**CANNED GOODS.**—The situation presents no new features this week. The advance on tomatoes has been maintained and buying has been heavy in anticipation of further advances. It would seem, however, that wholesale houses here have made no large purchases in the east since the advance took place, the major portion of them carrying heavy stocks and not requiring anything, but perhaps small sorting orders. Peas and corn are selling well and this season has witnessed an in-

creased sale of asparagus and canned beets. Canned fruit is in moderate demand all the time, but there is not the sale of canned fruit that there was some years ago, more particularly in connection with the city trade. Prices for canned goods are now as follows:—Strawberries, heavy syrup, \$3.25; preserved, \$3.60; raspberries, preserved, \$3.25; syrup, \$2.95; blackberries, \$2.75; finest fall creamery are reported at 21 $\frac{1}{2}$  gooseberries, 2's, \$2.90; 2's, preserved, \$3.60; peaches, yellow, 2-lb. tins, \$4.00; 3-lb. tins, \$6; pears, 2-lb. tins, \$3.50; 3-lb. tins, \$4.50; apples, 3-lb. tins, canned, \$2.50; 3-lb. tins, preserved, \$3.65; gallon, canned, \$1.60. Californian canned fruit in 2 $\frac{1}{2}$ -lb. tins—Plums, green gage, \$4.25; Lombard, \$4.20; damson, \$4.20; egg, \$4.20; peaches, \$4.75; pears, \$4.95; apricots, \$4.75; cherries, white, \$5.50. Canned vegetables—Tomatoes, \$2.25 to \$2.35; corn, 2-lb. tins, \$1.90; peas, 2-lb. tins, \$1.95; beans, 2-lb. tins, \$1.85; pumpkins, in 3-lb. tins, \$2.10; sugar beets, in 3-lb. tins, \$2.20 per case.

**GREEN FRUITS.**—Very dull market with a limited range. Oranges, lemons, apples, cranberries and bananas are practically the only things moving. There are no changes of price to note in these lines. Californian navel oranges are \$3.75 to \$4.75 per case, according to sizes; lemons, \$5.25; bananas, \$3.50 to \$3.75; apples, \$5 to \$6 per bbl.; short in supply and most unsatisfactory in quality.

**FLOUR.**—Locally, the market has been dull and there has also been a falling off in the demand from the east. Export trade to South Africa and Australia continues fairly active, one milling concern shipping 500 tons to Australia this last month. All mills are quoting the same prices for flour as follows: Ogilvie's Hungarian Patent, \$2.00; Glenora Patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.55; Imperial XXXX, \$1.25; Nestor, \$1.15; Lake of the Woods Milling Co., Five Roses, \$2.00; Red Patent, \$1.85; Medora, \$1.45; XXXX, \$1.25; Hudson Bay Hungarian, \$2; Strong Bakers', \$1.85; Leader, \$1.50; Gladstone Sweet Home Hungarian, \$2.00; Home Rule, \$1.85; Headingly Hungarian, \$2.00; Favorite Family Patent, \$1.70; Strong Bakers', \$1.60; Pansy, \$1.25.

**CEREALS.**—This market is somewhat dull and without marked change of any kind. Rolled oats shipments to the east are not as large as they were ten days ago, although still of goodly proportion. Quotations are: 80's, \$2.40; 40's, \$1.20; in 20's, 65c.; granulated and standard oatmeal, \$2.90 to \$2.95; split peas, \$2.75 to \$2.80 per 98 lb.; rolled wheat, \$2.30; cornmeal, \$2. Pot and pearl barley have advanced 10c. per 98-lb., and are now quoted at \$2.35 and \$2.65 respectively.

**BUTTER.**—Matters are in a little better shape than at the end of last week so far as receipts are concerned, but no improvement in quality is reported. The demand for the best quality of table butter is still poorly supplied and separator-made bricks in small quantities are jobbing at 25c. The amount of this quality of butter is extremely limited. Sweet fresh dairy in tubs and rolls jobs from 17 to 19c., according to its grade. There have been no receipts of creamery butter for the week. Held creamery in boxes jobs at 22 to 23c., while held creamery bricks, of which there is a small supply, job at 25c. There is still room on this market for a very con-

siderable supply of really first-class dairy butter.

**CHEESE.**—Present holdings of cheese are small; in fact, there is practically no Manitoba-made now in jobbers' hands. One car received from Ontario proved to be white cheese, which is never popular on this market. Why, no one seems able to explain. A further car of good colored from Ontario is expected to arrive in the course of ten days. The price is firm and somewhat higher, being 11 to 11 $\frac{1}{2}$ c., and one or two sales have been made at 12c., where the quantity taken was small. Ontario cheese to arrive is certain to be quoted at 12c.

**EGGS.**—The very mild weather of the past few weeks has tended to relieve the situation as regards a supply of fresh eggs and all produce houses have been receiving fairly liberal offerings, so much so, in fact, that the price has fallen off for strictly fresh-gathered Manitoba eggs. These are, at present, jobbing for 27c.; Ontario eggs, 25c., and limed at 22c. The mild weather has come so early and has not been succeeded by a genuine cold snap so that dealers do not anticipate the present supply being kept up, and prices are liable to advance again any day. Guaranteed new-laid have only brought 35c. wholesale the last few days and are retailing at 40c. All dealers report an increased demand for eggs this year over any previous season and a greater willingness to pay higher prices.

**FISH.**—All dealers are laying plans for an excellent supply of fish for the Lenten season, and it is doubtful if Winnipeg has ever been better supplied in the first line than at present. Smoked, dry, and salt fish.—Finnan haddies are plentiful now and the quality is good. The price is shaded somewhat and quotations are now 7 $\frac{1}{2}$  to 8c. Lock fyne herring (very choice) are offering in kegs at \$1 and in firkins, \$1.75. Labrador herring are more plentiful and half barrels are worth \$3.80. Smoked herring (Digby chicks) are worth 17 to 18c. per box. Bloaters are now in full supply at \$1.50; cod, 6 $\frac{1}{2}$ c.; mackerel, \$1.80. Fresh fish, frozen.—Oysters are still in active demand at \$2 to \$2.25 per gallon; trout, 10c.; British Columbia salmon, 9c.; halibut, 11c.; fresh cod, 7c.; fresh haddock, 7c.; shad, 9c.; mackerel, 10c.; smelts, 7 $\frac{1}{2}$ c.; tommy cods, 5 $\frac{1}{2}$ c.; flounders, 5 $\frac{1}{2}$ c.; herring, 15c. per dozen.

**POULTRY.**—No new receipts are coming in and practically all business is with frozen stock mainly from Ontario. The demand is dull and has been for the past ten days. Prices are without change. Fowl, 8 $\frac{1}{2}$  to 9c.; chicken, 10c.; geese, 9 to 10c.; ducks, 9 to 10c.; turkeys, 12 to 13 $\frac{1}{2}$ c.

**VEGETABLES.**—Dealers report this market very slow, more so than is customary, in fact, and no reason can be assigned for the extra dullness, unless it is that the rumors of potatoes and in fact all vegetables being high which were circulated in the fall, caused householders to lay in larger stocks than usual and thus curtailed the ordinary day-to-day winter trade. No change of price is reported for week. We quote as follows: Potatoes, 30 to 35c. per bushel; carrots and beets, 45c. per bushel; turnips, 20 to 25c. per bushel; cabbage, \$30 to \$35 per ton; onions, 3c. per lb. The supply of lettuce, parsley and radishes is abundant. Price per doz. 40c. The celery supply is growing short and nothing worth having can be got under 60c. per dozen.

## Will You Read—OUR—List To-day ?

Best American Pickles,  
Pints (Assorted) \$1 doz.

375 Boxes Cal. Prunes,  
<sup>90</sup>/<sub>100</sub> Good 1900 Stock, 4<sup>3</sup>/<sub>4</sub>¢.

Best American Pickles,  
Half Pints (Assorted), 85¢.

## Your Orders—Please Send—Without Delay.

Lakeport Corn,  
F.O.B. Trenton, 72<sup>1</sup>/<sub>2</sub>¢.

Knight Parlor Matches,  
40 Boxes in case, - \$3.90.

Lakeport Peas,  
F.O.B. Trenton, 72<sup>1</sup>/<sub>2</sub>¢.

## The Goods And Prices Are All O.K.

Hero Sulphur Matches,  
40 Boxes in case, - \$3.40.

Handsome Canister Free  
With Ceylon Green Tea.

Good Pink Salmon,  
A Snap at 90¢.

## John Sloan & Co., - Toronto

### Have a Look at Our Factory

**W**E don't pretend to have the largest in Canada, or do we claim to do up more goods than any other.

But we do claim to have a model canning factory, built with all the latest and most modern improvements and ideas, up to-date in every particular, special attention being paid to sanitary conditions. Our motto is **QUALITY**, and

### *QUALITY TALKS.*

Our processer is an expert. He commands a high salary, and his goods tell the story. Have you ever sold them? If not, order your wholesaler to send a sample order. Travellers may push some other brand. Some need pushing; ours don't.

**F. R. LALOR CANNING CO.,**      **Dunnville, Ont.**

Limited

## NOVA SCOTIA MARKETS.

Halifax, January 27, 1902.

CONSIDERING the season of the year—a month in which business is not usually very heavy—January, so far, may be considered as showing a fairly good business. The remarkably open winter contributes largely to this state of things, but business men are now hoping for a change, and the regular snowfalls of the season, as other lines of business—lumbering, for example—being retarded, will affect largely other business. This is particularly so with the grocery and provision trade.

\* \* \*

Travellers are sending in fairly good orders from all sections of the country, but the effort of the wholesalers to sell on shorter time will contribute to reduce the size of orders. If goods have to be paid for on thirty days, they will be bought in thirty-day quantity. This will entail a greater number of regular trips by the travellers to keep the trade of their customers. In the end it will be a benefit to the wholesaler, and, no doubt, equally to the jobber and retailer.

\* \* \*

The provision market remains steady and prices are firm and high. Butter is still scarce and high. Eggs are scarce and case eggs (fresh) during the week went up 2 cents to 24, but on Saturday dropped again to 23. Potatoes are still high, the wholesale price standing at 40 to 50c., according to quality. The cheese market is dull and price unchanged. In fact, this month and February mark very little change in provisions. March will doubtless see many changes.

\* \* \*

Sugar, which had dropped 10c. per cwt. ten days ago has gone back to the old figures of a few months ago. Teas, tobacco, biscuits of all kinds, in which the trade is fairly steady, remain at the former prices, the latter being the only line susceptible to the recent increases in the price of flours.

\* \* \*

The fish market may be considered—that is as far as prices go—but when one drops down the wharf of one of the many fish dealers in the city, the business would be considered "rushing." Every day sees a number of schooners discharging their cargoes from various ports, and the dealers are taking care of the fish and storing them away in hopes of a more favorable market. Lent is soon coming on, which will give this market a boom. Regular shipments are still being made to the West Indies, though the market there has not greatly improved. Seven hundred crates of live lobsters were shipped from Yarmouth last Wednesday, and brought \$15.

The Victorian sailed on Tuesday with the second half of the C.M.R. As already noted, the larger part of her provisions for the 30 days' voyage were brought over from England, where, it is claimed, they could be purchased much cheaper. The firm of A. W. Mailing & Co., how-

ever, had an order to place on board 50,000 lb. of beef, for which cold storage had been provided. This is the only large order for the outfit.

R. C. H.

## EXPORT POULTRY TRADE.

THE most notable advance in this branch of agriculture during the past season has undoubtedly been along the line of the export trade. The experience of the past in the departments of beef, pork, cheese and dairy products as regards export is now being repeated in the poultry industry. In a large farming and producing country like our own, with a limited population of consumers, it is well known that if a good trade in any product is to be built up, the demand must be created in some other country differing from ours in general conditions. The country that English-speaking people most naturally first look to is England with her crowded millions and enormous wealth. To her nearly all our overproduction finds its way, and a ready sale is always found for it, if the quality is good. After the demand is established a certain feature always crops up and that is the shipping of inferior grade of goods. The enormous demand leads to close scouring of the country and keen competition among buyers, causing prices to rise. In this way a forced supply is created and anything and everything is sold for and expected to do for export. At this point the poultry industry stands to day.

In a recent conversation with Dr. Boulton, manager of The Canadian Produce Co., he gave the following facts regarding last season's business:

The company did not begin to get anything like the quantity they wished this season; in fact, there is no chance of the demand being filled, or nearly so, for years to come, even if the production is doubled every year. The keen demand and the inadequate supply made prices rise this season 1 or 2c. per lb. over a year ago. The price, therefore, being very remunerative, everyone sent in everything he could, and the consequence was The Canadian Produce Co. was flooded for a time with wastrels, culls, skins and dying chickens that had to be given away or thrown out, as they were not even fit to sell in the local market, where almost anything goes, and these were sent in for export. It is here that the great mistake and danger to the export trade lies—poor quality. The fault does not lie with the exporting companies, but with the farmers, and the remedy is also in their hands.

The Canadian Produce Co. assert that 33 per cent. of Canadian farmers do not know what a fat chicken is, because they never

owned nor saw one. It was a common occurrence with the company to receive a crate of chickens which the fond owners would describe as "extra fine birds," and when they arrived, lo and behold they were a lot of big fowl such as Cochins, Brahas, or Plymouth Rocks, without an ounce of flesh on them more than sufficient to keep their bones from falling apart. The farmer must wake up to this matter. Fat chickens are wanted and every chicken must be fat, not ordinarily or in fair condition. And it should be no hardship to supply these as the matter of fattening has been gone thoroughly into by our Governments, and is now down to a fine point and easily within reach of every farmer. Besides, the additional weight gained easily pays the expense of putting it on. This point must be clearly understood, chickens for exportation must be as fat as possible, the farmers must keep pace in quality as well as quantity or Canadian poultry will lose the position that it holds in England to day, namely, the first.

So anxious and in earnest are the Canadian Produce Co. to have this matter thoroughly understood that Dr. Boulton allows us to state that he will speak on the subject of export poultry before any Farmers' Institute meetings entirely at his own expense, and we also understand that Mr. Creelman fully sanctions and approves of his doing so. Any Institutes that desire to secure Dr. Boulton's services may address him in the care of the Canadian Produce Co. in Toronto.

## RATING OF RUSSIAN FIRMS.

Under date of December 20, 1901, United States Consul-General Holloway, of St. Petersburg, says: "One of the greatest hindrances to American business in Russia has been the difficulty in ascertaining the financial standing of firms soliciting credit, as commercial or inquiry agencies are unknown in this country. The usual way of prosecuting such inquiries is through special attorneys, who investigate and report on each case separately, charging according to the time occupied, viz., from 10 to 100 rubles (\$5.15 to \$51.50). I am now advised that the Bradstreet Co., through its New York or Berlin agencies, is prepared to report on the financial standing of Russian business men, corporations, and firms."

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

**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

T. H. ESTABROOKS,  
ST. JOHN, N.B.

DEAR SIR,—“Red Rose Tea shipped 28th ultimo was duly received, and about sold out. I have other Teas put up in lead packets which cost me the same money, but cannot sell same when I have Red Rose in stock. It is a Tea that suits the trade. You can draw on me at sight for amount of invoice and ship me two more cases same as before.

“Yours truly,

The above is a copy of a letter received from a well-known merchant and was unsolicited. It helps substantiate the claims I make for Red Rose Tea:

IT SUITS THE TRADE.

IT IS A BUSINESS-INCREASER.

IT WILL HELP YOU MAKE MONEY.

A POST CARD WILL BRING YOU SAMPLES AND PRICES.

**T. H. Estabrooks**

Tea Importer and Blender

St. John, N.B. and Toronto, Ont.



**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, 2½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

**YOUNG & SMYLIE**

Established 1845.

BROOKLYN, N.Y.

Our

**CANS CANS CANS**

CAN not be surpassed in point of

Workmanship, Material, Quality.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

**THE ACME CAN WORKS,**

Office and Factory:

Ontario St. and Jeanne D'Arc Ave., - MONTREAL.

JAS. B. CAMPBELL.

WILLIAM PRATT.

## THE BEET-SUGAR INDUSTRY.

WORK ON THE WIARTON FACTORY.

**N**OW that the beet-sugar bonus and free site by laws at Wiarton, Ont., have been carried by the electors, the establishment of the factory there is assured. The directors of the Wiarton Beet Sugar Manufacturing Co. are busily engaged in making their preparations for building as soon as the season will permit. Already they have placed an order with a large United States firm for the steel work of their factory, the magnitude of which becomes very apparent when it is known that there are only two firms in existence who manufacture such heavy material as is used in these buildings. To provide stone for the factory, the quarry is being worked every day and the material is hauled by the carload from a siding nearby to the site of the factory where it is unloaded. The new railway siding into the grounds is now ready for the rails, which will be laid as soon as they arrive. Altogether 150 hands will be employed as soon as spring opens, erecting the buildings and installing the machinery, which has to be in before October 1, when the factory is to commence making sugar.

Already 3,000 acres for beet-growing have been secured by contract and no difficulty is expected in bringing up the list to 5,500 acres, the amount required. They also expect to have by next fall beets sufficient to keep the factory in operation. The quality of the beets grown around Wiarton has been proved by tests during the last four years to be second to none in Ontario, and so there will be no scarcity of the raw material once the industry is started.

### INCREASING THE STOCK.

It is announced that the stock of the Wiarton Beet Sugar Manufacturing Co. has been increased from \$150,000 to \$500,000, to be divided into 20,000 shares of \$25 each. The Wallaceburg Sugar Co. may also increase its capital from \$300,000 to \$325,000.

### SUGAR BEETS IN MANITOBA.

The report of the Manitoba Department of Agriculture was laid on the table of the House on January 24. At the outset the information published in the recently-issued crop bulletin was given in full, the acreage and yield of grain crops being reproduced, as before published. A section is also devoted to sugar beets, it being said:

"The experiments made in 1900 were unfavorable on account of the dry season. This season experiments were continued on similar lines. The result of the test this

year is thus succinctly referred to by Professor F. T. Shutt, chemist, Central Experimental Farm, Ottawa:

"The data for sugar content and purity indicate, I regret to say, in by far the larger number of instances, beets too poor for profitable manufacture.

"The appearance of the beets in several of the samples showed that the roots had not been kept earthed up. This fact, no doubt, accounts in part for low results, and a further cause may be found in the unfavorable weather of the past season.

"Though the results are far from encouraging, it is possible that exceptional conditions of season and neglect of special



President W. J. Sykes,  
Of the Toronto Retail Grocers' Association.

culture may be answerable for the low average obtained.

"Dealing with the proposal to found an agricultural college, the report mentions the work of the commission, and goes on to point out that experience has proved Provincial lands to be not inexhaustible, and therefore emphasizing the need for education along the right lines."

### CIGARS IN THE WRONG BOX.

A Hamilton cigar dealer, E. Engel, has gotten himself into trouble by selling cigars out of a box other than new it is alleged. The charge is that he sold non-union made cigars from a

box bearing a union label. It is said that the Inland Revenue Department is interested in the prosecution. The case will be heard next week.

### WEIGHT OF BUTTER AND CHEESE.

The investigation regarding the alleged abuses in the weighing of cheese and butter at Montreal was begun last Tuesday, January 28, by W. G. Parmalee, Deputy Minister of Trade and Commerce, who has been appointed a Royal Commissioner to investigate into the matter by the Hon. Sydney Fisher, owing to representations made to him by a number of farmers and others.

These rules were drawn up by the Board of Trade of Montreal and adopted by the Butter and Cheese Association, who all unite in declaring that they are very fair. But the farmers, on the other hand, unanimously declare that they are decidedly unfair, hence the Royal Commission. After getting through with Montreal, the commissioner will proceed to St. Hyacinthe, Victoriaville, Brockville and Cowansville, in all of which centres it is expected that a great deal of evidence will be given.

### SIXTY CENTS ON THE DOLLAR.

At a meeting of the creditors of Scott & Welch, Moorefield, Ont., at the office of R. Osler Wade, Toronto, on Monday, it was decided to sell out the stock to A. S. Scott & Co., Moorefield, at a price in cash which would pay the creditors 60c. on the dollar. The liabilities were \$5,267.30, and assets nominally \$5,370.61. The chief outside creditors were: The Watson, Foster Co., Limited, Montreal; Fried, Wright & Co., London; Dean & Westlake, Woodstock; J. C. Taylor & Co., Hamilton, and Lucas, Steele & Bristol, Hamilton.

### CREAMERY FOR ORILLIA.

It is announced that a creamery is to be established at Orillia, Ont., the capacity of which will be about 5,000 lb. daily. This will be built by Christopher Moor, who has been previously dealing in dairy butter, handling as much as 200,000 lb. last year. This has encouraged him to build, as he hopes to secure better prices for the creamery product. To insure the success of his new venture in every way he will install the best and most modern machinery and secure the services of the best buttermaker that can be found. The assistance of the Ontario Department of Agriculture will also be enlisted. It is to be arranged that milk can be brought in from within a radius of 16 miles of Orillia. This will result in a large increase in the number of cows kept by the farmers and bring considerable money into that district.







# If Better Profits and Larger Sales

are what you are looking for, my goods will help you wonderfully, for they have the qualities which will bring that result quicker than any others.

**THE "CONDOR" Japan Teas**, either Yokohama or Kobe, have the perfect liquor so much appreciated by lovers of good tea. Your attention is especially called to—

"Condor" XXX at 19c. "Condor" XXXX at 22½c. "Condor" V at 24c.

"Condor" L at 19c. "Condor" LX at 27½c. Lead packets, put up in Japan. 1-lb. and ½-lb. 60-lb. cases. Retail at 25 and 40c. per lb.

**THE "OLD CROW" blends of black teas** give a rich, flavory infusion, delightful to a connoisseur. They are put up in useful bronzed tins, of 10, 25, 50 and 80 lbs.

No. 1 at 35c. No. 2 at 30c. No. 3 at 25c. No. 4 at 20c. No. 5 at 17½c.

**"NECTAR" TEA**—The perfection of all black teas, in lead packets; fragrant and delicious. Green label, 20c. Chocolate, 25c. Blue, 36c. Maroon, 45c.—fancy tins at 32½, 42½ and 50c.—retails at 26, 35, 50 and 60c.

**MADAM HUOT'S COFFEE**—The gem of all Coffees. In 1-lb. and 2-lb. Canisters only. It is pure, rich, creamy. It has no equal—1-lb. tins, 31c., 2-lb. tins, 30c. per lb.

**THE "CONDOR" MUSTARD**—The finest and the best for table and medical use—will help your digestion if used at the table, but will raise your skin if used as a plaster—12-lb. boxes, ¼-lb. tins, 35c. per lb., ½-lb. tins, 33c., 1-lb. tins, 32½c. 1-lb. stone jars, 35c., 4-lb. stone jars, \$1.20.

**THE "OLD CROW" MUSTARD**—A fine mixture containing nothing but the best ingredients. By far the best for the price—

12-lb. boxes, ¼-lb. tins, 25c. per lb., ½-lb. tins, 23c., 1-lb. tin, 22½c. 1-lb. stone jars, 25c., 4-lb. stone jars, 65c. per jar.

## SPECIAL LINES—BARGAINS—

20 Half-Chests **Ceylon Black Tea**, nice leaf, good serviceable liquor, at 12½c.

150 Half-Chests **Japan Tea**, broken leaf, but fine in the cup, 13c.

100 Half-Chests **Japan Tea**, sundried leaf, fine make, splendid liquor, 15½c.

## TO ARRIVE IN A FEW DAYS—

90 Half-Chests, large leaf, fannings (winnowing), fine, bright, strong liquor, 9½c.

As they are scarce and in good demand don't delay if you want any.

10 Chests, beautiful, rich, highly flavored, Darjeeling Indian Tea, at 45c.

A little parcel of rare cup quality.

Ask for Samples--it will pay you.

Specialty of High-Class goods in Teas, Coffees, Spices and Vinegars. Wholesale.

**E. D. MARCEAU,** 281-285 St. Paul St., **Montreal**

## THE PROVISION TRADE.

The Markets—How to Make Blood Sausage—Miscellaneous Notes.

### HOW TO MAKE BLOOD SAUSAGE.

We will feel especially favored if you will furnish us with a recipe for blood sausage. We are killing pigs, and making it pay.

**U**SE all kinds of cheek meat, heart, lungs and pork rinds. It is hardly necessary to give any proportion for the mixing of these, as the quantity can be regulated entirely by the material at hand. Put the pork rind in a pudding net and boil until three fourths done; boil all the meat to be used in the sausage in the kettle until fully done (in doing this, it is necessary to boil slowly, and let the water cover the meat only so that the fat rising to the top can be easily removed, as by omitting this the appearance of the sausage would be impaired); to this mixture add salt, pepper and other spices, according to taste. Care must be taken in the first cooking of the pork rinds, not to boil too long, otherwise it would become too pulpy, when cooked the second time with the other meat. Rinds require a longer time cooking than the other meats, hence the necessity of having it partly done before mixing with the other meats. Take a gallon of beef or hog blood, immediately after the animal has been killed, and stir it long enough to make it retain its natural fluid condition. Mix with 15 pounds of the meat mixture, as above described. The mixture is then filled in casings (either beef bungs or beef middles can be used for same). Fill the casings three quarters full with a funnel, and cook slowly until done, which can be easily determined by pricking the same; if no blood flows and the sausage floats well up to the top, the same is done. Stir the sausage gently while boiling, in order to effect thorough mixture of the blood and meat; this prevents the sausage from having a one-sided appearance. After removing the sausage from the kettle, place same in fresh, cold water and allow it to remain until cold, then place side by side on a board to dry.—Butchers' Advocate.

### THE CANNED BEEF INVESTIGATION.

"I regard it as extremely unfair," said a high official of the Militia Department yesterday, "that pending the report of the experts who are examining samples of the Canadian tinned meat, condemned by the War Office specialist in Cape Town, there should be broadcast references to the subject as an 'embalmed beef scandal.' In a day or two the Dominion analyst will have concluded his chemical test and the finding

of the commission will be made public. In the meantime we know that to all appearances and judged by ordinary tests the beef is really of superior quality. I examined a case of this beef which had been kept for six days in a warm room after being taken from the tins, and I can assure you it was still perfect in preservation, flavor and appearance. As a matter of fact, this beef, which is of the brand ordinarily put up by a leading Canadian firm of packers, is a far better article than the canned beef put up in Chicago and St. Louis. In the latter cities the prime cuts are usually supplied to the retail trade in the United States, only the neck, brisket and other inferior parts being reserved for canning. The Canadian packers, on the other hand, use smaller cattle, such as cannot be profitably exported, and all the beef portions of the carcass are canned, steak, sirloin and all. The result is a superior article of canned meat, and the samples I have seen of the beef returned from South Africa are fully up to the Canadian standard of excellence."

Asked to account for the adverse report of the War Office expert upon Canadian canned beef, the officer replied that either it was due to inferior foreign goods being mixed with the consignments from Canada, or to some mysterious influence at work to destroy the reputation of the Canadian product in the interest of unscrupulous foreign packers.—Citizen, Ottawa, January 24.

### CLAIMS AGAINST A COLD STORAGE COMPANY.

In the matter of the winding-up of The Toronto Cold Storage Co., Limited, John Winchester, official referee, is advertising that the creditors and others having claims against the said company send them in with their names and addresses to E. R. C. Clarkson, Toronto, the liquidator, on or before February 13. The liquidator's report will be considered on February 17 at Osgoode Hall.

### THE PROVISION MARKETS.

TORONTO.

Sparses offerings in western and northern hogs are reported this week, with market dull, the price being \$7.50 per 100 lb. in carlots, only very exceptional lots bringing as high as \$7.75. Dressed hogs on the St. Lawrence Market have been scarce this week, but it is difficult to quote prices for them owing to the unsettled condition of the live hog market, live hogs having taken

another fall of 25c. Beef is very firm, and carcasses have advanced 25 to 50c. per 100 lb. Veal is also firm, and now brings as much as 1c. per lb. more than last week. We quote: Dressed hogs, \$8.00 to \$8.25; beef carcasses, \$5.75 to \$7 per 100 lb.; hind quarters, \$6.50 to \$7.50 per 100 lb.; front quarters, \$4.75 to \$5.50 per 100 lb. Veal, 7 to 8 1/2c. per lb.; lambs, 7 to 7 3/4c. Live hogs: Selects, \$6.12 1/2, and lights \$5 87 1/2 per 100 lb.; choice export cattle bring \$5 to \$5.40 per 100 lb.; lights sell at \$4 to \$4.50.

The prices in provisions are steady, with a good demand for cured meats of all kinds. Lard is quite active and provisions firm. We quote: Long clear bacon, 10 1/2 to 11c.; smoked breakfast bacon, 14 to 15c.; rolls, 11 to 11 1/2c.; medium hams, 13 1/2c.; large hams, 12 1/2 to 13c.; shoulder hams, 10 1/2 to 11c., and backs, 13 1/2 to 14c.; Canadian heavy mess pork, \$20.50 to \$21; short cut, \$22; lard, in tierces, 11 1/4c. per lb.; tubs, 11 1/2c., and pails, 11 3/4c.

ST. JOHN, N. B.

In barreled meats, movement is light, and prices are very firm. Considerable local-packed pork has been used. In lard, there is a fair stock held. Prices are high and firm. In compound, prices are rather higher. Fresh beef is rather dull and shows a wide range in price according to quality. Round hogs are scarce, and for nice stock full figures are easily obtained. Clear pork, American, \$22 to \$23; mess pork, domestic, \$21; plate beef, Canadian, \$13.50 to \$14; mess pork, American, \$21.50; plate beef, American, \$14.50 to \$15; fresh beef, 4 to 6c.; fresh pork, 7 1/2 to 8c.; pure lard, tubs, 12 1/2c.; pure lard, pails, 12 3/4c.; compound, tubs, 10c.; compound, pails, 10 1/4c.; refined lard, compound, Fairbank's, tubs, 10 1/4c., pails, 10 1/2c.

We will require large quantities of

## EGGS AND POULTRY

during the next two weeks to fill orders at good prices. Ship to us immediately. We assure you profitable returns.

The J. A. McLean Produce Co., Limited

75-77 Colborne St., Toronto.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

D. GUNN, BROTHERS & CO.

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

Have your customers asked you for



OR



If so they know their good qualities. Why don't you keep them? They will bring you increased sales and pleased customers.

WRITE US FOR PRICE LIST.

**The Brantford Packing Co.**  
BRANTFORD, ONT. LIMITED

THE NEWEST THING ON THE MARKET IS



**CREAM CHEESE**

Finest Flavor and we will Guarantee its Purity.

**Retails at 10 cents.**

Prepared by

**Shuttleworth & Harris,**  
BRANTFORD, CAN.

Toronto Agents:

THE WM. RYAN CO., Limited, FRONT STREET EAST.



There are  
no finer

**HAMS**

made than the

**"STAR" Brand**

Put up by

**F. W. FEARMAN CO.,**  
Hamilton, Canada. Limited

**Sugar Cured Hams and  
Breakfast Bacon.**

We produce something superior in this line---mild and full flavored. Meets the requirements of the most exacting trade.

TRY SAMPLE SHIPMENT.

**The Park, Blackwell Co.,**  
LIMITED.

TORONTO, ONT.

## MONTREAL.

There is a good demand for almost all classes of provisions and hog products. An increased inquiry is experienced this week for smoked meats for the Easter trade. Prices on live hogs are somewhat steadier, and there are more coming in. There is more Chicago mess pork in stock now, and on Jones', a second brand of Armour's, there has been a drop of 50c., prices now being \$22.25 and \$22.50. Lard is in good demand, especially compound lard. Fairbank's Snow White and Globe have been advanced to \$1.75 per pail, a rise of 2½c. We quote as follows: Heavy Canadian short cut mess pork, \$22; Chicago clear pork, \$22.50 for heavy and \$22.25 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.35 to \$2.40 per pail; refined lard compound (Fairbank's); \$2.05 for 1 to 24 pails; \$2.03 for 25 to 49 pails; \$2.02 for 50 pails and over. Snow White and Globe compound, \$1.75 per pail; Cottolene, 10½c. for 20 lb. pails, and 10¼c. for 60 lb. tubs, for Quebec and Ontario.

## WINNIPEG.

**CURED MEATS**—Market is firm with fair demand, and no change of price is to be noted for the week, although there seem to be rumors of advances in the air. We quote as follows: Sugar-cured hams (smoked), 13¼c.; shoulders, 10¼c.; picnic hams, 8½c.; breakfast bellies 14c., backs, 14c.; spiced rolls, 11¼c. Dry salt, long clear, 11c.; dry salt backs, 11¼c.

**LARD**—Market has been firm all week with considerable demand, and dealers report American lard firmer. We quote: 50-lb. pails, \$5.85; 20-lb. pails, \$2.40; American, 20 lb. pails, \$2.55; 3 and 5-lb. tins, in 60-lb. crates, \$7.55.

**SAUSAGES**—Demand is good and no change in price to record. Quotations are: Bologna, 7c.; pork, 8c.; liver sausage, 6c.; Vienna sausages, 10c.; blood do, 6c.; head cheese, 6c.

**DRESSED MEATS**—There has been considerable more demand this week, and, as supplies in sight are not large, more especially in the better grades, the prices are firm and have advanced slightly. Best city dressed beef is worth from 6¾ to 7c.; country dressed from 5¾ to 6c. Mutton is nominal at 8c. and lamb 9c., but nothing is doing at the present. Hogs are coming in pretty freely, but prices here are firm and run from 7¾ to 8¼c. for the best grades of bacon hogs.

## PROVISION TRADE NOTES.

The Vogel Meat and Packing Co., Limited, Edmonton, N.W.T., has been incorporated.

The assets of the Toronto Cold Storage Co., Limited, of Toronto, have been advertised for sale by tender.

As a result of stealing six cases of lard containing 102 tins from the rear of Earsman Hardie's warehouse on Wharf street, Vancouver, B.C., one night recently, one Chinaman, Jing, is in durance vile where he will stay to think it over for two long months. Another Chinaman was in this matter of thieving, but he escaped arrest.

## NEW YEAR 1902

Merchants will please bear in mind that fine quality is what is aimed at in

COWAN'S

PERFECTION COCOA.  
ROYAL NAVY CHOCOLATE.  
CAKE ICINGS.  
CHOCOLATE CREAM BARS.  
CHOCOLATE GINGER, WAFERS, Etc.

COWAN'S FAMOUS BLEND COFFEE  
IS REALLY PERFECTION.

THE COWAN CO., Limited, - TORONTO.

IRISH PROCESS  
CANADIAN BACON

"There is nothing too good for the Irish" has heretofore literally applied to the product of their packing houses, but with the firm conviction that what is good enough for the Irish is not too good for Canadians, we have succeeded in producing a line of

Hams and Bacon Unexcelled in the World.

The fine flavor is preserved, and the nutritive qualities enhanced.

Do you handle it? If not, write

The Farmers' Co-Operative Packing Co.  
of BRANTFORD, Limited.

All first-class Grocers and Provision dealers should handle the

"L. & S." and  
"Imperial"

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

The best and most favorably known brands on the market.  
They are delicious and appetizing. Once used, always used.

Fowler's Canadian Company, Limited,

Pork Packers and Exporters, HAMILTON, CANADA.

Fowler's Packing Houses: Chicago, Ill., Omaha, Neb., Kansas City, Kan., Hamilton Can.  
New York Office: Produce Exchange Building, N.Y.  
Fowler's English Houses: Fowler Bros., Limited, Liverpool, Eng. Fowler Bros., Limited, London, Eng.

The L. & S. Rosemary Company, Limited,

Manufacturers of Jams, Jellies, Coconut, Extracts, Baking Powder, Vinegars, Pickles, etc.  
22 McNAB STREET SOUTH, HAMILTON, CAN.

**BOOTH'S**  
**BIG**  
**OVAL**  
**OYSTERS**  
**FRESH**  
**FISH**

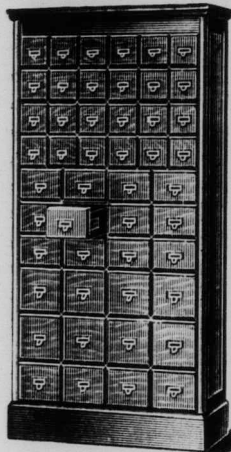
Extra Standard  
**\$3.00**  
per pail, Imperial  
measure.

All kinds always on  
hand. Prompt ship-  
ment guaranteed.

TRIAL ORDER SOLICITED.

**M. DOYLE FISH COMPANY**  
The Market, Limited  
TORONTO, ONT.

**Special Announcement.**



We have adopted  
a new and stronger  
pull, either bronzed  
or nickle plated (at  
your choice) for

**BENNETT'S  
SPICE AND  
GROCERY  
CABINET**

and also improved fit  
in other ways, but we  
sell them at the old  
prices. **Don't forget**  
this cabinet saves  
room and preserves  
stock from dust, dirt,  
mice and insects. In  
addition to our regu-  
lar sizes, we make  
cabinets any size, to  
fit anywhere.

For prices and par-  
ticulars send to

**J. S. BENNETT**

Patentee and Manufacturer. 15 Marion St., Toronto

Established 1862.

**E. THOMPSON & CO.**  
LIVERPOOL,

Offices—11 Victoria St. . . . ENG.  
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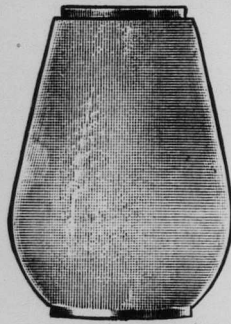
We solicit correspondence and offers of all kinds  
of **CANNED GOODS** and **DRIED FRUITS**,  
etc., suitable for the English and Continental  
markets. Consignments will receive best attention  
and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—

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107 Hudson St., NEW YORK.

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.

ESTABLISHED 1869.

**Geo. Stanway & Co.**

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO**

Correspondence Solicited.

**Robertson's  
Scotch  
Marmalade.**

Manufactured at Paisley, Scotland.

Full 16oz. Pots. A Seller.

**WARREN BROS. & CO.**  
TORONTO.

**COX'S GELATINE** Always  
Trustworthy  
ESTABLISHED 1725.

Agents for Canada:

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

**Every Retail Grocer**

in Canada needs The **N. K. Fairbank Company.**

The **N. K. Fairbank Company** needs every retail  
grocer in Canada. In other words, we need each

other. Let us study those things that are to our  
mutual interest, laying aside all prejudices. We

claim that our **Boar's Head Brand of Refined**  
**Lard Compound**, being practically vegetable oil that grows out of the

ground, is more wholesome than it is possible for a product of the swine to  
be. It is absolutely free from the germs of hog cholera, scrofula and trichina  
inherent in considerable of the hog product. If this appeals to you, then try

**Fairbank's Boar's Head Brand of Refined Lard Compound** and we  
will both have made use of each other to our mutual advantage. Costs less,  
works better.



Orders can be filled by any of  
the leading packing houses or  
jobbers in Canada, or direct.

**THE N. K. FAIRBANK COMPANY,**  
Wellington and Ann Sts., MONTREAL, QUE.

## TRADE IN COUNTRIES OTHER THAN OUR OWN

### PROSPECTS FOR CLOVES.

THE N. Y. Price Current says: "The clove season proper, that is, the period during which the crop ripens and is harvested, extends from September to March. Crop reports on cloves have been rather unreliable in past years. In the summer and autumn of 1898 considerable anxiety was felt as to what the season would bring forth, as there had been no heavy rains for 18 months, and a large number of trees perished. In Pemba alone fully 200,000 trees died. The rains, however, came in time to save the crop and the result was that it was one of the most prolific that Zanzibar Island had known.

"Late reports from primary sources estimate the new crop for 1901-1902 at upward of 100,000 bales, which exceeds expectations, and quite a few in the trade profess to place no confidence in these estimates. One reason which has led many to doubt the correctness of estimates is that the forecast of the 1900-1901 crop was 100,000 bales, whereas the actual yield amounted to about 50,000 bales, and the weather last season was much more favorable to the crop than it has been up to the present date this year. Receipts, however, at Zanzibar continue liberal and prices have weakened under freer offerings."

### CODFISH CATCH LARGE

In most quarters a good, active interest is shown in the principal descriptions of salt fish, distributors at interior points purchasing more freely for Lenten requirements. There arrived Monday on the steamer from St. John's, Nfld., and Halifax, N.S., 432 barrels of herrings, 200 boxes and 1,699 drums of codfish, 296 barrels of salt mackerel and 20 tierces of salt salmon. Private mail advices from Boston, referring to conditions there, state: "The prospects are good for a large catch of codfish this spring, bait being generally plentiful on the Banks. Early this week there were 40 vessels in this port having a total of 1,500,000 lb. of mixed fish, the largest percentage being codfish."—N. Y. Journal of Commerce.

### PRICE OF TOMATOES IN BALTIMORE.

A private wire received in New York on Saturday from Baltimore quotes offerings of 1901 pack 3 lb. standard tomatoes at \$1.20 net f.o.b. from first hands. It is stated in the advices that stocks are generally in small compass. In the 1902 pack there is reported to be less disposition to name prices in packing quarters owing to the uncertainty that exists regarding the attitude of the farmers as to contract with packers. The feeling is that while the growers threaten not to plant the usual acreage under the contract

basis last year, this attitude will not be maintained. Packers profess to feel confident that the growers in view of the prevailing high prices for last year's canned product will plant largely anticipating that when the packers get to work they will be willing to pay a substantial advance. This, it is stated, has created almost a deadlock, and for the present there is no disposition shown to accept business in futures.

### CURRENT SITUATION IN GREECE.

Mail advices from Patras, Greece, referring to the situation in currants, state: "The steadiness reported hitherto has been maintained and the markets close at full prices, notwithstanding the limited business doing. Holders in the Provinces are very firm and unwilling to sell, the arrivals in consequence are limited. The total shipments to December 31 compare as follows with the two preceding seasons:

To—	Tons—		
	1901.	1900.	1899.
England.....	51,268	31,194	53,325
United States and Canada	14,900	4,145	14,820
Australia.....	3,400	2,835	4,147
France.....	441	31	1,085
Continent.....	23,570	2,185	18,080
	93,579	40,399	91,457

"In the foregoing shipments to December 31 last are not included those for the Continent and England, per several steamers lately, which have taken together over 4,300 tons. The stocks in Greece on January 1 are estimated to be about 26,000 tons. The currants deposited with the "Currants Bank" up to December 31 for the retention are officially given as 12,700 tons."

### DRIED FRUITS IN LONDON.

The market for currants shows a moderate amount of activity in all qualities. Prices, generally, are very firm, and the Greek market for Provincial is about 1s. higher than the present London spot price. Here and there a small concession has been made to aid the disposal of some heavy parcels, but without any justification from a statistical point of view, and the few instances alluded to may be attributed to personal reasons. Again, these opportunities have been taken advantage of by buyers of a slightly speculative tendency, who are, for the most part content to hold them over for better times. In all qualities, except Provincial, the disposition is to hold in view of better prices, and attractive parcels are being picked up. Only one cargo, of about 1,200 tons, has arrived during the month, and only one more, of about 600 tons, is likely to come to hand before the February stocks are published. Business in sultanias is less heavy than of late, but prices are

at least fully maintained, and nearly every transaction shows some advance in price over its predecessor. \* \* \* \* There is a distinctly better inquiry for Valencias, and business has transpired on the market at prices ranging from 26 to 38s. Fine to finest qualities are in very small compass in regard to stocks, and the bulk of the fruit in the United Kingdom is common to fair average only. It is probable, however, that the entire supply will be required for the normal demand between this and the next season, and it is unlikely that any reduction in market values will take place.—Produce Markets' Review, January 18.

### CANNED SALMON HIGHER IN ENGLAND.

Salmon has again been one of the leading features, and prices for the lower grades have advanced 6d. per case; the better qualities have also been in larger demand, more especially for 1-lb. talls and ½-lb. flats, and as stocks of both on the spot are very limited, a further advance is expected. Prices have now been fixed for the 1901 pack by The Fraser River Association, and as quotations in many instances, although regarded favorably by the trade, are higher than the same class of goods can be bought on the spot, and it is very improbable that buyers can do wrong in seeing that their stocks are thoroughly replenished, more particularly as shipments this year by sailing vessels are later than usual.—Produce Markets' Review, January 18.

### FUTURE TOMATOES QUIET.

A private telegram received to-day from a member of The Indiana Tomato Packers' Association states that the meeting held yesterday for the purpose of fixing a selling basis on the 1902 pack has been adjourned until March 4, no agreement as to prices having been reached. Other advices state: "The tomato packers are finding great difficulty in securing contracts for the raw product, farmers in all sections showing a disposition to hold back for higher figures than were paid last year. This difficulty is being met with in all sections, the farmers' enhanced ideas on the value of the coming crop being based on the evident shortage of stocks of canned tomatoes and the higher prices paid for the same. Some farmers have refused to make contracts under \$8 per ton, an advance of fully 20 per cent. over last year's figures. On the basis of this advance the packers find it impossible to fix a selling basis on the canned article that would be acceptable to the trade."—N. Y. Journal of Commerce, January 24.

A new partnership consisting of H. N. Kittson, H. C. Beckett and J. T. Gillard, traders, Hamilton, Ont., owing to the death of W. H. Gillard, the senior partner of the firm, has been formed.

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

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.

14 Place Royale (Customs House Sq.) MONTREAL

**EPPS'S**

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

**COCOA**

**MR. GROCER** have you our new breakfast Cereal in stock? **Others have.**  
"SUPERIOR BREAKFAST CREAM" is of a rich, creamy color, and, when boiled and served with cream and sugar, it has a mellow, nutty flavor that your customers will tell you they have never gotten in other foods. We have a lot of ground to cover and may not be able to call on you personally for months. We ask you in the meantime to try our goods, through your wholesaler. We will be pleased to fill your order.

**North-Western Cereal Co., London, Canada**

or Selling Agents: GEO. CARTER,  
Victoria, B.C.

JOSEPH CARMAN,  
Winnipeg, Man.

CHAS. E. MACMICHAEL,  
St. John, N.B.

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BLACK and MIXED.

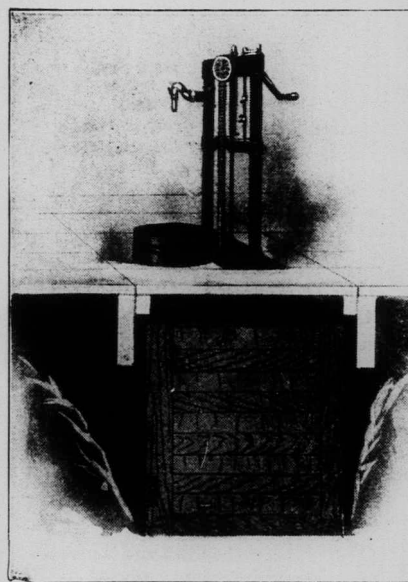
Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

**J. F. SMYTH & CO.**

Tea Packers. WINDSOR, ONT.

**Why Not Investigate**



UNDER THE FLOOR OUTFIT.

THE MERITS OF THE  
**BOWSER**

"New Century"

**3 MEASURE SELF MEASURING**

**Oil Tank?**

THERE ARE  
100 REASONS 100  
WHY YOU SHOULD.

Space will not permit us to enumerate them all and we want an opportunity to tell you all about it.

WE CAN POINT OUT TO YOU DEFINITELY

**WHY IT WILL PAY YOU.**

To Be Brief, It Will Pay You

- Because it will save you money.
- Because it measures accurate Gallons, Half Gallons and Quarts.
- Because it gives the customer what he buys and no more.
- Because it will prevent all waste and slop.
- Because it will soon pay its cost and become a profit-earner.
- Because the Bowser is the only All Metal oil pump built.
- Because it has the Anti-Drip nozzle.
- Because it has the Dial Discharge Register.
- Because it has the Double Float Indicator.
- Because it has the Double Plungers.
- Because it has Full Brass Cone Valves.
- Because the tank is of Galvanized Steel.
- Because it is the best oil outfit ev-r built.
- Because it is sold under an absolute three years' guarantee.
- Because its price is commensurate with its value.
- Because you can have your oil tank in the store, under the floor, or in the cellar.

Our Catalogue and "Terse Tank Talks" tell the rest. They are free.

**S. F. BOWSER & CO.,** 65 Front St. East, TORONTO.  
Factory, FORT WAYNE, Ind.

## UNITED STATES COFFEE IMPORTS.

THE SPICE MILL, New York, in a recent issue says: "Wide publicity has been given to the figures recently issued by the Treasury Department showing the largely increased coffee imports of our country. According to the statement issued January 3 by the Bureau of Statistics, the coffee importations of the United States will, in the calendar year 1901, be the largest in the history of our import trade. Eleven months' figures of the Treasury Bureau of Statistics show that the importations of coffee amounted to 967,969,585 lb in the 11 months ending with November, against 797,496,152 in the corresponding months in 1900; 817,223,877 in the corresponding months of 1899; 744,910,179 in the corresponding months of 1898; 726,119,996 in the same months of 1897, and 567,929,817 in the 11 months of 1896.

These figures indicate not only that the coffee importations of 1901 will be larger than those of any preceding year, but that they will, for the first time, exceed one billion pounds. The value of the coffee imports for the year will reach about \$79,000,000. While the quantity imported will exceed by more than 200,000,000 lb. that of any preceding year, the cost will be less than the average during the years from 1890 to 1897, when the cost per pound was materially higher than at present.

Brazil furnishes, of course, by far the largest proportion of the coffee importations of the United States. In the 11 months ending with November the coffee imports from Brazil amounted, according to the Treasury Bureau of Statistics, to 762,148,514 lb., while the next quantity came from other South-American countries, 91,297,714 lb.; Central America, 61,551,490; Mexico, 21,594,432. Thus of this largest single importation in the entire list of our imports, sugar excepted, nearly all comes from American countries south of the United States, and this is equally true of sugar, excepting that share which is drawn from the Hawaiian Islands.

The United States is by far the greatest coffee consuming country of the world, as will be seen by the following table, which shows the importations of coffee into the principal countries of Europe and into the United States in 1899:

NET IMPORTS OF COFFEE.

Countries into which imported.	Total Consumption lb.	Per capita Consumption lb.
Russia .....	18,396,000	....
United Kingdom .....	29,120,000	.72
Italy .....	31,222,000	.98
Austria-Hungary .....	92,180,000	2.04
France .....	179,120,000	4.62
German Empire .....	345,501,000	6.12
United States .....	801,757,000	10.79

The following table shows the total imports of coffee into the United States

by fiscal years, from 1893 to 1901; also estimate for the calendar year 1901:

Fiscal year.	Pounds imported.	Price, cents.	Consumption per capita.
1893.....	563,469,068	14.0	8.31
1894.....	550,934,337	16.4	8.30
1895.....	652,208,975	14.7	9.33
1896.....	580,597,915	14.6	8.11
1897.....	737,645,670	11.0	10.12
1898.....	870,514,455	7.4	11.68
1899.....	831,827,063	6.5	10.79
1900.....	787,991,911	6.5	9.81
1901.....	854,871,310	7.3	10.60
1901, calendar year, estimated .....	1,060,000,000		

## RETAIL GROCERS' SECTION MEETS.

On Thursday evening, January 23, the Grocers' Section of the Toronto branch of The Retail Merchants' Association held a meeting in their rooms at the corner of Bay and Richmond streets, Toronto. The report of the committee that waited upon the wholesale grocers was received and proved satisfactory. It was stated that at the joint meeting the chief problem was to define how far wholesalers were warranted in selling to hotels, restaurants and small manufacturers. Their position in this matter was defined to the committee, who were instructed to inform the wholesalers at the next joint meeting the views of the retailers on this question.

Much enthusiasm was displayed when the membership committee announced the addition of 37 new members.

The election of officers resulted as follows:

Chairman—F. C. Higgins (by acclamation).  
1st Vice-Chairman—A. W. Johnson.  
2nd Vice-Chairman—C. Simpson.  
Treasurer—J. W. Nettleton.  
Secretary—E. McAuliffe.

Messrs. A. Snuggs and J. W. Nettleton were re-elected to the Credit Reporting and Collecting Board.

## HAMILTON BRANCH ORGANIZING.

A large number of Hamilton retail merchants gathered in the Board of Trade Rooms, Hamilton, on January 22 to listen to President Rogers, of The Toronto branch of The Retail Merchants' Association, and Secretary Trowern address them on the advisability of forming a branch in Hamilton. A number of Hamilton merchants gave their views, after which they decided to organize a branch of The Retail Merchants' Association of Canada in Hamilton.

A committee consisting of T. O. Carpenter, H. Hiland, Albert Case, J. T. Clarke, Wm. Bews, James Dunlop, Burwell Griffin, F. R. Newberry, G. S. Klein, and Wm. Fraser were appointed to make the necessary arrangements.

The Canadian Cream and Cheese Co., with headquarters at Ottawa, has been incorporated with a capital of \$5,000.

Two caddies of tobacco and 75 cents in coppers were stolen from the grocery store of Wm. Carroll, Hamilton, on the evening of January 24.

## TRADE CHAT.

ON the charge of burglarizing D. Grant's butcher shop and the grocery store of D. R. Duncan, James Tompkins is awaiting his trial at Owen Sound, Ont.

Corinne Cote, who is a spinster, of St. Roch, Que., is conducting a grocery business there under the name of Bedard & Co.

The Morganston Cheese Factory, near Port Colborne, Ont., was recently destroyed by fire. Loss, \$1,800; insurance, \$1,400.

Jean Baptiste, A. Turcotte and Abel Turcotte have formed a partnership as wholesale grocers, at Quebec, under the name of Nazarre Turcotte & Fils.

The Oakville Wine Co., Oakville, Ont., is a new firm which is at present turning out brands of "Kola" and "Sherry." Collins & Price are the managers.

Scott & Welsh, who conduct a business in general merchandise, at Moorefield, Ont., have assigned to R. Osler Wade. There was a meeting of their creditors last Tuesday.

The Simcoe Canning Co., Hamilton, Ont., have shipped two carloads of canned tomatoes, valued at \$1,600, to New York, the second shipment by this firm this season.

Epstein & Ein, general merchants, Louisburg, N.S., who were burned out in the Louisburg fire, have secured a new building there, where they are opening out with a full line of goods.

The Hampton Butter and Cheese Factory, Durham county, Ont., is being advertised for sale by tender up to February 3. The factory is well furnished, the butter plant being nearly new.

At Woodstock, N.B., almost the whole of the stock of groceries of R. E. Holyoke, was destroyed by a fire which recently occurred in the building occupied by him. His insurance was \$550.

Levi Hart & Son, Limited, are the firm that has been organized to continue the fish, flour and feed business of L. Hart & Son, Halifax. They have added to this the corn mills and flour and feed business of Cunningham & Curren.

A. D. Anderson and R. S. S. Skinners are the successors to James McNeil, the well-known general merchant, of Keene, Ont., who has just retired from business, after a successful career of 53 years behind the counter.

Desire Lamontagne, trader, and Joseph Fournier, clerk, both of St. Charles, Bellechasse, Que., have formed a partnership to carry on a wholesale and retail meat business at St. Charles, under the style of Lamontagne & Fournier. The partnership has existed since January 1, 1902.



# Ceylon Teas

**BLACK**  
**GREEN**



The Blacks now used everywhere  
in Canada.

The Greens are displacing Japans.

Grocers should think of this be-  
fore ordering stocks for coming  
season.

## RE-LIQUEFYING HONEY.

J. H. Schmidt, in Gleanings.

THE bottling of extracted honey for the wholesale and retail trade to supply a market which calls for and wants only extracted honey must necessarily be undertaken on a large scale, and one somewhat larger than most beekeepers have been accustomed to battle with. Cincinnati, as many know, is a market for extracted honey from the small ten-cent bottle to the 500-lb. barrel shipped in by the carload, and bought by the manufacturer who uses a large quantity of the darker and inferior grades. Then comes the grocery trade, each store with its large or small display of various sized bottles containing extracted honey of the best looks and the best flavor the very cream of the beekeepers' labor. This trade, although not as large as that of the manufacturer, is nevertheless a very important and delicate one; for, if the honey is granulated, it is looked upon with suspicion. A shelf containing glass jars filled with liquid honey, and one just below it with granulated honey of the same quality, the latter will stand untouched while the former is often sold twice over.

This state of affairs has set Mr. C. H. W. Weber, a Cincinnati honey merchant, to thinking; for to be continually replacing honey which granulates so quickly during cold weather, was a task almost impossible, and not at all profitable. Mr. W. follows a plan of putting up honey which he calls the new way of liquefying and bottling honey, which is not only a success so far, after the most severe tests, but also allows the work to be done rapidly and to perfection. Through the kindness of Mr. W., who explained every thing in detail, I will try to impart some of this interesting knowledge to beekeepers.

This new (?) method is, to some extent, based on the same principle which our mothers and grandmothers have been practising for years, and is now still in use, and probably will be through the present century and the next. We know how much care is taken at home during our preserving time, to have all jars and cans containing the preserved fruit very hot just before they are sealed air tight. Fruit put up in this way will keep for years, and the syrup will never show the slightest trace of granulation. Now, we may ask, why should not this method preserve honey in liquid form? Well, as a matter of fact, it does it in this case just as in the first. This is the foundation upon which Mr. W. bottles honey; and as most of the honey which comes to him is already granulated, his method must be worked on the wholesale plan; for, instead of working with quarts or gallons, he had to consider barrels at a time.

For this purpose a large tank was constructed, which holds one barrel of granulated honey at a time. This tank is an ingenious affair; in fact, it is really two tanks in one. The inside, or honey-chamber, is surrounded by an outer tank made of copper, with a 3-inch space between the two for the water. This surrounding water is heated by a gas stove of special design, which also acts as a support for the tank. The height of the water within the tank is registered outside at all times, and the amount can be increased by turning on the water connection, which is on the opposite side. Should the water supply become too

great, a turn or two on a small wheel at the bottom of the tank on the left-hand side allows the water to escape into a drain, and it is thus carried away.

When the honey has been reconverted into the liquid state, and the register on the tank shows that the proper temperature (180 deg.) has been reached, or has been so for at least five or 10 minutes, one of the assistants allows a quantity of the hot honey to run into a very large coffee pot, which is found to be an excellent article for the purpose on account of the large lip, which makes pouring without spilling an easy thing. He then proceeds to fill the empty glass jars ready at hand. Another assistant, supplied with corks and a mallet, takes the bottles as fast as they are filled, and hammers a cork into each. This method of inserting corks seems rather strange; for, to see him rain heavy blows upon the mouth of each bottle, makes one believe he possesses a wonderful amount of skill to hit the cork every time without breaking the bottle, but on investigation the secret is found to be in the mallet, which is made of solid rubber; and any amount of hammering on the bottle would not break it. This mallet does its work well, for it puts the cork in squarely and rapidly, and has never been known to break a bottle. The corked bottle is then passed to Mr. W., who dips the same in a preparation of melted resin and beeswax, which gives the bottle a perfectly airtight seal, and also a nice yellow cap, which is in perfect color-harmony with the light yellow honey, and last, but not least, this "cap" is cheap.

The bottles then pass to another assistant, who arranges them near a large block of ice in order that the caps will harden quickly, thereby preventing air-bubbles from working through the cap, which would leave a weak place in the corking and finally allow air to enter.

This part of the work is not yet perfected, as Mr. W. intends to have a track built, upon which a small carriage—constructed so as to hold about one dozen bottles in an inverted condition—will

travel, and this carriage is to carry and hold the bottles over a tray of crushed ice. After the caps are hardened, the bottles are placed on shelves, and afterward properly labelled, ready for the traders, with a guarantee as to the purity of the contents, and an assurance that no granulation will take place in the future.

The rapidity with which the work is done is really astonishing. Three experienced helpers can in three hours fill and seal 1,200 bottles. The success of this method may be seen from the fact that some honey put up last summer had been kept on ice since bottling, and after passing through the present winter, is just as clear as it was the day it was put up and not a single crate of granulated honey had to be replaced this winter. The whole operation described above of bottling honey is done right in Mr. W.'s large, roomy store, where customers and visitors are always welcome to witness the proceedings from beginning to end. This, many take advantage of, and when they see a barrel of granulated honey transferred to the tank, and then, in a short time, extracted therefrom in the form of a thick, golden liquid, and after following it through the various operations until the sealed bottle stands ready to receive the label, little doubt remains in their mind as to the purity of the article, and many leave with the proverb that "all pure honey granulates," badly exploded, for they have just learned that "all pure honey will not granulate," which may now be called the twentieth-century revision of what has heretofore been pumped into the ears of the public as a true test for pure honey.

"Now, instead of trying to teach people to accept something they do not want, why not spend less time, do less talking and make more money by giving them what they do want, for, 'a man convinced against his will is of the same opinion still'; and if he asks for extracted liquid honey, and you talk him into buying a bottle of granulated honey, nine times out of 10 he will hesitate the next time, and generally go where he knows he can get what he wants.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

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if you buy from these mills. Our brown and manilla papers are of known quality—always run full weight—and count 480 sheets to the ream every time.

—We are always prompt in filling letter orders.

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One Car Extra Fancy Messina Lemons, from cargo "Citti di Messina." New York Fruit Trade Journals say: "Finest cargo Lemons that has reached New York for years."

One Car Extra Fancy Valencia Oranges, all sizes.

One Car California Navels, Extra Fancy "Golden Orange" and "Squirrel" Brands. Also Fancy Tangerines in half-boxes.

Above are all elegant fruit and at rock-bottom prices. Send us your orders and same will have our prompt and careful attention.

**HUGH WALKER & SON,**

Wholesale Fruit Importers,

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**MINCE MEAT**

It is not meet that we should mince  
The truth, when telling of our brand,  
For Capstan's Mince Meat meets success  
And minces all who it withstand.

Put up in bulk in Any quantity required.

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TORONTO.

**GRIMBLE'S** English Malt  
**Six GOLD Medals VINEGAR**

**GRIMBLE & CO., Limited, London, N.W., Eng.**

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128 80-lb. chests Choice Indian Tea at 12½c. per lb.  
76 80, 85 and 90-lb. chests fine liquoring good style Ceylon Teas, at 13 to 15c. per lb.  
Large line of early May picked Japan Tea in 85-lb. chests, good silky appearance, drawing qualities guaranteed, at 17½c. per lb., hard to match at 18 to 19c. per lb.  
Small line of Gunpowder Teas in matted caddies of about 27 to 30-lbs. each, at 16c. per lb.  
Limited quantity of Moyune First Young Hyson Tea in half-chests of 60 to 65 lbs., at 20c. per lb. Good value at 28 to 30c. per lb.  
We have a large range of other Teas which show exceptionally good value. We will be pleased to submit samples of the Teas referred to.  
Our Celebrated "FERDALE" Package Tea is giving the best of satisfaction. An inquiry will have our very best attention.

**The R. & J. H. SIMPSON CO.,** Tea Importers and Wholesale Grocers **GUELPH, ONT.**

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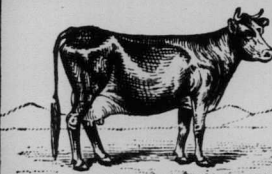
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**SODA**



# Edwardsburg SYRUP

**"CROWN" BRAND.**



BARRELS, HALF-BARRELS, QUARTER-BARRELS

25-LB., 38½-LB. PAILS

ENAMELLED TINS

Is well known all over the Dominion as a **STANDARD OF QUALITY.** ASSORTED STOCKS of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

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GIVE UNBOUNDED SATISFACTION.

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

<p><b>COFFEE.</b></p> <p>JAMES TURNER &amp; CO. per lb.</p> <p>Mocha ..... 0 32</p> <p>Damasous ..... 0 28</p> <p>Calro ..... 0 20</p> <p>Sirdar ..... 0 17</p> <p>Old Dutch Rio ..... 0 12½</p>		<p><b>EXTRACTS.</b></p> <p>HENRI JONAS &amp; Co. Per gross.</p> <p>8 oz. London Extracts ..... \$6 00</p> <p>2 oz. " " (no corkscrews) 5 50</p> <p>2 oz. " " " 9 00</p> <p>2 oz. Spruce essence ..... 6 00</p> <p>2 oz. " " " 9 00</p> <p>2 oz. Ancho extracts ..... 12 00</p> <p>4 oz. " " " 21 00</p> <p>1 lb. " " " 36 00</p> <p>1 lb. " " " 70 00</p> <p>1 oz. Flat ..... 9 00</p> <p>2 oz. Flat bottle extracts ..... 18 00</p> <p>2 oz. Square ..... 21 00</p> <p>4 oz. " " corked) ..... 36 00</p> <p>8 oz. " " " 72 00</p> <p>8 oz. " glass stop extracts ..... 3 50</p> <p>8 oz. " " " 7 00</p> <p>2½ oz. Round quintessence extracts 2 00</p> <p>4 oz. Jockey decanters ..... 3 50</p>		<p><b>JAMS AND JELLIES.</b></p> <p>SOUTHWELL'S GOOLS. per doz.</p> <p>Frank Magor &amp; Co. Agents.</p> <p>Orange Marmalade ..... 1 50</p> <p>Clear Jelly Marmalade ..... 1 80</p> <p>Strawberry W. F. Jam ..... 2 00</p> <p>Raspberry " " " 2 00</p> <p>Apricot " " " 1 75</p> <p>Black Currant " " " 1 85</p> <p>Other Jams, W. F. ..... 1 55</p> <p>Red Currant Jelly ..... 2 75</p> <p>Jams— T. UPTON &amp; CO.</p> <p>1-lb. glass jars 2 doz. in case, per doz \$1 20</p> <p>5-lb. tin pails, 3 pails in crate, per lb 0 07</p> <p>7-lb. wood pails, 5 " " " 0 07</p> <p>14-lb. wood pails, per lb ..... 0 07</p> <p>30-lb. " " " 0 06½</p> <p>Jellies—</p> <p>1-lb. glass jars, per doz ..... \$1 00</p> <p>7-lb. wood pails, per lb. .... 0 06½</p> <p>14-lb. " " " 0 06½</p> <p>30-lb. " " " 0 06½</p>		<p><b>MUSTARD.</b></p> <p>COLMAN'S OR KEEN'S</p> <p>D. S. F., ¼ lb. tins, per doz ..... \$1 40</p> <p>" " ¼ lb. tins, ..... 2 50</p> <p>" " 1 lb. tins, ..... 5 00</p> <p>Durham 4 lb. jar, per jar ..... 0 75</p> <p>" " 1 lb. " " ..... 0 25</p> <p>F. D., ¼ lb. tins, per doz ..... 0 85</p> <p>" " ½ lb. tins ..... 1 45</p> <p>HENRI JONAS &amp; Co. Per gross.</p> <p>Pony size ..... \$7 50</p> <p>Imperial, medium ..... 9 00</p> <p>Imperial, large ..... 12 00</p> <p>Tumblers ..... 12 00</p> <p>Per gross</p> <p>Mugs ..... 13 20</p> <p>Pint jars ..... 18 00</p> <p>Quart jars ..... 24 00</p> <p><b>ORANGE MARMALADE.</b></p> <p>T. UPTON &amp; CO.</p> <p>1-lb. glass 2 doz. case, per doz. .... \$1 20</p> <p>7-lb. pails and 5 and 7 lb. tins. .... 0 07</p>	
<p><b>CLOTHES PINS.</b></p> <p>UNITED FACTORIES, LIMITED.</p> <p>other Pins (full count), 5 gross in case, per case ..... 0 55</p> <p>4 doz. packages 12 to a case) ..... 0 70</p> <p>6 doz. packages (12 to a case) ..... 0 90</p> <p><b>COUPON BOOKS—ALLISON'S.</b></p> <p>For sale in Canada by—The Eby, Blain Co., Limited, Toronto. O. O. Beauchemin &amp; Fils, Montreal</p> <p>\$1, \$2, \$3, \$5, \$10 and \$20 books. Un- num- Coupons bered. numbered.</p> <p>In lots of less than 100 books, 1 kind assorted. 4c. 4½c.</p> <p>100 to 500 books ..... 3½c. 4c.</p> <p>500 to 1,000 books ..... 3c. 3½c.</p> <p>Allison's Coupon Pass Book.</p> <p>\$ 1 00 books ..... 3 cents each</p> <p>2 00 books ..... 3 cents each</p> <p>3 00 books ..... 3 cents each</p> <p>5 00 books ..... 4 cents each</p> <p>10 00 books ..... 5½ cents each</p> <p>15 00 books ..... 6½ cents each</p> <p>20 00 books ..... 7½ cents each</p> <p>25 00 books ..... 8 cents each</p> <p>50 00 books ..... 12 cents each</p>		<p><b>FOOD.</b></p> <p>NORTH-WESTERN CEREAL CO., London.</p> <p>"Superior" Gluten Flour and Breakfast Cream.</p> <p>Price—Toronto, Montreal and East. 5 10</p> <p>" Winnipeg ..... 5 40</p> <p>" Vancouver ..... 6 50</p> <p>Per doz.</p> <p>Robinson's Patent Bar'ey ½ lb. tins 1 25</p> <p>" " " 1 lb. tins 2 25</p> <p>" " " 1 lb. tins 1 25</p> <p>" " " 1 lb. tins 2 25</p> <p>GILLETT'S POWDERED LYE.</p> <p>4 doz. in case ..... \$3 60</p>		<p><b>LICORICE.</b></p> <p>YOUNG &amp; SMYLYE'S LIST.</p> <p>5-lb. boxes, wood or paper, per lb. .... \$0 40</p> <p>fancy boxes (26 or 50 sticks) per box 1 15</p> <p>" Blinged" 5 lb. boxes, per lb. .... 0 40</p> <p>" Acme" Pellets, 5 lb. cans, per can. .... 2 00</p> <p>" Acme" Pellets, fancy boxes (40) per box ..... 1 50</p> <p>Tar, Licorice and Tolu Wafers, 5 lb. cans, per can ..... 2 00</p> <p>Licorice Lozenges, 5 lb. glass jars. .... 1 75</p> <p>" " " 30 5 lb. cans ..... 1 50</p> <p>" Purity" Licorice 10 sticks ..... 1 45</p> <p>" " " 100 sticks ..... 0 13</p> <p>Dulce large cent sticks, 100 in box.</p> <p><b>MINCE MEAT.</b></p> <p>Wethy's Condensed, per gross net \$12 60</p> <p>" per case of doz. net. .... 3 00</p>		<p><b>PICKLES.</b></p> <p>STEPHENS'.</p> <p>A. P. Tippet &amp; Co., Agents.</p> <p>Patent stoppers (pints), per doz. .... 2 30</p> <p>Corked (pints), " " " 1 00</p> <p><b>SODA.—COW BRAND.</b></p> <p>DWIGHT'S</p> <p>Case of 1 lbs. con- taining 60 pkgs., per box, \$3.00</p> <p>Case of ¼ lbs. (con- taining 120 pkgs.) per box, \$3.00.</p> <p>Case of lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, \$3.00.</p> <p>Case of 5c. pkgs (containing 96 pkgs) per box \$3.00.</p>	

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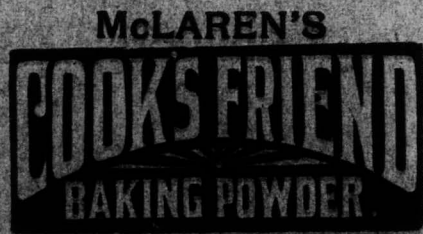
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and showing without exception the finest line for import ever offered in Canada.

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growing,  
growing,**

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