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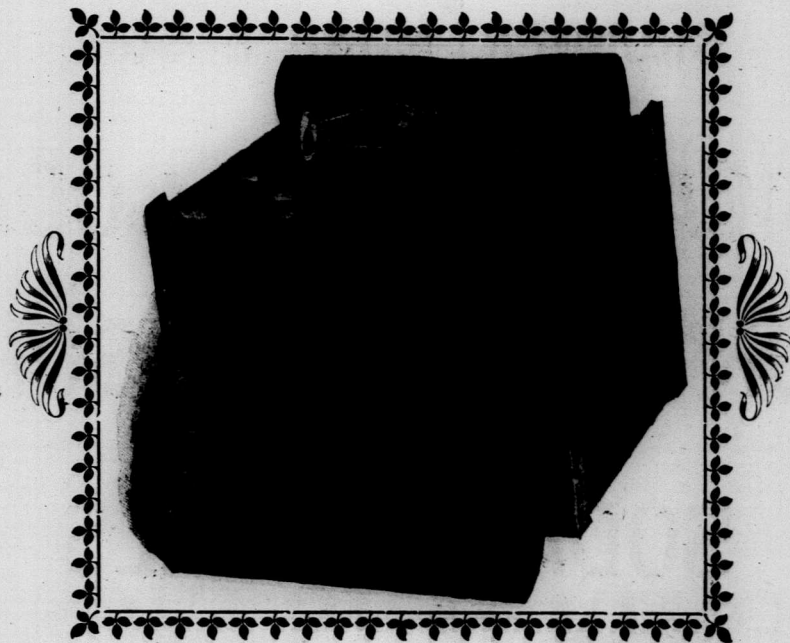
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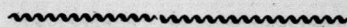
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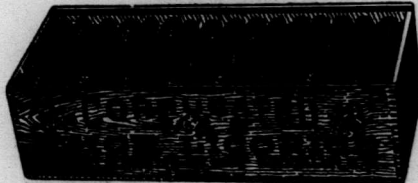
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Is the Purest and therefore Best and Cheapest!

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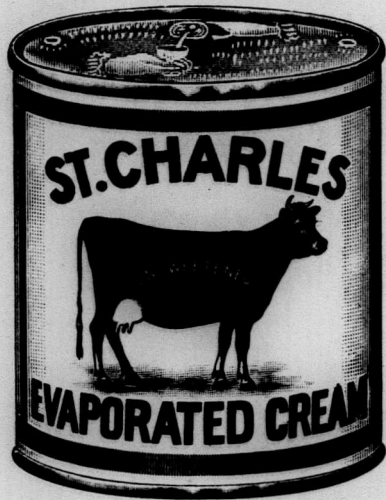
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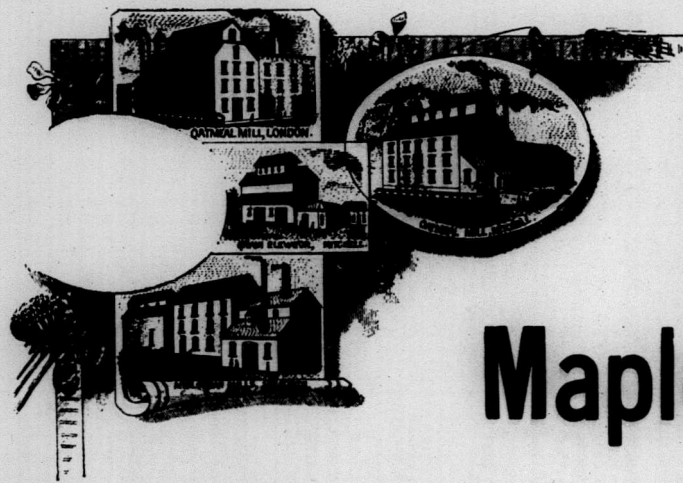
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and all grades of Oatmeal.

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ALSO ...

**Flake Wheat  
Split Peas  
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**NONE BETTER.**

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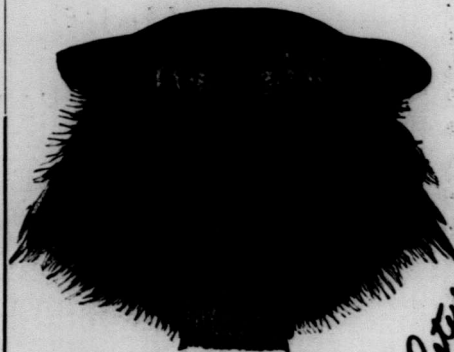


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Put up in 2-ounce Bottles with  
Glass Cap and Squirt.

One Dozen Box ..... \$3.50  
One Case, 6 1-dozen Boxes, per dozen, \$3.00

Above Price List is subject to our usual Trade  
Discount to the Jobbing Trade. Samples  
sent on application.

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PAINTERS' TOOLS A SPECIALTY.

Warehouse, Office and Sample Rooms:  
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**WETHEY'S  
CONDENSED  
MINCE MEAT**

A certain grocer merely replied :

**"I Have no Better Selling Article in My Store."**

I have no hesitation in claiming that this is the opinion of all who handle it.

The reason it is so popular is because of its unexcelled deliciousness, purity, wholesomeness.

Your wholesale grocer will fill your order.

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The most popular in Canada.

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ONE } With New Labels of  
 POUNDS } British Generals.  
 SIX } Handsome Embossed  
 POUNDS } Tin with Hinged Cover.

Has been a Wonderful Success  
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IF NOT YET IN STOCK, DON'T DELAY.

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OLIVES  
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INDIAN  
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Makers of High-class

PICKLES  
 OF  
 ALL KINDS.



SAUCES  
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# The Canada Flour Mills Co.

SUCCESSORS TO Limited

## THE KENT MILLS CO.

Limited

**FLOUR MILLS, Chatham and Blenheim.  
CORNMEAL MILL, at Chatham.**

**Largest Bean Warehouses  
in Canada**

Located at  
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Kent Mills Flour awarded Gold  
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**STEVENS'  
BREAKFAST FOOD.**

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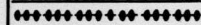
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**Exporters  
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**FLOUR  
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**IF YOU WISH TO HANDLE**

**THE HIGHEST GRADES OF  
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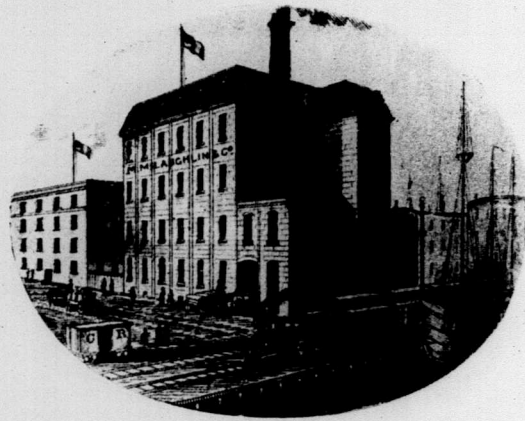
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**THE ONLY ONTARIO MILLERS EXPORTING BRAN.**

{ "Beaver" Manitoba Blend  
"Seal"

OUR BRANDS

"Headlight" Ontario Patent  
"Sensation" Extra Fancy  
"Famous" Extra



# M. McLaughlin & Co.

**ROYAL DOMINION MILLS**



**Toronto, Canada.**

*Capacity 700 Brls. daily of Patent Hungarian,  
Strong Bakers' and Family Flour.*

Cable Code Used—Riverside, 1890 Edition.

# Cereal Milling in Canada.

*Its Early History and Development—Character and Quality of the Product of the Native Mills—The Export Trade and Its Prospects—Interesting Reminiscences.*



CANADIAN wheat-growing and milling industry should be to-day among the most important and most promising of the various enterprises of this progressive Dominion of ours. With the vast area of wheat-growing land in the great Northwest, which can be nowhere surpassed as to the quantity and quality of its output and which, as yet, is only beginning to be opened up, there is an unlimited field for expansion, while the markets of the Old World, of the West Indies, of South Africa, China and Japan and other countries are almost unlimited in their consuming power.

What remains to be done then is for Canada to secure these markets. Of course this is easier said than done, but under the existing conditions the outlook for the Canadian miller and the export trade is a most promising one. His raw material is unsurpassed, and his milling facilities of the best, so that once he reaches the market he need have little fear of not being well received.

The chief drawback is the freight rates. Facilities for transportation are much better than they were half a century ago. Ocean greyhounds have taken the place of sailing vessels, steel rails have supplanted the old soft iron, permitting of much heavier trains being drawn over the road, and our canals have been deepened and the waterways of the Great Lakes improved. Surely then this difficulty must soon be lessened.

Through the efforts of the Dominion Millers' Association, better concessions in this respect are being secured, from time to time, and the rate for carriage from Toronto to Liverpool to-day is only about half what it was a few years ago.

Great Britain will take every barrel of flour we can ship over there provided the quality and price are right. There is little cause for anxiety about the former, for the Canadian miller manufactures a good article and under ordinary climatic conditions it will remain so.

Englishmen are nothing if they are not progressive. They have only one drawback, and that is they are slow to take advantage of reforms. But once these changes are proved to be a real advantage there are no lengths which they will not go to obtain them. For instance, England did not take kindly at first to the revolution from stones to rolls. Her millers were satisfied with the profits and her people with the bread, and for some time prejudice reigned. It was not until after a thorough trial that pure white bread was acknowledged by the mass of people, and thence perforce the millers had to bestir themselves or drop out of competition. For years after the race was to the swift. Generally speaking Canadian flour is as well known in Great Britain to-day as English flour itself.

## A BRIGHTER OUTLOOK.

The past year has not been a particularly bright one in the milling industry, yet the trade has held its own, while this year it is looking confidently forward to a much better season, both as regards the financial and technical sides of milling.

The wheat crop of Ontario last year was of good sample. The Ontario Government estimates the yield at 22,812,293 bushels or about 9,000,000 more than the year previous. The quality for the most part is represented as being very fine, much stronger than in 1899. The estimated yield of spring wheat is 6,728,927 bushels or 250,000 bushels less than the year before.

Manitoba crops suffered unfortunately by a drought in June and by wet weather in harvest time. The yield was therefore not as large as expected, totalling with the Northwest Territories about 20,000,000 bushels as against 40,000,000 bushels in 1899.

In all Canada there was a yield of about 53,000,000 bushels of wheat last year. Of this Canada will require 32,000,000 for bread and seed, leaving 21,000,000 bushels for export. Most of this will go from Ontario, as the Dominion consumption of hard wheat flour will take whatever surplus Manitoba and the Northwest Territories will have. Michigan, Iowa, Ohio and Indiana had very short crops of winter wheat, and these being our strongest competitors for the Newfoundland flour trade, should give Ontario mills a better opening in that market. France has also a short crop and as she has supplied most of the low-priced winter wheat flour for Great Britain, this should materially help our export trade.

Under these conditions therefore, and with new markets opening up and a fair arrangement of freight rates, there is no



Old Windmill, Lower Lachine Road, Montreal.

reason why Canadian millers should not make the first year of the new century a record one in their history.

#### THE CEREAL MILLER.

Side by side with the flour industry is that of the production of cereal meals. Many large millers in Canada are engaged in the manufacture of oatmeal, cornmeal and other cereal meals, the quality of which have won for them a widespread trade both at home and abroad. Their interests are identical with those of the flour miller and their products are meeting everywhere with as cordial a reception.

### EARLY REMINISCENCES.

#### *Sketch of the History of the Milling Industry, Past and Present.*

A flour and grist mill seems to have been a part of the equipment of Canada ever since there was any Canada at all. As soon as the pioneer's axe had cleared away a few acres of bush land and a little colony of settlers squatted themselves down in a spirit of fraternity and began tilling the soil;

and who, in conjunction with other enterprises, operated a flour mill to a capacity of 25 barrels a day.

#### AN OLD RELIC OF MILLING.

A rare old relic of bygone days of milling is still standing on the bank of the St. Lawrence, near Prescott, Ont. The date of the building of this mill has passed the memory of anyone living to-day, but it was in existence early in the beginning of the last century. It is a frame structure, built on the style of architecture of the old-fashioned windmill, and was originally run by this power. At the time of the Rebellion of 1812, it was occupied and used as a rendezvous for the rebel soldiers, and after peace had been again restored it was put to its original purpose and for a number of years ground grists for the community roundabout. The last episode in the history of this old building was its conversion into a light-house and to-day it may be seen standing majestically on the river bank, while at night its bright lights give warning to passing vessels.

At Gananoque, too, was a very old mill run by a man named McDonald. This mill did a large business during the early part of the last century.



Illustration of the Superiority of Manitoba Wheat.  
Loaves of bread made from equal weights of "straight" flour from 1. Manitoba Wheat; 2. Wild Goose Wheat; 3. Michigan Amber.

in the days when the flail did duty for the threshing machine, and long before farming had become the science it is to-day, a jolly miller would join the group and popularize himself with the whole neighborhood, while he did a thriving business in the grinding of their corn and extorting a modest exchange for his services. Competition was unknown in those days and the miller shared a living profit.

The earliest days of milling in Canada are beyond the recollection of the present generation, dating back a full century, whilst few, indeed, of the mills of that time are now to be seen. There still remain, however, a few old landmarks of bygone days, whilst in many other places large and prosperous buildings mark the ancient sites of humbler beginnings.

So far as can be ascertained, one of the first mills erected in Canada was in the picturesque valley of the River Don, near the site of what is now the prosperous paper mills of the Messrs. Taylor. This was in Governor Simcoe's time and just before the beginning of the year 1800. The mill was erected by a man named Parshall Terry, who was drowned in the Don a few years later, and in 1802 the business fell into the hands of one John Eastwood. In 1840 the mill was purchased by the Helliwells, who developed a famous colony on the Don

#### TORONTO'S FIRST MILL.

The first mill of any account on the site of what is now the prosperous city of Toronto, was erected by the late Mr. William Gooderham, in partnership with the late Mr. James Worts. Mr. Gooderham came to Toronto in the year 1832, bringing with him no less than fifty-four relatives, and what was considered in those days a considerable sum of money, and immediately began what developed into a most prosperous business. At this time flour was £1 2s. 6d. a barrel. This old mill was run by wind power until 1846, when steam power was inaugurated. In 1852 it was wrecked by a storm, and was rebuilt and finally disappeared in the march of modern times.

Another old mill was built by a man named Fraser, at Weston, in Toronto township, and shortly after this Thomas Cooper erected a mill on the site of what is now the prosperous Lambton mills, owned by Sir William Howland. This old mill was of very primitive fashion. It had only one "bolt," or hand-packer and the whole gearing, except the gudgeons and spindles were of wood, while the power was supplied by an undershot wheel.

## SOME PIONEER MILLERS AND EXPORTERS.

Among the pioneer millers and exporters of Canada might be mentioned Sir Wm. P. Howland, a well-known member of the trade of over half a century ago, the late Mr. Gibbs, father of Mr. F. B. Gibbs, inspector of Manitoba wheat at Fort William. Mr. Gibbs was a large exporter in early years, manufacturing a famous brand called "The Plough," which was very popular with the Old Country trade. The names of David Plewes, Brantford; the late David Goldie, Ayr; H. S. Howland, Toronto; the late Mr. Thorn, of Thornhill; J. D. Saunby, London; The Ogilvie Milling Co., Montreal, etc.; McKay Milling Co., Ottawa; Alfred Watts, Brantford; James Goldie, Guelph; the Sniders, of Waterloo County; Thos. Todd, Galt; Isaac Warcup, Oakville; Richard Blaine, Galt, and many others might be added to the list.

## LATER DEVELOPMENTS.

During the 40's and 50's a large number of mills sprang into existence at various points throughout the Dominion, and the industry developed rapidly. Some exporting had been done before this time, but with the growth of the country occurred also the growth of the industry, and with the build-

ing of our canals and better facilities for transportation the trade assumed more healthy proportions. The past thirty years has been an eventful period in the milling history. More changes have taken place in this short period than took place in any previous period of thirty years several times multiplied. Millers absorbed in their calling are apt to think that in their line of business have been centred most of the changes of the time. This is not so, however, as the present conditions in most, if not in all lines of manufacturing, are but the perfecting of many crude ideas entertained during those years.

A few years ago the average mill would have four runs of stones, one smutter of antique pattern, three hexagon reels, one flour-packer and four stands of elevators, the whole driven by two water-wheels, turbines with wooden buckets. Some, too, boasted a bran duster. At that time low grinding was practised. The few middlings produced were accumulated until the bin was full, then ground separately, and not called "Patent" either. A few of the ideas current among millers of that day were: This burr makes the whitest flour; that the widest bran; the other the sharpest but darker flour.

Flour made in a steam mill was judged inferior by many but they fairly agreed that the numerals 4.30 were about the right quantity of wheat to make a barrel of flour. Tests were few and far between. Few mill owners or operators then dreamed of any possibility of surpassing results then reached in the flour producing line or the use of another means. Experiments made and their failure were cited as proof that nothing better was to be thought of. But soon after came what at that time was thought to be "the beginning of all woes."

The new process was ushered in by someone more far-seeing than the rest perhaps. The widening or the adding to the number of furrows in the stone was tried to the sorrow of many. This period might properly be called the "Wheat-butchered Era." To produce a white flour was the aim, and by the majority little attention was paid to the amount of wheat used to accomplish the purpose. But in general it was lavish and yet could not counterbalance the high margins made on patent flour made by the new process.

This was also the beginning of the period of cramming mills with reels, purifiers, and other machines. Few mills had fast motion shafts above the cellar, and many a countershaft



**Yield of Bread from Three Grades of Flour.**  
Showing bread made from 1. A Patent; 2. A Middle Grade; and 3. A Low Grade of Flour.  
Nine pounds of flour were used in each case.

gearing and pulley was put in to drive one machine. Many a miller said bad things when he had to crawl on hands and knees or rub his head against some pulley on his way to attend some inaccessible part of the mill.

Then came the period of 1880. Jonathan Mills, seemingly fearless of difficulties found in all untrodden paths, launched his system, and attracted much attention for a while. He met with failure in competition with rolls, but his ideas were not void of good points. To him millers owe thanks, at least, for his wide departure from accepted lines, and some of his ideas of separations are yet in use with success. To him and to Mr. R. C. Brown, for a while his associate, millers owe many good ideas in middlings production and grinding.

The development of the roller system with its six breaks on wheat and a corresponding number of reductions on middlings, came on fast and completed the cramming of mills, top and bottom. No doubt much was overdone but it was only what might be expected from so great a departure. Confusion and overclaims go together in a state of revolution. The battle of the longs and the shorts, later on, was but the reaction of a



movement carried to extremes. Other extremes have followed, and two and even one break advocates have urged claims. Judging from the plans and flour sheets of some of the latest mills, it seems the extreme complexity of the old mill is to give place to the extreme simplicity of the new.

The late improvements in bolting systems are already well understood. Every miller knows the various machines and their various claims. Though the machines put out two or three years ago may now be called a back number by some, the miller can easily, and cheaply for the most part, adopt them to his local conditions. When full roller milling became an assured success it developed the superiority of our North-western hard wheat. The middlings purifier must be given its full credit in this advancement in milling. Several inventions were put upon the market, only to gather gold dust for their owners, and later to be discarded. The sieve machines have now been before the public long enough to test their merits and demerits and from all appearances have come to stay.

#### EVOLUTIONS OF THE ROLLER SYSTEM.

The model mill building of to-day is the result of the evolution of the roller system. The wide mill of the past has disappeared in current mill architecture. The old system called it into existence and the roller system changed it to a distinctly narrower and higher structure. This tendency was seen at its limit in the "high mills," of which a few were built. But the mill of the present day, it is expected, will conform to the system and less height will be required, so that the building loses in height without a corresponding necessity of increased width.

The past century has gone out with many achievements to its credit and the present one will doubtless witness still many more which as yet seem impossible.

### DOMINION MILLERS' ASSOCIATION.

#### *An Organisation which has done Much to Assist the Canadian Millers.*

An organization which has played an important part in the history of the Canadian miller, and which has done much to better his condition, is the Dominion Millers' Association. This is a pushing go-ahead society, manned by capable officers and with moneyed men at its back, and takes an active interest in all that appertains to the welfare of the miller. The Association has been responsible for many valuable reforms in the interests of the trade and through its efforts order has often been produced out of chaos of the most threatening sort. These benefits could not be obtained in any other way, as no individual miller, no matter how large he is, will be listened to by the railroads or the Government, as will the representatives of an association backed by two hundred members.

The Dominion Millers' Association, the membership of which is restricted to millers only, was first organized about the year 1870 with the late Mr. Whitelaw, of Paris, Ont., as President. After a checkered career, it was almost lost to sight a few years later, but the need for an organization of its kind was much felt and in July, of 1899, it was reorganized with J. C. Hay, of Listowel, as President; John Brown, of Toronto, Vice-President; David Plewes, of Brantford, Secretary; William Galbraith, Toronto, Treasurer, and an executive composed of Messrs. J. D. Saunby, London; James Hodd, Stratford; Isaac Wareup, Oakville; W. H. Meldrum, Peterboro'; N. Wenger, Ayton; E. Peplow, Port Hope, and W. Hutchinson, Ottawa.

The objects of the Association are solely to advance the interests of the milling industry, to promote, extend and

improve the manufacture of flour and the business of flour milling generally in Canada, and shipping and sale to foreign markets, as well as the markets of this country, of flour, grain, etc., and to supply information as to the real value of wheat and flour, whether only a local business or shipping is done, etc., all of which means money in the pockets of its members. The membership fee is paid according to the capacity of the mill owned by the applicant. For instance, the owner of a mill having a capacity of 100 barrels or less, is charged \$5 per annum; the owner of a mill having a capacity of 200 barrels or less, is charged \$10; 300 barrels, \$15, and so on.

#### MEMBERSHIP ADVANTAGES.

All members receive a weekly bulletin, free, telling of the state of the trade, and are also entitled to free advice from the central wheat buyer's office. All orders for wheat sent to the central buyer are filled at lowest possible prices. A commission of only \$2 per car on Ontario wheat, and \$2.50 per car on Manitoba, is charged to members, and \$5 on Ontario and \$6 on Manitoba to non-members. A number of millers who were not members found it to their advantage to buy through the Association.

Whenever necessary special meetings of the Association are called and matters of importance discussed, while the annual meeting takes place in Toronto during the time of the Industrial Exhibition.

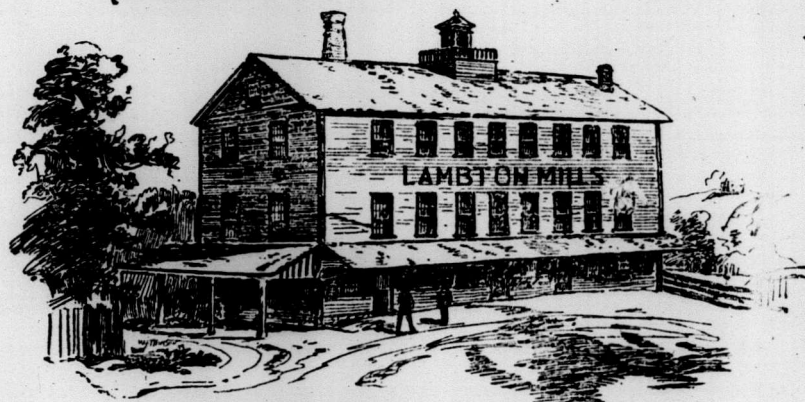
In 1892 the Association was incorporated by Dominion charter under its present name with the following officers: President, Thomas Goldie, Guelph; Vice-President, E. Peplow, Peterboro'; Secretary, C. B. Watts, Toronto; Treasurer, William Galbraith; Executive.—J. D. Saunby, London; A. H. Baird, Paris; M. Kelly, Blyth; E. Edmonson, Oshawa; J. Hamilton, Glen Huron; J. Brown, Toronto; M. F. Beach, Iroquois. Since this time the organization has enjoyed a steady growth in strength and in membership and now numbers some two hundred millers.

#### SOME IMPORTANT REFORMS.

As before stated the Association has been instrumental in bringing about several important reforms for the bettering of the trade.

A move of vital importance and one which will long be remembered by the millers of Ontario, was the fight for to have the duty on flour raised from 50c. to 75c. a barrel to make it equal to the duty on wheat, which was 15c. a bushel or equal to 75c. a barrel. Meetings were held all over the country addressed by ardent members of the Association, in order to work up enthusiasm in this matter. The result of the campaign is well known. After months of fierce struggle the members of the Dominion Millers' Association gained the day and the duty was raised to 75c. per barrel, the action

### HOWLANDS MILLS 1840--



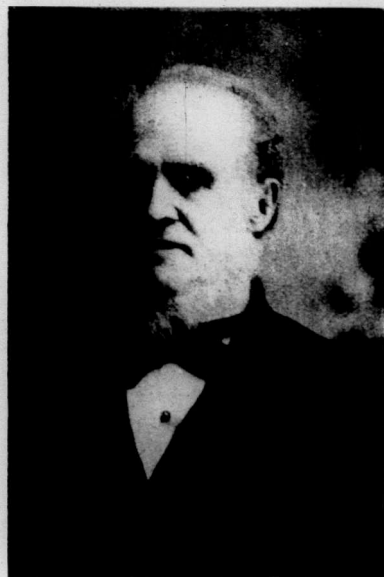
A Typical Canadian Mill of Half a Century Ago.  
Built by Sir Wm. P. Howland, in 1840.

protecting the miller in his competition with the American miller. Another of their early acts was the securing of the privilege of grinding Manitoba wheat in transit when shipped all rail. In 1898 the Association also succeeded in getting the railways to extend the milling-in-transit privilege to Manitoba wheat, when brought down by water and rail.

Still another important action was taken when the Newfoundland Government imposed a duty of 75c. a barrel on Canadian flour as against 25c. on the American article, at the time of the disallowance of the Bond-Blaine Treaty. The Association took the matter to the Dominion Government and through them succeeded in getting the discrimination removed. Newfoundland is one of the natural markets of Canada, so that the importance of this concession can be readily understood.

In 1889 the Association was responsible for the legislation in regard to a better inspection of Manitoba wheat. The inspection under the new Act has been much more satisfactory than previously.

The establishment of a central wheat buyer's office has been proven to have also been a wise step. This took place in



Sir W. P. Howland,  
A Pioneer Miller.

1891 with the object in view of getting buyer and seller closer together, and also for the purpose of getting wheat at the closest possible prices. Mr. Charles B. Watts, of Brantford, was appointed to this office with headquarters at Toronto and the success of the enterprise is largely his. Through this office last year, alone, over 1,500,000 bushels or 2,500 cars of wheat and other grain were purchased. Of these 412 cars were bought for the millers at less prices than they expected to pay, varying from 1-4c. to 3c. per bushel.

Another matter taken in hand lately by the Association, and one which will doubtless result in a better quality of wheat for Canada, is a request for the Government to admit wheat for seed purposes free of duty. In July last they succeeded in arranging with them to grant a rebate of the duty on all wheat sold to the farmers at cost for seed. A number of the millers have taken advantage of this, and imported 12,000 or 14,000 bushels of Turkey Red wheat from Kansas. This wheat is very highly spoken of, making flour equal in value to the Minneapolis spring wheats, and, if it can be grown successfully in Ontario, will materially reduce the demand for Manitoba wheat for mixing with our weak Ontario wheats.

#### FREIGHT RATES.

But if any one thing has bothered the miller more than another, it is the question of freight rates. On this depends to the largest extent his being able to compete for the export trade, and if there is any question to which he looks to the Dominion Association, beseeching their intercession, it is this one. And on this behalf the Association has put up a brave fight. Following up many previous struggles, in the fall of 1889 a large deputation from the Association waited upon the Divisional Freight Agents of all the railroads and represented the grave injustice that was done to our milling interests by the lower freight rates given over the Canadian roads to American millers. The rates for exports were actually lower, in some instances, than from stations in Canada, much nearer destination, and in all cases were much lower relatively when mileage was taken into consideration. Every objection raised by the freight agents was fully met, and the Millers' Association urged that they should get the benefit, which their position with the short haul to the seaboard entitled them to. Some idea of this discrimination may be had from the fact that, at one time, one of the railway companies made the export rate from Detroit on grain and its products to West St. John, N.B., 11 1-2c. per 100 lb. for export, and to Montreal 9 1-2c. for export and 13 1-2c. local, while the rates from Ontario points, say London, were 15 1-2c. and from Walkerton, 18c. to Montreal for export, and 18c. from London and 19c. from Walkerton to Montreal local, as against 13 1-2c. from Detroit locally. In April last this tariff was rearranged, and while it made the rates on the main line between Sarnia and Kingston satisfactory, points north of the main line were from 2c. to 5c. per 100 lb. higher. At a meeting of the Association the secretary was instructed to go to Montreal and endeavor to have these charges materially reduced, and, if possible, to get the same rate on wheat as on flour for export. As the result of these efforts both the G. T. R. and C. P. R. issued new tariffs making rates on wheat and flour as far as inland charges are concerned, the same for export.

Towards the close of last year, an arrangement was concluded with the G. T. R. and C. P. R. considerably better than the rates the mills have been paying, and it is trusted that it will enable the millers to considerably extend their export business. The arrangement is that wheat from Grand Trunk or Canadian Pacific railway stations will be taken into the mills under the "wheat for milling" tariff now in effect, and on the exportation of flour to European ports or Newfoundland, a refund would be made, on the surrender of the original receipted advice notes on the equivalent weight of wheat to flour shipped out as above, which will reduce the charges on the inward wheat about 2c. per 100 pounds.

Though there is still room for improvement in the matter of freight rates, which would considerably increase the export trade, yet the present condition of affairs has resulted in a more hopeful outlook.

The present officers of the Dominion Association are: President, W. H. Meldrum, Paris; First Vice-President, J. C. Vanstone, Bowmanville; Second Vice-President, W. G. Bailey, Hamilton; Secretary, C. B. Watts, Toronto; Treasurer, William Galbraith, Toronto. Executive Committee.—J. D. Flavelle, Lindsay; George Goldie, Ayr; J. I. A. Hunt, London; M. McLaughlin, Toronto; H. L. Rice, St. Marys; H. Shaw, Thorold.

#### THE NUTTY FLAVOR.

A writer in Milling of Liverpool gives the nutty flavor discussion a new twist by citing a fact or two. Referring to the popular idea that the flavor has gone and that its departure was due to the general introduction of the roller system, he wants to know why French bread still retains its flavor. French bakers use roller flour, but the bread still has the old flavor. The question of flavor, apparently, is up to the wheat.

**CANADA'S OLDEST LIVING MILLER.**

**Sir Wm. P. Howland, who began the  
Industry here some Seventy  
Years Ago.**

A fine old type of the early miller of Canada and in fact the oldest pioneer miller alive, is Sir William Pierce Howland, who resides at 125 Bedford Road, Toronto.

Sir William, who is in his 90th year, has, during his long and active life, been a prominent character in the history of early Canada, both in his chosen occupation and also as a statesman. He is one of the Fathers of Confederation and was for many years a member of Parliament, and at the time of the appointment of the first Lieutenant-Governor of Ontario, he was chosen for the honor. It was for him that the present Government House, at the corner of King and Simcoe streets, Toronto, was built. Sir William was known by every Governor-General and Prime Minister of Canada since Confederation, and also by many celebrities of the Old Country. He was an active figure at the time of the visit of King Edward to Canada in 1861, and also upon the occasion of the visit of Prince Arthur. He has been honored with the titles of K.C.B., and K.C.M.G.

Sir William came to Canada when a lad and cast in his lot among the pioneer millers of this country a little over seventy years ago. Though now at the four-score-and-ten mark he is in full possession of all his faculties and is a splendid type of the rugged manhood which is a characteristic of the majority of Canadian millers. He is still a mill-owner and takes an active interest in all that appertains thereto. When seen by a representative of "The Canadian Grocer," he gave some interesting reminiscences of the early days of milling.

"Things have greatly changed in my time," he said, "and milling is not what it used to be. When I came here in 1830, there were only some four thousand people living in Toronto or what was called York then. Previous to this time I was engaged in milling and mercantile trade in New York State. We used to carry grain on the lakes and on the St. Lawrence river in boats and sometimes on rafts. Those were the days of roughing it. I can tell you. Many a time I have stood above my knees in water for hours.

"After coming to Canada I was engaged in the mercantile trade, in partnership with my late brother Peleg, at a place called King's Corner's, in Toronto township. A little later I commenced milling in what was known as Stanley Mills, and subsequently purchased mills at Milton, and in 1840 bought the Lambton mills, which I still own."

"These Lambton mills which you bought were very old, were they not?"

"Yes; they were old mills when I bought them. They were originally built by a man named William Cooper. He ran a sawmill first, I believe, and later built the grist mill. This was early in the century. His son, Thomas Cooper, succeeded him and it was from him I bought the mill. It was an old frame structure 40 x 50 feet, two and a half storeys high. It was fitted with wooden gearing and run by an undershot water-wheel. The rest of the equipment was also very ancient. In 1843 I had the old mill torn down and the present one built."

"The Fairs of Weston had a mill running about the same time as Cooper's mill, did they not?"

"Yes; theirs was a very old mill also, even older than the Cooper mill, I think."

"Do you remember the late Mr. Gooderham's windmill?"

"Oh, yes, very well. It was built in the early 30's and was the first mill in the town of York (Toronto). Before that time the mills on the Don and the Lambton Mills used to supply the trade."

"The Don mills were run by the—?"

"By the Helliwells. We used to run in opposition to one another. They did a big business on the Don."

"And the Milton mills which you bought. They were old timers, too?"

"Yes; they were run by William Gamble at this time. There was originally a mill on the same site owned by a man, I think his name was Fisher."

"Were there any other mills in the country besides these?"

"So far as I know there were none of any import... when I began except a mill at Ganonoque, run by a man named McDonald. This was a very old mill. I remember as a boy delivering a load of wheat to McDonald, by boat, in 1826. I was sailing my own vessel then and lived at Cape Vincent, on the American side."

"Did you own any other mills besides those at Lambton?"

"Oh, yes, I owned mills at Thorold, Waterdown, Kleinburg and other places at different times during my career."

Concluding, Sir William said, "In the early days the Government used to encourage the industry by supplying mills with ironwork and machinery. This had the effect of bringing a number of small mills into existence which are the parents of the present industry."

Sir William is a firm believer in the future of the milling industry and its development with regard to the export trade of Canada.

"Sir William has been a hard worker all his life," was Lady Howland's comment as the reporter was departing. "If some of the young men of to-day would work as hard and endure the same amount of rough life that he did, they would have far more chance to enjoy the good health, and to live to the ripe old age, that he has lived."

**OUR EXPORT FLOUR TRADE.**

**Future of the Industry is Centred in It.  
A Brighter Outlook.**

The whole future of the Canadian milling industry is centred in the export trade. The present capacity of the mills of this country is such that were they to be run steadily for three months the domestic market would be stocked with sufficient to last a year. Thus, if the product does not find an outlet to the more populous portions of the world, where there are millions to be fed and where there is a never-failing demand for the first-class article, more than half of the mills of the Dominion would be out of business in a very short time.

On the other hand, the world's population is increasing very rapidly and with it, as a matter of course, the demand for bread.

Great Britain alone imports nearly \$15,000,000 worth of flour in a year. Of this Canada supplies only \$800,000 worth, hardly a drop in the bucket.

It is said in regard to the United States, that the population of that country is increasing so rapidly that it is almost certain that within a generation the people will consume all the wheat grown in her borders and will be driven to import or at any rate to keep all its wheat for its home requirements.

Russia, too, it seems, must soon be out of the export <sup>rice</sup> as her population is increasing so as to require nearly all the home product, and as for Siberia, her arable lands will never produce enough to feed the population of that country.

Although we are at present sending a comparatively small quantity of flour to the West Indies the market there is a good one, if we can only adopt the right method to secure it.

Newfoundland and the little French islands, St. Pierre and Miquelon, at the mouth of the St. Lawrence, are liberal users

of the Canadian product, and the trade there though not likely to increase greatly, should be a steady one.

**OUTLET FROM THE WEST.**

Another market, and a most likely one if properly looked after, is the outlet from the West to China, Japan and Australasia for the wheat and flour products of the Canadian Northwest. At present China is not a great wheat-consuming country, but the Celestials are beginning to take an interest in our flour and there are possibilities of their becoming large consumers of it in the years to come. Japan is already quite an importer of flour, the United States doing a very nice little trade there. Australasia is itself a wheat-exporting country, but, nevertheless, during the last few years a great deal of wheat and flour has been imported by some of the colonies in that part of the British Empire. The drought has been the chief cause for this importation, but the people have now come to recognize the superiority of our Manitoba hard wheat, with the result that they will always want some of it. Canada is, as yet, a small competitor in the market, but with

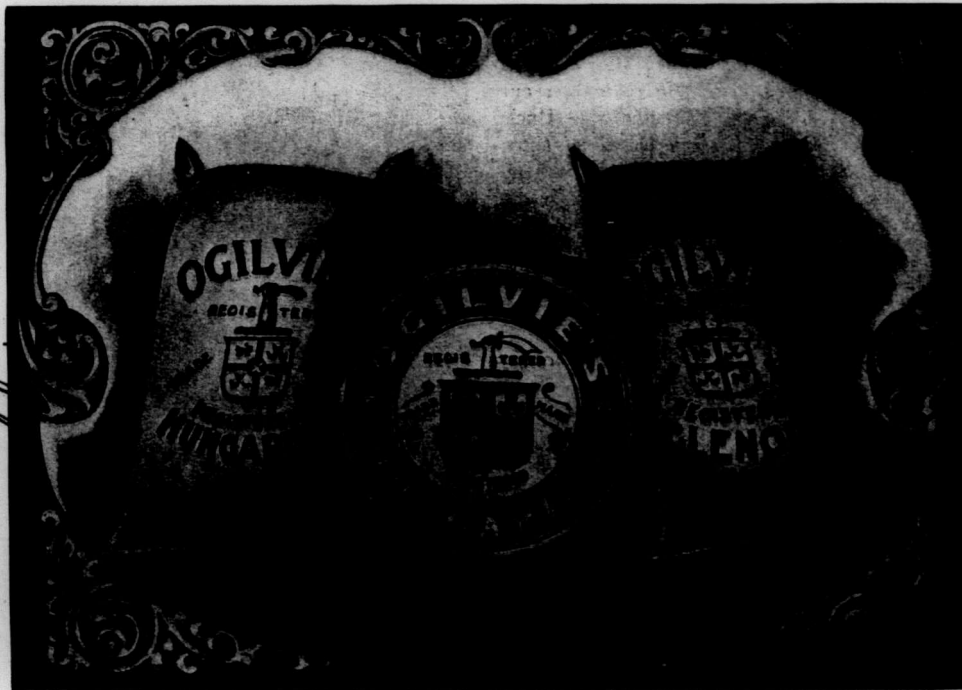
universal reputation as the finest wheat in the world, and there is no reason to doubt that within a few years the amount for export will be doubled. One of the best evidences of this is that, at the Paris Exposition last year, Manitoba wheat won the gold medal for the best wheat in the world, against all comers. This was also her proud position at the World's Fair in Chicago.

Next to Manitoba's wheat export is her flour export, which, like her wheat, is unsurpassed.

**EXPORT AND THE SMALL MILLER.**

It has been said that it is only the large miller who is interested in the export trade—that it is he only who can afford to compete in the outside markets. This is a serious mistake. The smallest miller in the country is as deeply interested in the export trade as is the owner of the Ogilvie or some other of the big mills. As a matter of fact, during the past six months, the major part of our exports of flour have been from the small millers who were enabled to buy

1901  
1890  
24-5-01  
To Manitoba office



Three Well-Known Brands of Canadian Flour.

the great wheat possibilities of the Northwest there is no reason why a great share of this trade should not be hers.

And so on, the list might be extended. The end of the Boer War will see a great opening up of trade in South Africa. Already some of our flour has found its way to that country, while the advance of civilization and the consequent extension of trade makes an unlimited field for first-class food products.

**MANITOBA WHEAT WON GOLD MEDALS AT PARIS.**

One of the peculiar advantages which Canada occupies is that the wheat grown in the Northwest Territories is of the hard variety which has become so desirable for blending with the soft wheats for milling purposes. Hard wheat has certain bread-making qualities, which soft wheat does not possess, and once used is always used.

Wheat is Manitoba's main export, and the trade has grown from a few thousand bushels ten years ago to 30,000,000 bushels in 1900. Manitoba No. 1 hard wheat has won a

their wheat from the farmers at the mill doors at close cash prices, while the large millers were handicapped by the freight they had to pay on their car wheat inwards.

Even should the small miller never export a car of flour or sell a car for export, yet this trade is his only salvation and his interests are bound up in it, for every order which his larger neighbor may receive from abroad, removes that much competition in his local trade, as the big miller would be compelled to find a market at home for his products if he cannot export them. The revolution of the system and the tendency of the times everywhere has had substantially the same effect upon the small mills. When England adopted modern milling, the big mills, together with competition with American flour, drove hundreds of little local mills out of existence. The same has already happened in Canada and is going on to-day in Germany, where the small mills have been making themselves heard in their fight for life. So far as Canada is concerned, however, the struggle seems to be over

and has resulted in a field of usefulness and safety for the small mill. A large proportion of them seem very certain of their future. There is unanimity of opinion that they are excellently equipped, and one of the best millers in the Dominion pays an interesting tribute to the quality of the product which some of the small mills are turning out. The development of the export flour trade by the large mills seems greatly to aid them, by making home competition less keen. In fact it is quite apparent of late that the small mills of the Dominion are doing a more substantial business than for some years past, and the manufacturers of milling machinery are having quite a brisk trade, not only in overhauling mills already built, but in the erection of new plants. While the new mills are of small capacity, the machinery is being so arranged that with little cost the output can be considerably increased.

#### EXPORT TRADE IN PAST YEARS.

Canada in the years gone by had quite a large foreign trade in flour. Her mills were equal to the best of that time, as they are to-day, and her old-time millers were second to none. There was produced in Ontario, which was practically Canada in those days so far as the milling industry was concerned, a wheat which made a very white flour, and color in the millstone period meant even more than it does to-day. This flour met with a ready demand in the Old Country markets and was of so desirable a character that even our cousins to the South contracted the habit of using it. Uncle Sam, of course, could not stand this for any length of time, so he abrogated the old reciprocity treaty and there was an end to the export of flour in that direction.

Below will be found a table giving an idea of the Canadian exports for some forty-five years back:

#### EXPORTS FROM 1855 to 1900.

	Bbls.	Value.
1855.....	613,936	\$7,000,000
1860.....	854,773	4,766,122
1867.....	700,555	5,007,983
1868.....	310,144	2,190,099
1869.....	375,219	1,948,696
1870.....	382,177	2,302,149
1871.....	306,339	1,609,609
1875.....	302,783	1,545,242
1876.....	419,936	2,205,467
1877.....	276,439	1,525,230
1880.....	561,484	3,019,717
1882.....	501,455	2,469,900
1883.....	526,340	2,703,048
1884.....	284,504	1,440,675
1885.....	161,054	716,739
1887.....	531,152	2,366,472
1888.....	255,883	1,603,712
1889.....	156,360	769,478
1890.....	149,959	661,072
1891.....	313,280	1,460,491
1892.....	399,118	1,860,300
1893.....	431,116	1,798,878
1894.....	480,275	1,842,875
1895.....	325,329	1,119,163
1896.....	244,290	895,148
1897.....	481,764	1,720,361
1898.....	1,254,864	5,446,016
1899.....	792,536	3,105,288
1900.....	768,162	2,791,885

From the above table it will be seen that the export trade of forty-five years ago was on the whole nearly as good as it is to-day. This is explained to a large extent by the fact that a great deal of the Canadian flour, before the abrogation of the reciprocity treaty, found its way into the United States. This event took place in 1866, and the result, in the falling off of our export trade a short time afterwards, is plainly apparent.

#### BARLEY EXPORTED FOR A TIME.

But about the same time it was discovered that if Canada could produce a wheat unrivalled for color, she could also produce a barley having the same characteristic, and our

worthy Uncle, being a little more particular about his beer than he was about his bread, took to it mightily. Under the stimulus of Uncle Sam's drouth the price of barley soon caught up with the price of wheat, bushel for bushel, then passed it with a rush. The Ontario farmer saw his opportunity and was not slow to take advantage of it. He dropped the raising of wheat and went in for the raising of barley in large quantities. This, of course, soon affected the price of wheat in its turn. It rose a few cents above the export basis and there it stayed. Year after year it stayed there and so ended the first chapter of the Canadian export flour trade.

#### YEARS OF THE SURVIVAL OF THE FITTEST.

With the price of wheat above the export basis, and scarce at that, a market limited thereby to the confines of our own country and a milling capacity amply sufficient to supply in an eight weeks' run all the requirements of that market for a whole year, it will be seen that all the necessary elements



Some of the 64 Manitoba Elevators of the  
W. W. Ogilvie Milling Co.

were present for a very pretty scrap. And a pretty scrap it was too, as those who were able to emerge from it can testify. Many mills, busy and prosperous in their day, went down with the decline of the export trade and, with their extinction, it is to be presumed there was a survival of the fittest.

#### REVIVAL OF THE EXPORT TRADE.

The revival of the export flour trade dates from the passing of the McKinley Bill, which, at one fell swoop, killed the Canadian barley trade too dead to bury, and at the same time forced the Ontario farmers back into the raising of wheat. The farmers were not reconciled to the situation. It required a great deal of philosophy to give up raising dollar barley for sixty-cent wheat, and it was not until the crop of 1897 that the trade could be said to have made any substan-

# EXPORTERS

OATMEAL  
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 SPLIT PEAS  
 OATS, PEAS  
 FLOUR, SEEDS.

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 & GREENING**

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Gold Seal, Cook's Pride, Bakers' Flour.  
 Also 90 per cent. Pat. Flours for Export.

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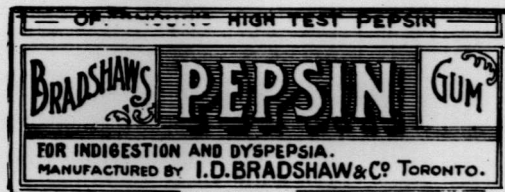
## STUCK ON IT



WILLIE SLICK--Plays a trick,  
 Father's chair--Puts gum there,  
 Willie's luck--Father's stuck-



ON . . .



Give us a trial order and you will be stuck on it too,  
 and use no other.

**I. D. Bradshaw & Co.**

Manufacturers

TORONTO, ONT.

tial headway. That year found Europe with a serious shortage and Ontario with the greatest crop in her history. Our mills ran night and day and our millers fairly tumbled over each other in their efforts to supply the European demand. The year will go down on record as the greatest in the past history of the export trade in Canada. In that year, ending June 30, 1898, our flour exports totalled over 1,250,000 barrels, or nearly twice as much as any one year previously. The wheat crop of 1897, however, was not of good quality, being rather softer than usual. Prices were not so good either, and the Canadian flour could be manufactured and exported and put on the English market and sold at an easy competing figure, and still net a fair margin for the exporter. In that year Great Britain and Newfoundland took immense quantities while the British West Indies and the United States bought liberally. Verily it was a time of rejoicing for the Canadian miller.

Then came a reaction. The quality of the flour shipped over during the prosperous year was not of as good sample as it should have been, owing to the softness of the Ontario wheat crops, and this militated against our reputation.

#### MARKET WIDE OPEN TO-DAY.

This prejudice has been overcome since, however, by the excellent quality of later shipments of Canadian flour, and the market is wide open for us to-day.

We herewith present an interesting table of the Canadian flour exports to the various foreign countries during the last quarter of a century. This table is well worth the careful study of any one interested in the trade.

CANADIAN FLOUR EXPORTS DURING QUARTER OF A CENTURY.

Exports of Flour.	1875. Bbls.	1880. Bbls.	1885. Bbls.	1890. Bbls.	1895. Bbls.	1898. Bbls.	1899. Bbls.	1900. Bbls.
Great Britain .....	158,821	459,707	92,466	102,536	111,588	908,756	540,971	455,075
Australia .....						25,351	17,107	39,560
British East Indies .....						250		
British Guiana .....					300	2,189	2,178	1,110
British West Indies .....	41	809	114	230	3,581	15,288	21,890	12,635
Hong Kong .....					4,500	1,005	1	2
Newfoundland .....	99,785	91,202	62,298	37,805	190,829	286,353	179,103	218,332
Brazil .....						1,017		
Holland and Belgium .....						150	250	4
Sweden and Norway .....						57		
China .....						5		
Germany .....			2		490	593	500	1,000
Japan .....				3	1,000	5		2,379
Hayti .....					1,412	590		
St. Pierre .....	8,651	1,419	1,371	1,049	2,287	3,237	778	1,757
United States .....	35,160	8,267	4,313	8,052	3,649	7,914	5,052	3,834
Danish West Indies .....				25	485	343	42	2
French West Indies .....				20	1,005	485	886	300
Spanish West Indies .....	375	80			3,949	1,213	19,962	
Dutch Guiana .....				25				
French Guiana .....								
United States of Col- ombia .....				80	194			175
Portugal .....			430					
Central American States .....			40					
British Africa .....								34,457
Cuba .....								25
France .....								515
Gibraltar .....								538
Spain .....								800
Mexico .....								2,760
Total .....	302,783	561,484	161,054	149,959	325,329	1,254,664	792,536	768,162

By it it will be seen that the exports of flour in 1899 were, with the exception of the abnormal year of 1898, the largest in the history of the country, being 792,536 barrels. Those for 1900, though a little behind the previous year, nevertheless make a pretty good showing, better perhaps than was expected.

The amount of flour exported during 1900 was divided by the Provinces as follows:

Ontario.....	287,771	\$ 932,643
Quebec.....	287,762	1,215,475
Nova Scotia.....	29,253	107,904
New Brunswick.....	42,828	178,782
Manitoba.....	92,969	293,501
British Columbia.....	27,464	63,142
Prince Edward Island.....	115	435

#### MEAL EXPORTS.

The oatmeal exports from Canada during the fiscal year ending June 30, 1900, totalled 745,867 barrels valued at \$474,991 as against 119,986 barrels, amounting to \$396,568 in

1899. The export of Indian meal totalled 1,113 barrels valued at \$2,496 as against 1,674 barrels valued at \$3,961, and under the caption "all other meals," the exports totalled 7,231 barrels valued at \$15,225 as against 2,436 barrels valued at \$5,288.

The wheat exports for the year totalled 22,456,517 bushels valued at \$16,368,889 as against 17,468,559 bushels valued at \$14,043,972.

The future of the export trade depends on the quality of our product and on the price. There is no doubt that we can produce the best wheat and from it the best flour to be produced anywhere. Once, therefore, we can reach the foreign market at a competing price, which, owing to the better arrangement of freight rates from time to time, seems possible, the trade is an unlimited one.

### W. W. OGILVIE MILLING CO.

There is one milling concern in Canada that can produce more flour in one week than all Canada exported in a year 100 years ago. In 1802 the Dominion exported 38,000 barrels of flour. To-day the W. W. Ogilvie Milling Company, with their four large mills, have a capacity of 7,500 barrels a day or 45,000 barrels a week. More than that. They can store five times as much wheat as Canada exported in one year a century ago. In 1802 we exported 1,000,000 bushels of wheat. To-day the W. W. Ogilvie Milling Company have 64 elevators with a capacity of 5,000,000 bushels. These facilities make the firm the largest milling concern in the British Empire.

It has a history of 50 years and is closely associated with the progress made in the industry during that time. During the early decades of the century primitive methods prevailed. There was but a small population in Lower Canada and what is now Ontario and Manitoba, while the Northwest and British Columbia were then unknown. And yet these are the most productive fields to-day. The Canadian farmer brought his grain to the miller, who ground it, retaining a quarter of the whole as his share in the transaction. Gradually, however, these conditions changed. Brokers entered into the business, buying grain directly from the farmers and having it milled at different points, such as Back River, Point St. Charles, or Lachine. The building of the Lachine canal gave a water-power and also served to open up communications with Upper Canada. Soon large quantities of wheat were being carried through the new waterway to Montreal.

This traffic in wheat and the newly-afforded power facilities led directly to the establishment of mills in Montreal. Out of the movement the W. W. Ogilvie Company sprang into existence. In 1852 Hon. A. W. Ogilvie built the Glenora mills on the canal and the firm commenced the making of flour on a large scale. The extension of The Grand Trunk Railway and the construction of the Buffalo and Lake Huron line, tended greatly to the expansion of trade. Year by year, grain was taken from points farther west. By 1865 the flour market of Montreal had become the largest on the continent. Montreal had the whole business of the Lower Provinces, Gaspé, Prince Edward Island, and the Halifax and St. John districts.

In 1875 another important move was made along the line of the investigation of the wheat-growing capabilities of the soil of Manitoba. Mr. W. W. Ogilvie journeyed thither and found that the soil of Manitoba was probably the best in the Dominion for the purpose of wheat-growing. The C. P. was built and Messrs. Ogilvie were the first to import Manitoba wheat, the cultivation of which is now so rapidly increasing.

It was mainly due to the able management of the late Mr. W. W. Ogilvie that the business of the Ogilvie Milling Company grew to its present dimensions. At present the company owns and operates four large flouring mills situated in Montreal and Winnipeg, of a total capacity of 7,500 barrels. It also

owns 64 elevators in the Province of Manitoba and the Northwest Territories, having a capacity of 5,000,000 bushels of wheat. The capital of the company authorized by Act of Parliament is \$2,500,000. The head office is in Montreal, with branches in Winnipeg, Toronto, London, Ottawa, and St. John, N.B. The business of the company is not confined to Canada, but extends to the British Isles, South Africa, Australia, New Zealand and the West Indies.

The leading brands of flour produced are: Ogilvie's Hungarian (first patent); Ogilvie's Best (first family flour); Ogilvie's Glenora (second patent), and Ogilvie's Manitoba (strong bakers').

The following are the officers of the company: Directors: A. E. Ogilvie, President; A. Macnider, Vice-President; W. Watson Ogilvie, S. A. McMurtry; F. W. Thompson, Winnipeg, General Manager; S. A. McMurtry, Treasurer; T. Williamson, Secretary.

steered the enterprise through the trials and struggles of a business career, each year recording another milestone of advancement. We say trials and struggles, for the prosperity which the firm enjoys to-day is but the outcome of the unremitting efforts of the head of the firm through many years of early anxiety. Twice the business was burned out, and twice begun again.

Four years ago McIntosh & Son took possession of their present large premises, having a frontage from 113 to 125 Front street east, and extending back to the Esplanade. The mill stands near the water front, and though not perhaps the largest, yet it is acknowledged to be one of the best and most up-to-date cereals mills in the country. The dimensions are 120 x 40 ft., four storeys in height and it has a capacity of 5,000 barrels a month. An immense storehouse, 458 x 50 ft., three storeys in height, extends from Front street back to the Esplanade. This building is also splendidly equipped and has



W. W. Ogilvie Milling Co.'s Winnipeg Mill.

### **P. McINTOSH & SON, Cereal Millers, Toronto.**

The age when everybody was content to consume the proverbial "peck of dirt" with his food supply is fast falling into disrepute. With the advance of the times, men and women, contrary to the scriptural injunction, are taking more and more thought as to what they shall eat and what they shall drink and wherewithal they shall be clothed, and the business house which would increase its trade is the one which keeps abreast of the times in this respect.

#### PROFITED BY THE EXAMPLE.

A firm which has profited by this example is that of P. McIntosh & Son, the well-known cereal millers of Toronto. This firm began business in the "Queen City" 26 years ago in a very humble way, their total stock in trade consisting of a flour and feed store at 109 Front street east. Though the style of the firm was P. McIntosh & Son, the virtual head of the concern was the son, the late James McIntosh, who started the business in conjunction with his father, whose interests he subsequently purchased, and who, up to the time of his lamented death a year ago, for a quarter of a century

facilities for handling 1,000 bushels of grain in 25 minutes. Great bins containing thousands of bushels of wheat, oats, corn and other cereals are to be found on the ground floor, while the other flats are occupied by the various branches of the industry. The firm has excellent shipping facilities, having a private siding connecting with both the G. T. R. and C. P. R., and also being able to ship by water to any point on the lakes or to Montreal.

#### CEREAL GOODS THEIR SPECIALTY.

The manufacture of high-class cereal foods is a specialty with McIntosh & Son, and they certainly have excelled in this line. They manufacture everything of the cereal kind, and their breakfast foods, well known as the "Crown Brands," are described as delicious, appetizing, easily digested and invigorating to body and mind. A brand which has done much to build up their reputation is "Swiss Food." This is an ideal breakfast food, made from the choicest selected white wheat. It is rich in gluten, thoroughly cleaned, the outer husk of the grain being removed and then prepared by the firm's own peculiar process, which preserves all the food properties and natural nutriment. Swiss Food is endorsed by leading physicians. It is most valuable to invalids,

To Mill Office 24-8-01



athletes, and in fact to workers in every sphere. This article has a very large demand with the Canadian trade and will be found in all leading grocery and feed stores from one end of the continent to the other. They are sold only in packages—never in bulk.

#### LARGE EXPORT TRADE.

"Beaver Oats" is the name of another of their leading cereal foods. This is the product of Canadian white oats, carefully selected and scientifically prepared by a new patent process giving them a rich, nutty flavor possessed by no other meal. They are perfectly free from hulls, black specks, oily substance, etc., so common to other cereals.

While enjoying a large local trade McIntosh & Son's reputation is not confined to Canada alone. They export great quantities of their cereal products to Great Britain, the West Indies, South Africa, and elsewhere. Their brand of "Beaver



C. B. WATTS,  
Secretary Dominion Millers' Association.

Oats," manufactured specially for the export trade, is quite as popular with foreigners as "Swiss Food" and some of their other brands are at home.

#### OTHER LINES ENGAGED IN.

In addition to these standard lines the firm manufacture a beautiful corn cereal known as "Grains of Gold," a self-rising buckwheat flour, delicious for pancakes, etc.; all of which are noted for their excellence.

Another important branch in which they are engaged is the shipping of grain, and the buying and pressing of hay which is shipped to all parts of Canada, Great Britain and other foreign countries. They have elevators at several different points along the railroads and hay presses, which are moved from place to place as occasion may require.

#### EMPLOY LARGE NUMBER OF HANDS.

McIntosh & Son employ some 75 hands. They have eight travellers on the road, while 18 horses and wagons are kept busy delivering goods to their Toronto trade alone. In addition to this the firm have agents at several of the principal outside cities, their representative in England being Mr. Wm. Gunn, 16 Carmichael Road, South Norwood, London, S.E.

Messrs. P. McIntosh & Sons are nothing if not ambitious and the excellent quality of their cereal goods has won for them an enviable reputation both at home and abroad.

#### INTERESTING EQUIPMENT.

To any person interested in mechanics, nothing can be more interesting or instructive than a visit to a well equipped cereal mill, especially in these days when machinery does so great a part of the work. McIntosh & Son, as before stated, have one of the best equipped mills in the country. Their mill is supplied with some wonderful inventions in machinery for the manufacture of the various cereal goods. An automatic weigher tells to a pound how much grain goes through the various grinding machines, and in this way a strict record is kept by the miller of the exact quantity of the raw material required for the production of the finished article. Another ingenious device is to be found in their mill for the assorting of oats for the famous "Beaver Oats." This machine is so constructed that every single oat which goes through it is turned on end and so passes into another "sifter" and on through the process of manufacture. An immense wide belt runs the whole length of the warehouse and on its broad and rapidly moving surface thousands of bushels of grain pass daily to the various bins provided to accommodate it. And so on, many more of the various modern machines invented by the master mind of man for the improvement in the manufacture of his food products are to be found in this well equipped establishment.

#### SPLENDID SYSTEM.

In a business of the magnitude of this sort it can be readily understood that a proper system of management contributes largely to its success. This element is not lacking in the McIntosh establishment, every detail from the buying of grain to keep the large mill going to the packing of the finished material in neatly decorated boxes, is conducted with clockwork precision. Nor is this all.—The sales department is most efficiently managed, and, this too, is backed up by a thorough system of shipping. Whether the order be received from a nearby Toronto house, from an outside Canadian town, or from some remote foreign country, it receives the same prompt attention and the goods are despatched with the same careful supervision of detail as to correct quality, quantity, etc. The shipping facilities of the firm and their ability to fill large orders on the shortest notice have already been referred to.

Quality of goods, prompt and careful delivery, and honorable business methods may be characterized as the secret of success of any enterprise, and these requisites have never been lost sight of by McIntosh & Son.

#### THE PRESENT OWNER.

The present owner and manager of this large enterprise is Mr. Reginald McIntosh, a son of the late proprietor. Though yet a young man, Mr. McIntosh, jr. has inherited from his father sound business principles which augur well for a continuance of success under his management.

#### A. CAMPBELL, Queen City Mills.

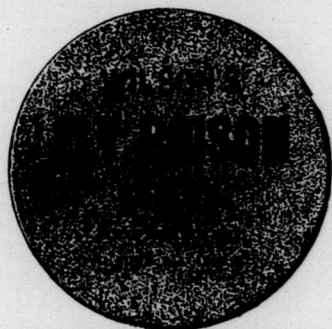
The Queen City Flour Mill, situated at Toronto Junction, is the home of an industry fully in keeping with the growth and enterprise of the city from which it takes its name. These mills are owned by Mr. Archibald Campbell, Ex-M.P. Mr. Campbell is a life-long miller, and, in fact, comes from a family of successful millers, their name having being identified with the largest mills of Kent and Elgin counties for many years back. His

#### MILLS AT TORONTO JUNCTION

which stand near the G. T. Ry. and C. P. Ry. are among the more modern of Canadian mill buildings, being erected less than ten years ago. Previous to this time Mr. Campbell was identified with the same enterprise in Chatham and St. Thomas. The buildings comprise a large red brick mill, five storeys in height, an elevator with a capacity of 120,000 bushels, large storerooms and warehouses, cooper shop, drying

**P. R. MILLER****Flour Merchant  
and Exporter.****CORRESPONDENCE SOLICITED.****TORONTO, Ontario, Canada.****511 Board of Trade.****DIXON BROS.**

Importers of

**OYSTERS, FISH, FRUIT, Etc.****HAMILTON, ONT.**Importers and Exporters of Foreign and  
Domestic Fruits of all kinds—green and dried.  
**CORRESPONDENCE SOLICITED.****ARCHDALE WILSON,**

(Formerly of Archdale Wilson &amp; Co., Wholesale Druggists)

**HAMILTON, ONT.**

Manufacturer of

**FLY POISONS**for the  
Wholesale  
Trade.**WILSON'S FLY PADS.**

Introduced in 1878.

**SMITH'S FLY SQUARES.**

Introduced in 1888.

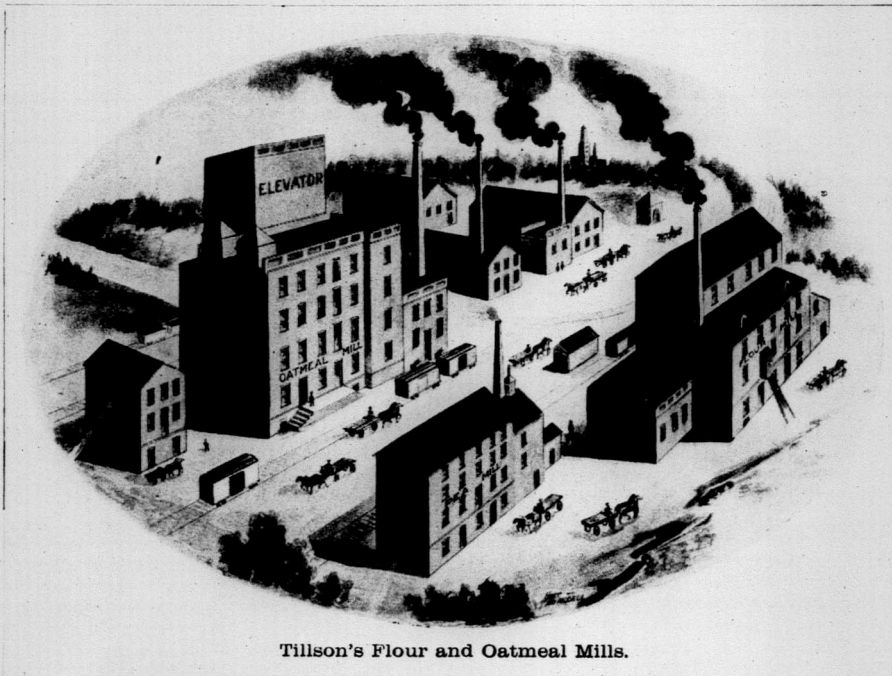
**My annual sales are more than double that of all other Fly  
Poisons combined.****MY GOODS YIELD THE WHOLESALE A VERY LARGE PROFIT.**kilo, office building, etc., the whole, with their complement of  
men, forming a colony as it were, all engaged in the one  
enterprise of turning out high-class Canadian flour for the  
local and foreign markets.**TWO MILLS IN ONE.**The mill proper has a capacity of no less than 70  
barrels a day and is supplied with the latest modern  
machinery. In fact, the whole equipment of the large estab-  
lishment is in every respect that of a high-class milling enter-  
prise. A feature worthy of attention is that, though under one  
roof, Mr. Campbell's mill is divided into two separate parts,  
the one devoted to the manufacture of flour from Manitoba  
wheat only, and the other to the manufacture of Ontario  
flour. It is claimed by those who ought to know that this is  
the only correct method of manufacturing these flours, keep-  
ing them distinctly separate except in cases where the blended  
brands are desired.**STANDARD BRANDS OF FLOUR.**Mr. Campbell's brands of flour are well known, not only  
all over Canada, but in Great Britain, Newfoundland and the  
West Indies, to which countries he exports largely. The stan-  
dard lines are as follows: "Toronto's Pride," a high-class  
pure Manitoba patent; "Queen City," a popular family flour  
made from Manitoba and winter patent; "Monarch," a pure  
winter patent for family use; "Parkdale," 90 per cent.  
winter patent, good for pastry; "Gem," a flour very popular  
in the West Indies, and "Tower," a feed flour.**KEPT APACE WITH THE TIMES.**Mr. Campbell is a miller who has kept abreast with the  
times. His long experience with the milling industry has  
taught him that, to hold the trade, all flour manufactured  
must be of strictly first-class quality. Many changes have  
taken place in the evolution of the milling system since Mr.  
Campbell commenced the enterprise, but he has always beenamong the first to introduce modern methods as soon as con-  
vinced of their efficacy. His name on a barrel of flour is a  
guarantee of quality, and to this cause much of his success is  
due.**A LARGE TRADE.**Mr. Campbell has a large trade in the city of Toronto and  
also among outside dealers, the Maritime Provinces showing a  
particular preference for his brands. In addition he is a large  
exporter as already mentioned. He will be pleased at any time  
to correspond with those interested in the trade. Long experi-  
ence with careful attention to the requirements of the trade  
and honorable business methods have placed Mr. Campbell in  
the ranks of the leading millers of Canada to-day.**A MODERN MILLING PLANT.****The Tillson Company, Limited, Tilson-  
burg, Ontario.**There are few names which for so many years have been  
more prominently identified with the milling industry in  
Canada than the name Tillson. There is a long history of  
persevering determination crowded into the years since E. D.  
Tillson, over half a century ago, laid the foundation of the  
present splendid milling plant, by the erection of a small  
flour and grist mill.The history of the growth from the one small mill to the  
modern roller flour mill, of the gradual addition of the oat-  
meal mill, split pea and barley mill and later of the corn mill  
plant, is an interesting chapter of success. But we wish to  
speak, not so much of the story of the past achievement, but  
rather the commanding position in which the past effort has  
placed the Tillson Company, Limited (which in 1895 succeeded  
to the business of E. D. Tillson; the managing directors of

the company being his two sons) to do business at the present day, both for home and export trade.

Before taking a glance at the mills, notice a moment that important factor to any successful business, viz.:—the shipping facilities, for the plant and railways bear the same relation to one another as does the human heart to the veins and arteries of the human body—"useless without each other."

When we come to see the exceptional opportunities Tillsons have for sending their products abroad we are not surprised that, coupled with the fact of their high quality, they are so widely known, for few towns can boast of such excellent shipping facilities as Tilsonburg.

The Grand Trunk Railway with its many lines tapping the grain-growing districts of Ontario and its Montreal and Portland terminals. The Michigan Central Railway with its excellent Boston and New York connections; also the Wabash Railway operating through Canada, the southern line of the Grand Trunk Railway, and bringing the corn-growing areas of the Western States in direct communication, and lastly a short road with an important future, The Tilsonburg, Lake Erie and Pacific Railway, operating at present from Tilsonburg to Port Burwell, giving Tilsonburg a lake port a few miles away. This



Tillson's Flour and Oatmeal Mills.

road is already building an extension to Ingersoll there to connect with the Canadian Pacific Railway.

With characteristic enterprise, all these roads are made tributary to the Tillson mills by a short line known as The Tillson Spar Line Railway, which connects with each of these systems so that it is a daily occurrence to see the engines of four different roads hauling cars to and from the mills.

Another striking feature of the modern milling plant is its many-sided equipment, for not only is nearly every important food product which can be made from grain here manufactured, but also the staves, hoops, heading and all the material for making the barrels are made by their own plant from the log timber.

Speaking generally all flour mills may be said to be much alike, but here it is in evidence that there may be a whole world of difference in even flour mills.

It is very easy to glibly claim these days that—"We make the best." These words, when used in reference to Tillsons' flour, bear their old-fashioned meaning. Here is found an ideal combination—a mill in which not a single necessary machine for making high-grade flour is missing, and also a miller who has mastered the flour-making business, and the results of the union count in the quality of the flour produced.

There is no such thing as anything left to guesswork or chance, so that every barrel has behind it the certificate of "I know it is made right."

The flour finds its principal market in the Provinces of Nova Scotia, New Brunswick, Prince Edward Island and also in Newfoundland and the Bahamas and considerable quantities are also exported to Liverpool, Glasgow and Bristol.

Perhaps the very best tribute to the high regard in which the flour is held is the fact that the mills are kept running steadily night and day throughout the whole year to keep abreast of orders and then it is with the greatest difficulty. The matter of doubling the capacity of the flour mill is now under consideration and it is a likelihood of the near future.

The name "Tillsons' Pan-dried Oats" (the registered trade name under which their oatmeal is sold), has become a household word in Canada.

The present large brick building of five storeys, with its large brick elevator was erected in 1885 to replace its predecessor which was burned early the same year (Mr. Tillson having first started the manufacture of oatmeal in 1872.) The mill was equipped with the most approved machinery and a drying process, which has done so much to make the use of rolled oats popular. Year by year, as new ideas have come to light, new machinery has been added in order to keep in the very front rank.

From the very outset "Pan-dried Oats" became famous and their fame has continued to grow every year. It is not our purpose to attempt a description of the intricate process through which it is necessary for the grain to pass from its entry to the mill until it becomes ready for the table, though few people have any conception of the difficulty that attends the making of their favorite breakfast dish.

Besides the home trade, which is especially catered to—rolled oats are being more generally used in Europe and large shipments are now made to the German market; shipments to the British market are principally "Medium Cut" and "Pinhead Oatmeal." Of these grades, shipments are nearly always en route to Liverpool, Glasgow, Bristol and London.

Here is also made "Molina Rolled Wheat"—a companion breakfast food to rolled oats—made from white wheat after having been scoured of its outer bran and cleaned by a water process—is kiln dried and rolled into thin flakes.

The manufacture of split peas does not require any description. It may be mentioned that the West Indies are the principal market for this product, being largely used on the sugar plantations. Large shipments are also made to London and find their way to South Africa.

To enter into the details of the many products would occupy too much space, but in order to give a slight idea of their variety, it may be mentioned that oftentimes 20 different products and kinds of flour are shipped in a single car.

These few facts, hurriedly gathered by a representative of "The Canadian Grocer," give but a feeble idea of the splendid scope of this industry, which has done so much to make Canadian products known abroad.

### THE ROYAL DOMINION MILLS.

The Royal Dominion Mills, whose advertisement appears on page 10, is the name of another of the leading flour industries of Canada. These mills include a large stone building, with warehouses, etc., situated on the water front at the foot of Bay street, Toronto. The mills are equipped with the most modern machinery and have a capacity of 700 barrels of flour a day. The firm, besides a big local trade, ship largely to the Eastern Provinces and also export a great deal of flour, their brands being well known and established both with local dealers and with importers in the Old Land, etc. Their shipping facilities are unsurpassed, the firm being in a position to ship both by water and rail on the shortest possible notice. They will be pleased to correspond with intending customers.

# The Native Wines of Canada.

*Adaptability of Ontario for the Industry—Disabilities of Inland Revenue Regulations—The Export Trade and its Drawbacks.*



CANADA has been so often described as "Our Lady of the Snows," that the impression has gone abroad that this is about the only article which we can produce in perfection.

The impression is most erroneous, and is one which has done us considerable harm.

## WHAT WE REALLY ARE.

When it is believed that we have one of the greatest wheat-producing countries in the world, that we possess splendid facilities for stock-raising and dairying enterprises, and that we can produce the finest apples that can be grown anywhere, to say nothing of our manufacturing, mining and other industrial enterprises, then the residents of the Older Land will get some idea of what we really are capable of.

## TROPICAL INDUSTRIES TOO.

And our enterprises do not stop here either. We are even busily engaged in some of the industries which are native to the tropical climates, and pursue them, also, with a marked degree of success. For Canada can grow grapes and produce native wines which compare most favorably in quality with those of sunny Spain and other countries famous for these beverages.

Surely, then, the icy impression left by the title, "Our Lady of the Snows," should melt before the warming influence of a bottle of our delicious and sparkling Canadian Catawba.

## THE WINE-PRODUCING AREA.

The wine-producing country of Canada may be described as that portion of Ontario lying south of a line drawn from Hamilton to Windsor. Grapes are grown in other sections, but the conditions are not as favorable for wine-producing, as that part of the country to which special reference has been made.

## PELEE ISLAND AND NIAGARA DISTRICTS.

The area of vineyards in Ontario is about four thousand acres. These are located in the Niagara peninsula, commonly called "The Garden of Canada," on along the north shore of Lake Erie and up to Sandwich. There are about four hundred and fifty acres of vineyards on Pelee Island. This island is the most southern point in Canada, and being so far south and in the middle of Lake Erie the late spring and early autumn frosts do not occur as on the mainland. It is here, because of its splendid tropical climate, that the Catawba, Cabella and Virginia seedling grapes can be more thoroughly ripened than in any other part of Canada.

## "CONCORD" THE PRINCIPAL GRAPE.

The principal grape in Canada is the "Concord." It is hardy and can be grown in any part of Southern Ontario, but as it does not produce as high a grade wine as some of the other varieties it is naturally lower in price. The Catawba is generally about twice the price of other grapes, and this accounts for the fact that Catawba is among the higher-priced wines produced in Canada.

## DATES BACK THIRTY YEARS.

The Canadian wine industry dates back about thirty years, though the first fifteen of these were not particularly eventful ones. During the latter period, however, the industry has developed very rapidly.

## LAST CENSUS RETURNS.

The last Dominion census returns gave the following figures with regard to the industry:

Capital invested.....	\$396,475
Wages paid.....	37,995
Value of products.....	249,489
Number of industries.....	41
Number of employes.....	150

As the census was taken ten years ago, the figures of the census recently taken will undoubtedly show a considerable increase.

## THE EXPORT TRADE.

The export trade in Canadian wines does not amount to very much. Some of the larger firms are doing a little, however, and are gradually gaining ground in the foreign markets. The United States and the West Indies have proved our best customers in this respect. A small amount has also been shipped to Great Britain and to Newfoundland.

## EXPORTS SINCE 1890.

The following are the total exports of Canadian wines since 1890:

	Gals.	Value.
1890.....	359	\$ 379
1891.....	1,278	1,435
1892.....	932	1,148
1893.....	1,732	2,716
1894.....	449	802
1895.....	1,778	3,591
1896.....	585	1,207
1897.....	403	862
1898.....	609	1,057
1899.....	373	709
1900.....	1,008	1,765

The exports in 1900 were divided as follows:

	Gals.	Value.
Great Britain.....	8	\$ 28
B. W. Indies.....	520	758
Newfoundland.....	110	160
United States.....	370	819
	1,008	\$1,765

## QUALITY A FIRST ESSENTIAL.

As in all other Canadian industries, so in the manufacture of Canadian wines, quality has been made a first essential. Some of our wines have been sent to England for analysis and have received a very favorable report from experts there. In fact, it is more because of its quality, together with the indomitable enterprise of the Canadian manufacturers, that our wines have found any outside market at all. For in the matter of exporting they have been badly handicapped for some time. One of the chief reasons of this is because the manufacturers are not allowed to distill spirits to add to the wine without

excise duty being charged. This privilege is allowed in all the other principal wine-producing countries, thus giving them a great advantage over the Canadian manufacturer.

Canadian wines cannot be shipped to foreign countries without fortification, and the exporters require a rebate of the duty paid on spirits added to the wines for export. This was at one time allowed and the Government are now discussing its continuance. One thing is clear; if the rebate is discontinued the export of Canadian wines must cease.

#### LOSE A GOOD ADVERTISEMENT.

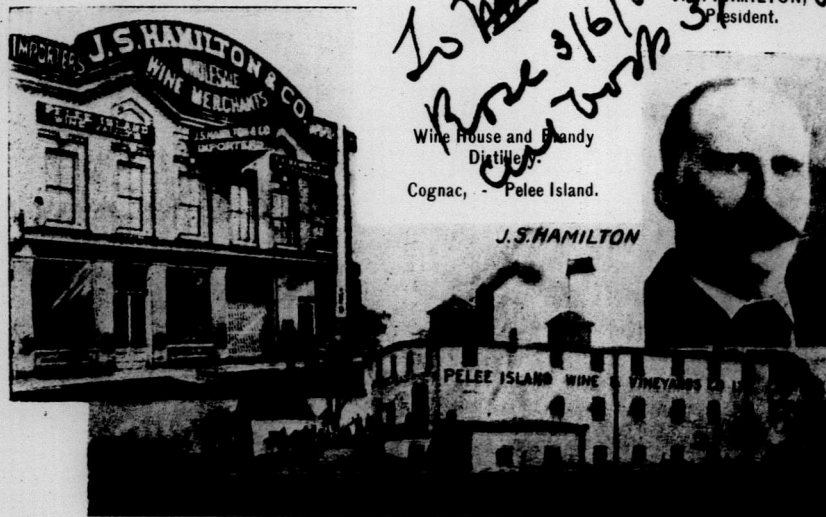
By this, if nothing else, Canada would lose one of its best advertisements as to its fine climate, for Canadian wines have no doubt done considerable in this regard, and an increase of her native wine exports would strengthen this reputation.

Were this discrimination removed the enterprise itself would also be greatly increased.

### PELEE ISLAND WINE AND VINEYARDS CO., Limited.

Prominent among the native wine interests of Canada is the name of J. S. Hamilton & Co., general agents of The Pelee Island and Vineyards Co., Limited, and whose wine houses at Brantford and Pelee Island here appear.

Head Offices, Brantford.



The advantages of Pelee Island as a grape-growing district were discovered in 1866, when the first vineyard was planted there by a company of Southerners. About 1870, they put a small quantity of wine on the market. There was a poor demand, however, and later they exported their grapes to Sandusky, Ohio, and had them made into wine there.

#### THE PRESENT COMPANY TAKES HOLD.

In 1873 J. S. Hamilton became interested in the vineyards and since then his firm have controlled their output. In 1889 the industry reached such proportions that The Pelee Island Wine & Vineyards Co., Limited, was formed, with Pelee Island its manufacturing and Brantford its storage and selling headquarters. In 1891 the company erected a large three-storey stone wine-house at the village of Cognac, Pelee Island, which, with its two towers, makes a fine appearance from the lake.

#### OTHER LINES WERE ALSO SUCCESSFUL.

In 1892 the company started a brandy distillery and placed its product on the market in 1895. It is a good brandy and has made a high reputation. In 1894 J. S. Hamilton & Co. commenced the manufacture of champagne under the supervision of an expert from the Champagne district of France.

The brand is "L'Empereur," and is a genuine fermented in the bottle champagne.

#### BUILDING UP EXPORT TRADE.

This firm have done most of the exporting of Canadian wines. They have agents in Great Britain and the West India Islands, and have been making shipments to these points during the last ten years.

J. S. Hamilton & Co., in November of last year, submitted samples of their wines, also "L'Empereur" champagne, to The Lancet Laboratory, London, England, for analysis, receiving a very favorable and encouraging report thereon.

#### ANALYSIS OF CANADIAN WINES.

Medoc (Chateau Pelee) extractives, 3.57 per cent.; mineral matter, 0.15 per cent.; alcohol, by weight, 10.69 per cent.; by volume, 13.24 per cent.; volatile acids, reckoned as acetic acid, 0.276 per cent.; equal to proof spirits, 23.21 per cent.; and sugar, 0.51 per cent. This is a red wine, simulating the red wine of the Medoc district. We do not doubt that it is a perfectly pure wine.

Dry Catawba: extractives, 2.29 per cent.; mineral matter, 0.115 per cent.; alcohol, by weight, 12.38 per cent.; by volume, 15.30 per cent.; equal to proof spirits, 26.82 per cent.; volatile acids, reckoned as acetic acid, 0.198 per cent.; fixed acids, reckoned as tartaric acid, 0.48 per cent.; and sugar 0.35 per cent. This is a dry wine, resembling sauterne. It is clean, on the palate, and sound; as will be seen, it contains a very small amount of sugar, and is therefore correctly described as dry.

St. Augustine: extractives, 12.19 per cent.; mineral matter, 0.11 per cent.; alcohol, by weight, 13.92 per cent.; by volume, 17.17 per cent., equal to proof spirits, 30.09 per cent.; volatile acids, reckoned as acetic acid, 0.132 per cent.; fixed acids, reckoned as tartaric acid, 0.247 per cent.; and sugar, 11.40 per cent. This is a red wine, possessing the style of port. It is quite sweet, as the figures of analysis will convey. It is a pure, sound wine, with good, fruity taste. It is intended chiefly for sacramental purposes.

L'Empereur: extractives, 4.675 per cent.; mineral matter, 0.105 per cent.; alcohol, by weight, 11.54 per cent.; by volume, 14.27 per cent.; equal to proof spirits, 25.01 per cent.; volatile acids,

reckoned as acetic acid, 0.168 per cent.; fixed acids, reckoned as tartaric acid, 0.48 per cent.; and sugar, 3.24 per cent. This is a Canadian champagne, and is a very good wine. Though described as dry, it contains a little over 3 per cent. of sugar, but it is not excessively sweet to the taste. Their champagne "L'Empereur," as will be seen by the analysis is a good sound wine and is sold at about half the price of French champagnes of equal quality.

The firm is an enterprising one, well officered and well managed, and has done much to advertise Canada in the building up of its wine industry.

#### OUTSIDE AGENTS.

A list of their outside agents follows:

Great Britain and Ireland—Stephenson, Routley & Co., 42 South King street, Manchester.

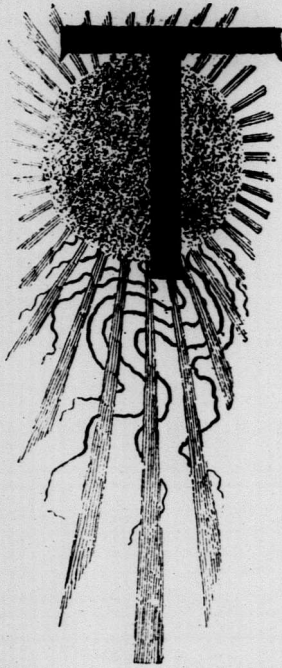
West Indies—C. C. Cody & Co., Kingston, Jamaica; W. I. Johnson & Co., Bridgetown, Barbadoes; John H. Hazell, Sons & Co., Kingstown, St. Vincent; Ottway Bros., St. George, Grenada; W. H. Fleming, Frederickstadt, St. Croix; A. J. Comache & Co., Antigua.

General agent for the Maritime Provinces of Canada—E. C. Scovil, 42 Union street, St. John, New Brunswick.



## Canada's Apple Industry.

*The Output in the Several Provinces - High Standard of Quality of Canadian Fruit - Dried and Canned Apples.*



THE APPLE," says Downing, "is the world-renowned fruit of temperate climates. From the most remote periods it has been the subject of praise among writers and poets and the old mythologies all endow its fruits with wonderful virtues. The Tree of Knowledge bore apples and the celebrated golden fruit of the orchards of Hesperus, guarded by the sleepless Dragon, was also apples, according to the old legends. Among the heathen gods of the north there were apples fabled to possess the power of conferring immortality. And many more silly legends might be told regarding it, but the fact nevertheless remains that the apple is the king of all fruits.

### FRUIT OF WHICH WE NEVER TIRE.

It is a fruit of which we never tire. Though the peach or the pear or some of the tropical fruits may, perhaps, be more delicious, yet, let them be as common in Canada as the apple, and their flavor would become much less preferable in comparison to our own familiar every-day fruit.

From its great hardiness, easy cultivation, productiveness, long continuance through the whole twelve months of the year, and its various uses, it possesses an importance equalled by no other fruit.

### CAME WILD FROM EUROPE.

The species of crab from which all our apples have originated is wild in most parts of Europe. Our cultivated varieties of the apple have been raised from the species brought here by colonists from Europe. The first appearance of the apple in Canada was in the Province of Nova Scotia and dates back as far as 1633.

### HAS BECOME PERFECTLY NATURALIZED.

The apple-tree now, however, has become perfectly naturalized in America, and in Canada succeeds as well, if not better than in any other part of the globe. The most celebrated apples of Germany and the north of Europe are not superior to many of the varieties originated here, and the American or Newton Pippin is now pretty generally admitted to be the finest apple in the world. No better proof of the perfect adaptation of our soil and climate to this tree can be desired than the seemingly spontaneous production of such varieties as the Baldwin, the Spitzenburg or the Swaar—all fruits of delicious flavor and great beauty of appearance.

### NO FRUIT MORE GENERALLY USED.

No fruit is more universally liked or generally used than the apple. It is exceedingly wholesome, and medicinally is considered cooling and useful in all inflammatory diseases.

The finest sorts are much esteemed for the dessert, and the little care required in the culture renders it the most abundant of all fruits in temperate climates. As the earliest sorts ripen about the end of June, and the latest can be preserved until that season, it may be considered as a fruit in perfection the whole year round.

### FRUIT GROWING IN CANADA.

#### *Annual Output of Orchards gone up by Leaps and Bounds.*

During the past ten or twelve years fruit-growing in Canada, and especially in Ontario, has developed in a way little short of marvellous to those acquainted with the present status of this industry. The professional horticulturist recognizes with a clearness hitherto unknown the great importance of producing the highest quality of fruit, and the equal importance of lessening in every possible way the cost of production. Horticulture has been put upon a scientific basis. Methods have been revolutionized, and, through Government sources and otherwise, assistance of a practical and scientific character has been extended to all those who want it. The Government has taken an active part in this and by means of farmers' institutes, fruit growers' associations, the distributing of literature giving useful information, etc., has done much to increase an interest and develop a knowledge of the industry. The results have been most satisfactory.

#### OUTPUT INCREASES BY LEAPS AND BOUNDS.

The annual output from Canadian orchards has gone up by leaps and bounds. The consumption of fruit has greatly increased. Better transportation facilities and lower prices have put fruits of all kinds within the reach of a large percentage of both our urban and rural population. People generally are becoming alive to the fact that fruit is not only a desirable but a necessary article of food. A few people there may be, with whose unfortunate conditions fruit does not agree, and, on the other hand, there are enthusiastic fruit lovers, who make wild and ill-proportioned claims as to the dietetic value of fruit. It remains true, nevertheless, that the vegetable salts and acids contained in fruit have a high value as correctives, expelling many impurities from the human system and tending in a marked degree to sweeten and clarify both body and mind.

#### POSSESSES FLAVOR AND KEEPING QUALITY.

The Canadian apple may not be as large or handsome as those of some more southern climes, but it possesses what is infinitely more important—flavor and keeping quality. The growing of apples is now part of the industrial life of almost every Province in the Dominion.

#### ONTARIO TAKES THE LEAD.

Of these Ontario is one of the most important, its climatic conditions and fertile soil making it one of the best apple-producing countries in the world. Its residents are becoming more and more alive to this fact and are going more and more largely into the production of apples, with the result that the annual output of Ontario apples has increased very rapidly.

# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

**GILLARD'S PICKLE**—Cases of 2 Dozen.

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

**GILLARD'S SAUCE** is a good sauce, none better for gravies, soups, etc.

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

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

It is a pleasant thing to feel and know you are using the best.  
This is your position when using

## Lea & Perrins' "Sauce"

There is none better.

**J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL, QUE.**



# KENT TOMATOES

are the result of long and watchful care. From the time that the seed is distributed in the Spring till the ripe tomatoes are put into the cans, labelled and boxed, every detail comes under our direct supervision.

Our cans are solidly filled with red ripe tomatoes.

In buying "Kent" Tomatoes you get the fullest measure possible, and for uniformity of color and fineness of flavor they are unequalled. Correspondence solicited.

**The Kent Canning Co., Limited**  
Chatham, Ontario, Canada.



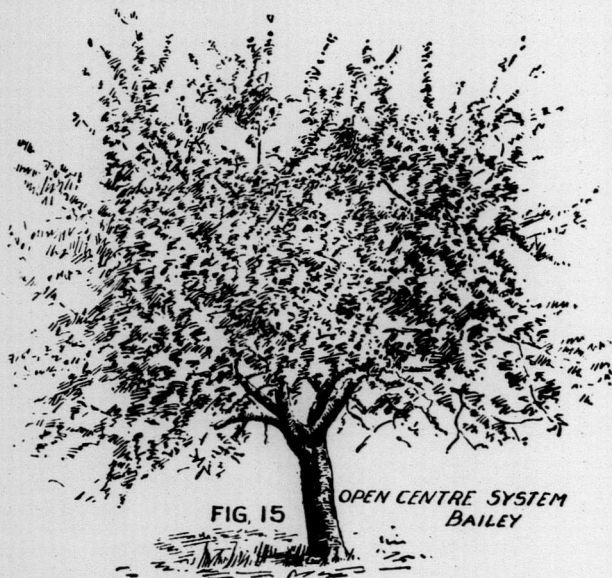
Apples grow better in certain belts and portions of the country in these belts are particularly favored. Prince Edward County is famous for its apples while the counties along the shores of Lake Huron, Lake Ontario and the Georgian Bay are admirably adapted to the production of the fruit. The farther north, the hardier seems the apple. Ontario, according to the official returns for the fiscal year ending June 30, 1900, exported 337,390 barrels of apples besides a large quantity of the dried and canned fruit. This year was not considered a good one either. The year before the export from Ontario amounted to 440,569 barrels, and it is likely when the returns for this year are made known the figures will be considerably better than previously.

#### NOVA SCOTIA THE FOSTER MOTHER.

Nova Scotia claims the proud distinction of being the foster mother of the apple in Canada. It was to this Province the fruit was first brought from Europe, and under the favorable conditions of a lovely climate and rich soil was nursed and developed to a semblance of what it is to-day. Nova Scotia, with its beautiful and fertile Annapolis Valley, is famous for its apples. The industry has been fostered there for years and has resulted in a large increase in the output. This Province exported during the season of 1899-1900 296,990 barrels.

#### QUEBEC WELL IN THE RACE.

Quebec has during the past few years been well in the race, paying more attention to the industry than heretofore. In the



Type of Canadian apple tree of the spreading and open character.

eastern part of the Province only the hardier apples can be grown, but in the western part the conditions are more favorable and plenty of good apples are produced. During the season (1899-1900) Quebec's exports were second only to Ontario, totalling 284,754 barrels.

#### NEW BRUNSWICK FULLY ALIVE.

New Brunswick, too, is fully alive to the trade, and though not as large an apple-producing country as Ontario, Nova Scotia or Quebec, the industry is growing very rapidly, as evidenced by the fact that for the fiscal year of 1898, the Province exported 8,365 barrels, in 1899, 28,196 barrels, and 1900, 37,208 barrels.

#### QUALITY IF NOT QUANTITY.

British Columbia, though not famed for the quantity of its apples, is certainly noted for the quality. A broad belt along the Pacific Coast permits the growing of wonderfully large and delicious apples. The home consumption, however, is fully equal to the supply, as the exports amount to very little.

In Prince Edward Island there is a gradual growth of the industry though the home market does not permit of any exporting as yet.

#### MANITOBA AND APPLES DO NOT AGREE.

Manitoba is the only Province in the Dominion which does not grow apples with success. The climatic conditions are such that, although it is the greatest wheat-producing country in the world, yet the apple does not prosper there. In fact, one may go for miles in that country and never see an apple tree. A few only are grown in the southern portion of the Province.

### THE APPLE EXPORT TRADE.

#### Large Increase in past Ten Years—Last Year a Splendid One.

The export trade of Canadian apples is a fluctuating one, and probably always will be, as it depends to a great extent upon the yield of fruit, and this is greater one year than another. At the same time much depends on the development of the industry, especially with regard to the production of apples in larger quantities and high-class quality. Much has been done along these lines and the trade has been largely developed, but at the same time there is still room for improvement, the industry showing capabilities of further development. Apple growers are becoming alive to the fact that with proper methods of grading and packing the market is practically limitless.

#### GROWTH OF QUARTER OF A CENTURY.

Twenty-five years ago the total apple exports of the Dominion were valued at about \$10,000. Ten years ago they were valued at \$993,163. Last year, according to the returns of the fiscal year of 1899-1900, they were valued at \$2,578,233 while this year it is expected they will show a considerable further increase.

#### EXPORTS OF TEN YEARS.

The following table gives the exports of Canadian apples for the fiscal years since 1890:

	Bbls.	Value.
1890.....	378,475	\$ 993,163
1891.....	450,836	1,389,714
1892.....	690,951	1,444,883
1893.....	1,187,665	2,731,223
1894.....	278,238	808,473
1895.....	853,268	1,821,463
1896.....	567,182	1,416,470
1897.....	1,664,470	2,502,968
1898.....	439,418	1,306,681
1899.....	1,075,068	2,621,352
1900.....	956,458	2,578,233

#### EXPORTS BY PROVINCES.

The exports by Provinces for 1900 were as follows:

	Bbls.	Value.
Ontario.....	337,390	\$902,013
Quebec.....	284,754	882,521
Nova Scotia.....	296,990	681,964
New Brunswick.....	37,208	111,353
Manitoba.....	4	17
British Columbia.....	70	262
Prince Edward Island.....	42	103
	956,458	\$2,578,233

#### ONE OF OUR BEST CUSTOMERS.

Great Britain is our best customer for apples as for almost every other good product. In 1890 Great Britain took 313,684 barrels of Canadian apples. In 1890, or ten years later, she took 896,395 barrels. In 1890 five other countries took the entire exports. In 1900 fifteen foreign countries were consumers of Canadian apples, while the market is in a fair way to become even further widened. Within the past year several new markets have been opened up, and though only in a small way, they give promise of becoming very good customers.

#### UNITED STATES AND GERMANY.

The McKinley tariff has been responsible for a falling off in the United States export trade, but this has led to the

exporters looking for markets elsewhere, with the result that the total has not suffered materially.

Germany is becoming a more liberal customer every year, and our exports in that direction have increased over four times during the last five years.

EXPORTS OF FIVE YEARS TO VARIOUS COUNTRIES.

The following table giving the exports of Canadian apples to the various countries since 1895, will be found of interest :

EXPORTS OF SIX YEARS TO VARIOUS COUNTRIES						
	1895.	1896.	1897.	1898.	1899.	1900.
Great Britain .....	751,232	504,680	1,579,272	414,181	972,125	896,935
British Guiana .....	69		54	14	43	4
British West Indies .....	649	412	746	69	360	411
Newfoundland .....	8,267	5,959	10,160	3,710	7,585	8,635
Belgium .....	1	4	437	161	146	928
China .....	16	3	195	7	10	
Germany .....	4,446	1,188	16,577	11,977	12,050	180,76
Hayti .....	231	108	51	9	3	
Japan .....	13	39	18	12	28	11
St. Pierre .....	326	390	862	310	548	574
United States .....	86,841	54,062	54,348	7,933	81,204	29,529
Danish West Indies .....	23	139	67	3	11	3
Spanish West Indies .....	1,130	148	138	5		
French West Indies .....	24					
Australia .....		50			4	
Hong Kong .....			1	1	1	
Can. American States .....			3	6		
France .....			1,536			4
Hawaii .....			6			
Switzerland .....				1,020		
New Zealand .....					100	
Russia .....					850	
British Africa .....						100
Cuba .....						549
Holland .....						640
Porto Rico .....						57
	853,268	567,182	1,664,470	439,418	1,075,068	956,458

A MOST SUCCESSFUL SEASON.

The season just closed has been one of the most successful in the history of the Canadian export apple trade. Though the official figures have not yet been issued, it is likely they will show a considerable increase over the previous year. The yield of apples was plentiful, and what was still better, splendid prices were obtained for the fruit. Much of this is due to the care exercised by the exporters to improve the quality of their shipments, an element which was very much lacking in the season of 1899-1900. The importance of this cannot be too strongly impressed upon the minds of all interested in the trade. The price obtained for last year's apples averaged about \$3.50 per barrel as against \$2.60 the year previous.

HOW TO IMPROVE THE EXPORT TRADE.

The question has been asked, how are Canadians to improve the export trade?

There is just one answer and that is "honesty in packing and shipping." Too much care cannot be exercised in this regard. The utmost attention given to the picking, assorting, packing and shipping of the apples, is the secret of success.

PROPER METHODS OF KEEPING.

Skilful marketers have learned that apples of two sizes will bring higher prices when separated than when left mixed together. Indeed, a few small apples in a barrel have sometimes prevented the sale of the whole. Great care should be taken in picking the fruit so that it shall not be bruised. In packing, apples should be so snugly placed in the barrel that there will be no rattling when moved about. The essential requisites for the keeping of fruit are: (1) A proper degree of maturity; (2) Careful handling to avoid all bruises; (3) Assorting the ripe from the unripe; (4) Low temperature and keeping from moisture; (5) Pure air and freedom from unpleasant odors. The excellent cold storage equipment of many ocean liners has done much to improve these latter conditions.

BOXES INSTEAD OF BARRELS.

The packing in boxes instead of in barrels has been discussed at some length at different times, but as yet has failed to meet with general approval. It has been done in California, however, and met with considerable success. But, while apples in boxes are in favor on the London, Eng., market, on the Liverpool market the time-honored barrels meet with more general favor.

Under the present regulations, a standard-sized barrel holding three bushels is being used.

LABELLING GOODS CANADIAN.

Another question which has occupied the minds of the Canadian apple exporters is that of labelling their goods "Canadian." At one time we were afraid to put "Canadian" on our goods, but to-day nearly all our products are labelled "Canadian," and we are glad of it.

Canadian food products have been raised to such a standard that they are in demand everywhere, and a label branding them as ours will help rather than hurt us. Some of the leading packers have expressed themselves as anxious to have Canadian apples labelled, as they state that it would assist in keeping up the standard of the goods.

THE EXPORT OF DRIED APPLES.

While the exporting of apples in the green or ripe state has grown to be an important industry, the export of the dried or evaporated fruit has kept fully apace with it, and the enterprise is spoken of generally by the packers as a most satisfactory one.

Drying fruit has several advantages over shipping the fresh fruit. It is cheaper; it may be adapted on a more extensive scale; the fruit may be kept with less care; be several times lighter than when fresh; may be shipped long distances to foreign countries at moderate cost, and last, but not least, does away effectually with any dishonesty in packing. At the same time, however, the fact must not be lost sight of that the flavor of the apple is preserved in the dried fruit and that good apples make good dried fruit and purchasers will willingly pay higher prices for the better article.

Our present system of evaporating has been greatly improved and the apples shipped in this way have met with a very favorable reception, Great Britain, Germany and other countries taking large quantities of them.

That the export of dried apples is a growing one, will be seen by the following figures, showing the increase in the value of the trade since 1890:

	Value.
1890.....	\$ 4,759
1891.....	49,029
1892.....	14,392
1893.....	200,873
1894.....	98,988
1895.....	250,118
1896.....	48,058
1897.....	179,644
1898.....	125,658
1899.....	429,656
1900.....	210,892

THE CANNED APPLE TRADE.

The canned goods trade has also developed to a large extent the export of Canadian apples in another form, scarcely less popular than the fresh or dried fruit.

It is not the intention of this article, however, to deal with the canned goods trade, but merely to point out in as clear a manner as possible what has been, is being and may still be done with regard to the development of the apple industry and Canada. And now, let us conclude with an old-fashioned toast, which has descended from the time of the ancient Druids, and which may even yet be heard among the country folk in parts of England:

THE F. R. LALOR CANNING CO.

Quality is a prime essential in the Canadian canned goods trade and in this respect the pack of F. R. Lalor Canning Co., of Dunnville, Ont., has won an enviable reputation. Their factory is furnished throughout with new and modern equipment, and is personally supervised by an expert processor, the strictest attention being paid to every detail. The company put up all kinds of fruit and vegetables and also turn out delicious brands of canned chicken and turkey. In addition to this they manufacture a rich tomato catsup. The same firm are also well known in the apple evaporating trade, operating five factories. One of these, at Dunnville, is the largest evaporator in America, having a capacity of about 1,500 bushels a day. The factory is supplied with natural gas from the company's own fields. The heat of this fuel is of such a penetrating nature that the apples are evaporated much quicker, at the same time retaining their natural flavor. Shippers in Canada and the United States are well acquainted with this firm's brands, buying them in preference to many others. They are done up in 25 and 50 lb. boxes. The Lalor Company also manufacture a high-class refined cider, every gallon of which is rectified and cured.

# The Distilleries of Canada.

*A Brief and Interesting Sketch of their History—Early Reminiscences—The Export Trade and its Possibilities.*



**A**BOUT the liquor interests of the Dominion much has been said and written, nevertheless, that the industry is an important and growing one in Canada.

#### A REVENUE PRODUCER.

As a revenue producer to the Government, it is a never-failing source of supply. The fact that one distillery alone in Ontario pays \$22,800 every working day in the year in revenue tax, to say nothing of other levies, is sufficient proof of this.

An immense amount of liquor is consumed in the country every year while a large amount is also exported. It is estimated that the average annual production of Canadian distillers is about 5,000,000 gallons.

#### CAPITAL AND LABOR.

The capital invested in the industry according to the last Dominion census is estimated at \$7,054,000, most of which was in Ontario. In fact, all the distilling interests of the Dominion are now centred in that Province.

Besides giving employment to a large amount of capital and a great number of men directly, the industry indirectly is the means of putting much money into circulation, and furnishing employment for grain producers, cattlemen and others.

#### THE DISTILLERY AS A GRAIN CONSUMER.

The amount of grain used by the distillers is something enormous. Corn, rye, oats and barley are the grains used. The corn, is, some of it, supplied from the United States, though a quantity finds its way to the distilleries from the Province of Ontario. The rye, oats and barley are mostly grown here and tens of thousands of acres of land are employed in producing it. This is put to other use besides the manufacture of the liquor. The residuum of the first process of distillation makes excellent cattle feed and every year thousands of cattle are fattened for the Old Country markets at the various distilleries under contracts made with prominent cattle dealers.

#### GROWTH OF THE INDUSTRY.

The growth of the industry in Canada has been commensurate with the growth of the country, and though the number of industries is limited, yet the volume of business done by them is of immense proportions. A large part of the manufactures of some of the distillers is exported, the United States and Great Britain being liberal buyers, while of late years, trade has been opened up with many other countries.

#### CANADIAN RYE WHISKEY ON TOP.

Among the users of stimulants on both sides of the Atlantic Canadian rye whiskey is considered unequalled. At all the large expositions, it has received medals and diplomas in competition with the best distillers in the world, both for its purity and excellence. This is due to two prime reasons, first, the great care and supervision which the liquor receives during the process of manufacture at the hands of the distillers, and, second, the thorough inspection which it receives at the hands of the Canadian Government. This work of inspection is conducted more carefully in Canada than in any other country in the world. It is most systematic and thorough in all its details.

#### IMPORTANCE OF BOTTLING.

Another important feature which has tended to increase the excellence of Canadian whiskey and to insure its quality to the consumer, is the bottling of the product under the Government inspection. It is only in comparatively recent years that the Government has allowed the bottling to be done by the distillers themselves, but having in view the public health and providing against the adulterated and injurious brands of liquor, both domestic and imported, that were being put upon the market, the Government decided that the distiller might bottle his own product in bond under the supervision of their officers, and for whiskey so put up they would grant a Government stamp to be affixed over the cork of each bottle. This is the best protection that can possibly be afforded the consumer, and is the best assurance that the article he is using is genuine. None but distillers can secure the privilege of bottling under excise supervision, which is an undoubted guarantee both as to quantity and quality in each case.

#### CONSUMERS SHOULD BE MORE AWAKE.

Consumers in this country should be more awake to their interests, as, when whiskey has the Government guarantee upon the bottle, no better certificate of its purity can be had, for the distillers will not risk their reputation by putting upon the market an article which is not in every respect what it should be.

These are a few of the factors which have served to build up the distilling interests of the Dominion.

#### EARLY DAYS OF DISTILLING.

*The Beginning of the Industry in Canada*  
—Thomas Helliwell and William  
Gooderham.

The distilling industry, like all the other big industries of Canada to-day, has grown from humble beginnings.

Residents at the beginning of the 19th century went thirsty a good deal longer than do those living at the beginning of the present century. Unless manufactured in a private

"still," all the spirits consumed by the early settlers had to be imported. Jamaica rum was the principal drink. In those days the pure article was obtainable.

#### CANADA'S FIRST DISTILLERY.

The first distillery in Canada was owned by the well-known colony of the Helliwells and was situated on the historic banks of the Don. This was erected in 1820, by the late Thomas Helliwell, and was a crude old building, fifty feet square, constructed of brick, stone and wood. Connected with it was a brewery, outhouses, etc. The buildings were erected against the side of a hill after the manner of Dutch farm houses.

Helliwell's brewery had a capacity for making 120 bushels of mash from three to five times a week and the distillery from fifteen to twenty bushels a day to whiskey, rye whiskey being the principal liquor made.

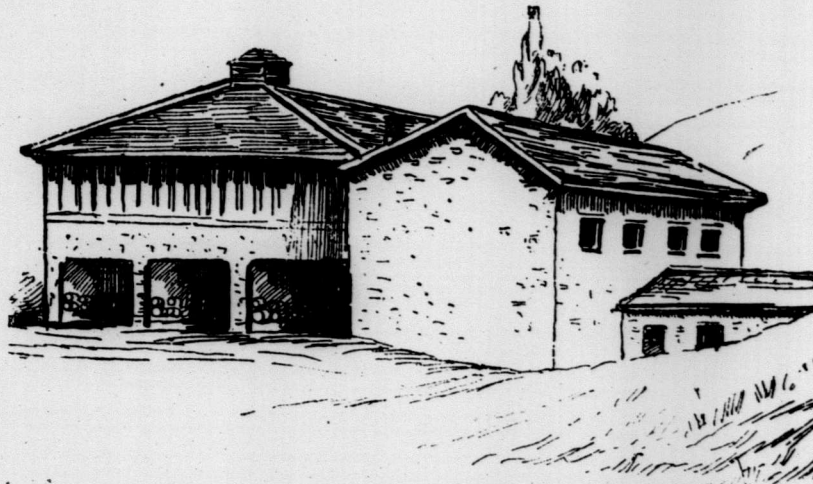
At this time there was no Broadview electric car to carry the passenger near the mill. The region roundabout was in the modest state of nature and a favorite haunt for wolves, bears, and deer, a spot presenting difficulties peculiarly formidable to grapple with from the loftiness and steepness of

Sir Peregrine and Lady Sarah Maitland, the former of whom was Lieutenant-Governor of the Province, and the latter his wife. Besides these, though at a later date, came Sir John Colborne and his military secretary, Colonel Rowan, often accompanied on horseback by a company of ladies. The Bishop of Toronto and his sometime pupil and lifelong friend Sir John Beverley Robinson occasionally called and chatted to William Helliwell at the door. Mr. Helliwell also knew many others whose very names are now almost forgotten, but who were nevertheless notable in their day.

At the time of the Rebellion of 1837, William Helliwell was gazetted to a captaincy in the First Regiment, York Militia, Col. Cameron being commanding officer. In 1879 he was appointed Overseer of Fisheries for the County of York, a position which he held most creditably until his death. By his demise a prominent figure in the pioneer days of the distilling industry of Canada, as well as a sterling character, was removed.

#### ANOTHER PIONEER.

Though the Helliwells were among the first to establish the distilling industry in Canada, yet a name that stands out still more prominently in the industry to-day and one which



Canada's first Distillery, built by Thomas Helliwell on the banks of the Don.

the hills and the kind of timber growing thereabouts, massive pines for the most part.

Thomas Helliwell, the founder of the business, was a native of Todmorden, York, England, and came to Canada in the summer of 1818. His first two years in Canada were spent near Lundy's Lane, Niagara, after which he removed with his family to lot 7 in the first concession of Scarborough, and commenced business on the Don. Mr. Helliwell died in 1825, and after his death, his sons, Thomas, jr., and William, managed the distillery, the former conducting the business in the town and the latter on the Don. Afterwards the firm of Thomas Helliwell & Bros. was organized. The distillery was burned in 1847 and never rebuilt. Part of the old walls were roofed in and formed a storehouse.

#### WORTHY SON OF WORTHY SIRE.

William Helliwell, who died just recently, carried on the business for a number of years. He was a fine old type of the pioneer gentleman and during his latter years was able to give many interesting reminiscences of the early days. The Helliwell distillery and brewery at this time was favored with frequent visits from distinguished people of the day.

#### NOTABLES VISITED THE PLACE.

Among notable persons whom Mr. Helliwell met and conversed with, as they at various times visited the place, were

may also be included under the pioneer distilling interests of Canada, is that of the late William Gooderham.

Mr. Gooderham was born in Scote, Norfolk, Eng., on August 29, 1790. His early days were spent in London, Eng., under the care of a relative engaged in the East Indian trade. When yet a very young man, Mr. Gooderham enlisted in the Royal York Rangers and went with them to the West Indies. After spending some years as a soldier, during which time he tasted of the grim realities of the life, he returned to the Old Country, where he was employed on the recruiting staff and where he amassed a considerable sum of money. Eventually quitting the army, he, in 1832, came to Toronto, or York as it was then called, bringing with him a colony of no less than fifty-four relatives.

#### A COLONIST WITH MONEY.

Mr. Gooderham was something more than a mere colonist: he was a very considerable capitalist, for, in addition to his relatives, he had with him £3,000 sterling or nearly \$15,000, which in those days was a very large sum. It was, indeed, when Mr. Gooderham deposited it in the Bank of Upper Canada, the largest amount the cashier of that institution had ever received over his counter to the credit of a private account. Almost as soon as he arrived in Canada Mr. Gooderham commenced business in partnership with his relative, Mr.

James Worts. Mr. Worts died in 1834, and after carrying on the business by himself for a number of years, Mr. Gooderham, in 1845, took his nephew, J. G. Worts (son of the former partner) into partnership.

#### THREE INTERESTING PICTURES.

In the possession of Mr. George Gooderham, the present head of the well-known Gooderham & Worts Company, are three pictures that have a considerable historical value as illustrating the wonderful growth of the industry as well as the growth of Toronto since it became an incorporated city.

The first shows a windmill with its circular tower of red brick, mounted by the arm-like sweeps of a revolving top. In the distance are seen the straggling town and its curving harbor. The second scene shows the windmill dismantled, but surrounded by goodly buildings of brick and wood. The third represents the present gigantic interests of the firm.

#### AN INTERESTING BIT OF HISTORY.

In the yard of the distillery, the visitor will notice on the wall of the office premises a spot where some bricks have been left out in the original construction. This curious cavity naturally arouses one's interest, and inquiry will elicit the information that this is the site of the famous pioneer windmill, and the hollow in the wall is the base of the now historical windmill line, of which the citizens have during the past heard so much.

It was in 1832 that the firm of Gooderham & Worts was established, when the windmill was built and the various commercial enterprises, in which the late Mr. Gooderham was interested, were begun. Seventy years ago the mouth of the little Don was nothing but a bush, frequented only by hunter and trapper. It was one of the most unpromising pieces of ground, to the outward eye, that could well be imagined. But such was the site which the late Mr. Gooderham and his late partner, Mr. James Worts, chose for the beginnings of their business enterprises. The result is known by everyone.

In 1881 Mr. William Gooderham died, and his demise was followed a year later by that of his partner, the business shortly after being formed into a joint stock company.

#### DISTILLERS OF TO-DAY.

The history of the distilling interests since the time of Thomas Helliwell and William Gooderham has been one of steady growth and progress. The restrictions put by the Government upon industries of this sort do not permit of many entering the field of competition, but, of the less than a dozen firms which are engaged in the manufacture of malt liquors in Canada, all are doing a large business. Many of them have extended their plants to supply increasing demands of the home market, while others have sought, with a marked degree of success, the markets of the outside world.

### EXPORTS OF WHISKEY.

#### *A Notable Growth During the past Decade—Many foreign countries on the List.*

The export trade in distilled liquors manufactured in Canada is confined almost solely to rye whiskey. A small quantity of brandy, gin and rum is exported, but nothing to speak of. On the other hand, the export of whiskey is increasing largely each year, the excellent quality of the Canadian article winning for it popular favor in many foreign countries.

#### GRQWTH COMPARATIVELY RECENT.

The growth of the whiskey export trade has practically all occurred within the past few years. Ten years ago the total

export amounted to only 12,825 gallons. To-day it amounts to 144,798 gallons, or an increase of just about twelve times the total of a decade ago. In fact, the figures four years ago made a better showing than this, but, owing to the introduction of the Dingley tariff in 1897, the exports to the United States fell off largely just after, and as this country is one of our principal markets the total was affected considerably.

That the growth of the export trade has been rapid, the following figures of exports since 1890 will show :

#### EXPORTS OF WHISKEY SINCE 1890.

	Gals.	Value.
1890.....	12,825 ..	\$ 25,383
1891.....	19,944 ..	45,619
1892.....	36,289 ..	88,916
1893.....	52,181 ..	135,606
1894.....	75,105 ..	174,249
1895.....	116,815 ..	325,972
1896.....	132,212 ..	374,013
1897.....	154,369 ..	442,561
1898.....	98,214 ..	265,415
1899.....	121,547 ..	339,928
1900.....	144,798 ..	396,671

As will be seen the exports of ten years ago totalled only 12,825 gallons. These were divided into countries as follows : United States, 8,318 gallons ; Great Britain, 1,963 ; Argentine Republic, 306 ; China, 41 ; Japan, 10 ; St. Pierre, 225 ; B. W. Indies, 1,594 ; Uruguay, 158 ; British Africa, 86 ; Hawaii, 124.

#### TREBLED IN TWO YEARS.

In 1892, just two years later, the exports had nearly trebled, the countries previously shipped to increasing their orders, whilst trade was also opened up in Newfoundland, Australia, Mexico, British Guiana, Germany, Peru and the United States of Colombia.

#### MANY DISTANT MARKETS REACHED.

This trade saw an increase each year, with the markets of new countries being opened up annually. British Africa was reached with a small shipment, New Zealand was also added to the list, while distant Chili, in South America, and the Hawaiian Islands, in the centre of the Pacific Ocean, became markets for Canadian whiskey.

This state of affairs ran on smoothly, the trade being further developed and increased each year until 1897, when the maximum was reached.

#### THE UNITED STATES TRADE.

While all this was going on, many changes took place in the market of the United States, our nearest neighbor and by long odds the largest outside consumer of Canadian whiskey. Though other countries are liberal buyers and give promise of becoming much more so, yet a large proportion of the export whiskey trade is done with Uncle Sam, and the Canadian distillers keep in close touch with him. The proximity of the country makes it easy of access and a splendid competing market. Uncle Sam is fond of our Canadian whiskey, and as he is a thirsty individual at nearly all seasons of the year he is well worth looking after.

#### PROSPERED UNDER WILSON TARIFF.

The high duty against the entry of distilled liquors, under the McKinley tariff, which amounted to \$2.50 per gallon, was a drawback to the trade in the United States for some years, and the Canadian distillers welcomed the change to the Wilson tariff which took place in 1894, and which reduced the duty to \$1.80 per gallon. The result is seen immediately in the figures for the exports to that country for the year following, which swelled from 46,469 gallons the year previous to 82,921 gallons, or nearly double the amount. The following year,

1896, these figures were still further handsomely increased to 117,471 gallons.

THE DINGLEY BILL.

Trade in this quarter ran along merrily from this time until another cloud appeared on the horizon, in the shape of the proposed amendments to the United States tariff by the Dingley Bill. By it the duty on distilled liquor was proposed to be raised from \$1.80 per gallon to \$2.25 per gallon, or nearly as high as it had been previously under the old McKinley tariff.

PREPARED FOR RAINY DAY.

The Bill was discussed for some time before it became law, and anticipating its passage the Canadian distillers prepared for a "rainy day" by rushing into the United States a large quantity of whiskey, more than sufficient to supply the present demand. This was stored there until required. In all, 147,136 gallons of whiskey were exported to the States during the fiscal year ending June 30, 1897. In fact most of the liquor exported that year, which totalled 154,369 gallons, found its way into the United States, the other markets receiving a very scant supply.

GENERAL EXPANSION FOLLOWS.

The effect of the Dingley Bill is seen in the trade statistics of the following year, when the United States only took 77,310 gallons. Though this is a considerable falling off, yet, considering the circumstances, the reduction is not so very great. Since 1897 the distillers have made up to a large extent the shortage creeping up, not only the export to the United States again, but also pushing their brands elsewhere, and everywhere meeting with a cordial reception.

SOME CUSTOMERS.

In 1899 the exports to the United States increased by 11,000 gallons, while those to other countries were also increased. Great Britain took 12,000 gallons; British American States, 6,000; West Indies, 3,000; Mexico, 2,000; and even our distant friends in China were purchasers to the extent of 2,000 gallons.

GREAT BRITAIN THE OLD RELIABLE.

Great Britain has always been an "old reliable" market for any of our products, and though competition there is keen and prices are not always as good as we could desire, yet there is an unlimited demand at the price. In 1890 the amount of liquor exported to Great Britain from Canada was less than 2,000 gallons. Last year it was over 20,000, an increase of over ten times in ten years. In 1897, owing to the rush of Canadian whiskey into the United States, in anticipation of the Dingley tariff, Great Britain was almost forgotten, and though she took nearly 12,000 gallons the year before, the amount exported to the Old Country that year was less than 4,000 gallons. A year later, however, when the Dingley Bill became law and reduced the export to the United States, the Canadian distillers were glad to go back to their Mother Country with their exports and the Old Land responded by taking over 16,000 gallons and beating this record considerably a year or two later.

MARKETS OF THE EAST.

Another country which has taken a fancy to our whiskey during the past year or two is China. Occasionally, an enterprising distiller would send over a few gallons to the country across the Pacific, but no particular attention was paid to the trade till just lately, when in the year 1899 over 2,000 gallons were exported to China and brought a pretty good price. Last year again this amount was doubled. There seems to be no reason why these figures should not be still further increased. Australia, too, is opening up a market in the East which is capable of further development.

SOME NEARER MARKETS.

Among the countries nearer home, Mexico, the West Indies and the Central American States have been among our

customers during the past year, which have considerably increased their demands and which are all more or less promising markets of the future.

A REMARKABLE ADVANCE.

Where, ten years ago, only about a dozen countries were consumers of Canadian whiskey, and that in small quantities, last year our liquor was exported to no less than thirty-one different countries.

COUNTRIES TO WHICH WE EXPORT OUR WHISKEY.

	1890.	1895.	1897.	1898.	1900.
	gals.	gals.	gals.	gals.	gals.
United States.....	8,318	82,921	147,136	77,310	90,100
Great Britain.....	1,963	15,673	3,836	16,097	20,942
Argentine Republic.....	306	322	.....	.....	431
China.....	41	211	202	133	4,025
Japan.....	10	46	81	135	66
St. Pierre.....	225	.....	1,380	.....	16
British West Indies.....	1,594	2,192	1,073	872	3,586
Uruguay.....	58	.....	.....	.....	.....
British Africa.....	86	271	41	43	762
Hawaiian Islands.....	124	522	435	365	914
Australia.....	.....	2,361	59	1,638	3,258
British East Indies.....	.....	154	.....	485	1,181
British Honduras.....	.....	661	.....	.....	498
Newfoundland.....	.....	134	70	.....	225
New Zealand.....	.....	283	16	82	.....
Brazil.....	.....	406	.....	.....	165
Belgium.....	.....	2	3	.....	.....
Chili.....	.....	829	.....	.....	348
Germany.....	.....	12	.....	.....	.....
Central American States.....	.....	4,416	.....	70	7,595
Mexico.....	.....	3,345	.....	854	4,675
Peru.....	.....	85	.....	.....	116
S. Poss in Africa.....	.....	12	.....	.....	.....
United States of Colombia.....	.....	1,625	.....	.....	1,327
Danish West Indies.....	.....	76	.....	41	331
Spanish West Indies.....	.....	197	.....	20	.....
Venezuela.....	.....	29	.....	.....	145
Hong Kong.....	.....	.....	37	.....	169
British Guiana.....	.....	.....	.....	49	.....
Bolivia.....	.....	.....	.....	.....	66
Cuba.....	.....	.....	.....	.....	884
Dutch East Indies.....	.....	.....	.....	.....	63
Dutch West Indies.....	.....	.....	.....	.....	265
Egypt.....	.....	.....	.....	.....	196
France.....	.....	.....	.....	.....	546
Italy.....	.....	.....	.....	.....	168
Porto Rico.....	.....	.....	.....	.....	1,414
Sweden and Norway.....	.....	.....	.....	.....	321
	12,825	116,815	154,369	98,214	144,798

THE FUTURE OUTLOOK.

And it is altogether likely that the present year and others of the future will show a still larger increase. There are yet many markets which might be opened up, while the present ones could doubtless be still further developed. The Canadian distillers are enterprising and are quick to take advantage of every opportunity offered which is likely to result beneficially to themselves and to their industry. Such has been their reputation in the past and such will surely be their conduct in the future.

THE BRITISH WHISKEY TRADE.

In the year ended March 31st last there was a decrease of 4,200,000 gallons in the make of whiskey in the United Kingdom, and an increase of 4,400,000 in the distributions of that ardent liquid. Yet, still, the whiskey made was 5,400,000 gallons ahead of the total distribution. The growth of whiskey distillation had of late years been so enormous, and so completely outrun the consuming powers of the world.

Years ended March 31.	Distilled.	Distributed.	In bond.
	Gallons.	Gallons.	Gallons.
1895.....	41,870,357	39,885,070	108,195,402
1896.....	49,324,875	43,409,576	114,110,701
1897.....	54,622,706	45,225,492	123,507,915
1898.....	60,652,466	46,483,906	137,676,475
1899.....	63,437,884	49,381,820	151,732,539
1900.....	59,246,277	53,808,848	157,169,968

In all these years the make was ahead of consumption, and in 1896-7, and, again, in 1897-8, it was over 14,000,000 gallons ahead. The result is that stocks have increased greatly. The less known distillers have now to still further lessen their output, and the North of Scotland is depressed in consequence.

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## The Pork-Packing Industry of Canada.

*Its Extraordinary Development of Recent Years—The High Standard of Canadian Pea-fed Bacon.*



AN INDUSTRY which might be said to be only in its infancy, so far as Canada is concerned, is that of the preparation and export of pork products to the Old Country markets. No branch has developed so rapidly during the past few years as has the Canadian bacon trade. Its growth has been nothing short of phenomenal. Canadian brands are to-day among the best known in the British market, and their quality is securing for them a steadily increasing demand.

The name of Wiltshire is largely associated with this success. The excellent quality and choice cuts of this class of bacon have won for it an enviable reputation and have done much to build up the industry.

### A MARKED CHANGE IN STYLE.

In no department of the provision trade has there been so great or so marked a change as in the style of pork required to supply the needs of the public. It matters not the class of trade in which one is engaged—city, town or village—the consumers tastes and ideas have undergone a complete revolution during the last twenty years, and it is almost needless to remark that the most successful purveyor has been the one who has in this, as in all other departments of trade, been the most prompt in remarking the alteration in the requirements of his customers, and in providing for their real or fancied wants.

The time is well within the memory of many, even middle-aged persons, when the principal consumers of pork were satisfied with large and by no means tender joints, with fat three to four inches in thickness for the pickle pot, and with large hams, which after taking a month to cure, would keep for any length of time and would take no harm if kept in cut for two weeks. But we have changed all that now. The necessity for these large, heavy and fat hogs has passed away, whilst the present demand from all classes of consumers is for small joints of meat off animals, younger, less heavily fattened, and carrying a much larger proportion of lean meat, than in former times. And one of the prime causes of all this revolution is the marvellous improvement effected in the curing and packing of pork and in the manufacture of hams and bacon.

### THE PAST.

#### *A Marked Change in the style of Meat Required in Olden Times and Now.*

Ancient history and the pork packing industry in Canada are not associated with one another, except it might be the olden times when the farmer or butcher cured his own bacon and hams and when the days of the salt barrel were in vogue. The development of the industry as a business by itself, how-

ever, and the erection of the various curing factories which are now such an important factor in the industrial life of the country, has occurred only within the past five years and well within the memory of the present generation.

### ESTABLISHMENT OF HOME-CURING FACTORIES.

"The Canadian Grocer" is pleased to take a fair share of the credit due for assisting in the development of this industry. Acting upon the suggestions of some gentlemen interested in the trade, this journal was among the first to agitate the establishment of home-curing factories, which would not only give employment to hundreds of Canadian laborers, but which would also provide a paying investment for capital.

This movement was aided by a certain feeling of uneasiness among the Ontario farmers, consequent upon the development of the great Northwest as a country second to none in the world as a wheat-producing centre. The Manitoba wheat was rapidly winning first place against the softer Ontario variety, and a consequent drop in prices made the Ontario farmer turn his attention to other methods of making a living. Stock raising filled the breach. Good cattle, sheep and hogs brought good prices, and besides being a paying industry from the standpoint of a ready market, it also provided a



Two Yorkshire Carcasses.

In this cut it is specially interesting to note the quality of the bacon as indicated by the general shape. In No. 1 the short thick head and heavy jowl suggests the excessive fat that can be seen over the back; this one is not a prime type of bacon hog. In No. 2 the long tapering ham and head and the light jowl indicate a type that, with proper feeding, will produce a first-class article of bacon. The latter is one of the prize carcasses, both in class and in the sweepstakes, at the Provincial Winter Fair.



splendid method for the farmer to get rid of his coarser grain, by using it to feed and so produce high-class stock.

#### FARMER INTERESTED IN STOCK RAISING.

The result of this agitation therefore, and consequently the spreading of more definite knowledge regarding the requirements of the trade, produced a good effect. The farmer gradually became more and more interested, and confined his attention more than ever to the development of the industry which was proving, and has proved, such a splendid source of revenue to him. And with this state of affairs came also the establishment of more packing houses and the general expansion of the industry.

#### FROM IMPORT TO EXPORT.

Only a few years ago half of the hog products of the Dominion were imported. These went to supply the trade in various parts of the country, and were, for the most part, sent in by Americans. On the contrary, what do we find to-day? Not only is our home market fully supplied but our exports

#### CAUSED THE UNITED STATES UNEASINESS.

Our neighbors to the south have been making a good thing out of this trade for some time. In fact, they have had everything pretty much their own way until the last few years. Latterly, this has not been the case, however, and Canada apart from holding her own in the trade has caused the United States some uneasiness, so rapidly has the demand for Canadian bacon and ham developed on the British market. And the Americans have good cause for anxiety. The quality of the Canadian exported article has been such that demand has exceeded that for the United States article, and not only this, but the Canadian bacon has brought better prices, and if John Bull has one weakness it is for good food products and he is anxious always for the best article obtainable, and willing when he gets what he wants to pay for it. If, then, Canadian bacon and hams can be produced to suit his fastidious tastes we need have no fear of his not becoming a regular and profitable customer. In fact, that John Bull is



Some Promising Bacon Hogs.

of bacon, ham, etc., bring thousands of dollars each year to enrich our farmers and all those engaged in the trade. Nor does the benefit stop here. The wonderful growth of the industry has

#### ATTRACTED ATTENTION TO CANADA

in more ways than one. In the first place, the value of the country as an industrial centre has been the means of attracting many emigrants from the Old World to settle in the more thinly populated portions of the Dominion. And again, the attention of English and other capital has been directed towards us with the result that the industry is likely to be still further opened up.

If this was to be done at the expense of the other factories the result might be harmful. As it is, however, the market for properly prepared food products of this kind, it might be said, is unlimited, and there is no reason why the output should not be doubled.

already our best friend in this respect, is shown by the trade statistics given a little farther on in this article.

#### PACKERS RAISE THE STANDARD.

This state of affairs is very pleasant to contemplate, but it was not obtained without a great deal of hard labor. One of the prime moves was a big change in the conformation of Canadian hogs, brought about by the efforts of our pork packers to secure a market in Great Britain for our surplus bacon. At first the consignments consisted of bacon and hams from the old style of pig, as there were none then of the kind now so popular to be obtained in this country.

It was soon found, however, that the British taste desired meat of a leaner nature and so some enterprising breeders and some of our pork packers took steps to meet this demand by importing animals of the type which the British bacon-curers pronounced the ideal ones for the purpose.

The importation of these pigs gradually worked a revolution in the conformation of the swine in this country, particu-

larly in Ontario, which Province was the first to receive the benefit derived from this change. At first the advent of these new breeds was not heartily welcomed. It is true that there was a pretty steady demand for them, but it was in the beginning rather the demand which arises for something new, than the recognition of the value of these pigs to this country. Time, however, has wrought wonderful changes, and now we see these same breeders devoting their best efforts, and with considerable success, to mould their hogs into the style called for by the packers.

### THE PRESENT.

#### *Export Figures show a Wonderful Growth of Bacon Trade—Scarcity of Pork a Drawback.*

Coming down to the present time, the consequence of all this co-operation is seen in the great increase of our export trade in bacon with Great Britain. And this trade could be

style of hog to produce, both for the consumer and for the producer. This hog, he says, should be one with a light jowl, small in the head, narrow in the shoulders, long and deep in the sides, thick in the flank, long and square in the hind-quarters, fine in the hair, skin and bone, and made to weigh from 140 to 160 lb. before it is seven months old, or 80 lb. before it is five months old.

### GREAT SCARCITY OF HOGS.

At present, however, the greatest drawback in the trade is the difficulty of getting hogs. This scarcity of "raw material" is a most unfortunate affair just now, and it is to be hoped a remedy will be provided as speedily as possible. Oftentimes the factories could be run to much fuller capacity could they obtain more hogs. The only remedy, yet one which does not seem impossible, is to induce the farmer to go more largely into the breeding of bacon hogs. Those who are engaged in the enterprise to-day are reaping rich rewards. The market is an unlimited one and the room for the development of the industry is such that there does not seem to be the least fear



**A Pen of Pure Bred Large Yorkshires**

That won the championship prize over all breeds at the Ontario Provincial Winter Show, Brantford, 1898, as four best bacon hogs suitable for export trade. Bred and owned by J. E. Brethour, Oak Lodge Herd, Burford, Ont.

even more largely increased if the farmers would assist the packers by paying still closer attention to details of feeding, etc. Some of the most prominent pork packers in Ontario have written special articles on the subject, and in connection with these articles numerous illustrations have been published showing types of desirable and undesirable bacon hogs. It is to be hoped that these will have some effect and result in an even better quality of bacon hog.

### A HINT TO THE FARMER.

If some of the less enlightened farmers who still hold to the exploded theory that weight can only be produced with aged pigs having heavy shoulders, strong bone, coarse lean and much fat, and will persist in producing such useless and unprofitable brutes, the only alternative left to those in the trade is to cease to buy these hogs and to give the producer an opportunity to taste the delights of being the consumer also.

### THE RIGHT KIND OF HOG.

Just here, it might be in place to give the opinion of a prominent authority with reference to the most profitable

of the supply exceeding the demand, or, at any rate, not for many years to come. Hundreds of farmers could be engaged in the enterprise and make a substantial profit therefrom. Already many farmers are beginning to realize this fact, and it is altogether likely that the scarcity of pork will be relieved somewhat in the near future.

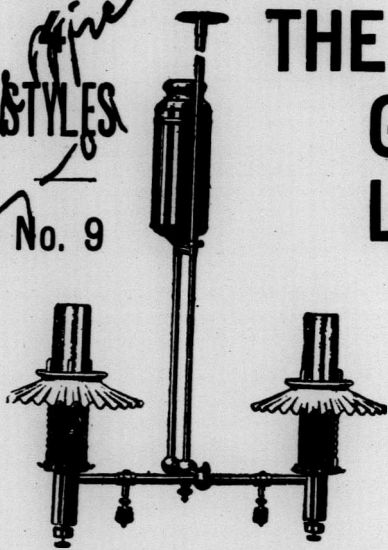
### ONTARIO SUPPLIES THE MAJOR PORTION.

The export of Canadian bacon for the fiscal year ending June 30, 1900, totalled 132,175,688 lb. valued at \$12,471,509 and of ham, 2,856,186 lb. valued at \$286,516.

This was divided into Provinces as follows:

Bacon.	Pounds.	Value.
Ontario.....	113,103,561	\$10,634,065
Quebec.....	17,575,002	1,687,963
Nova Scotia.....	4,705	430
New Brunswick.....	1,489,697	148,755
British Columbia.....	911	105
Prince Edward Island....	1,812	191
	<u>132,175,688</u>	<u>\$12,471,569</u>

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# GILLETT'S PURE POWDERED LYE

**BEST,  
PUREST,  
STRONGEST.**

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

# Windsor Salt.

It is your privilege of course to sell Salt of inferior quality, but you waste energy, time and money in doing it. Life is too short to take chances on quality—sooner or later you'll be found out and then your trade will go elsewhere.

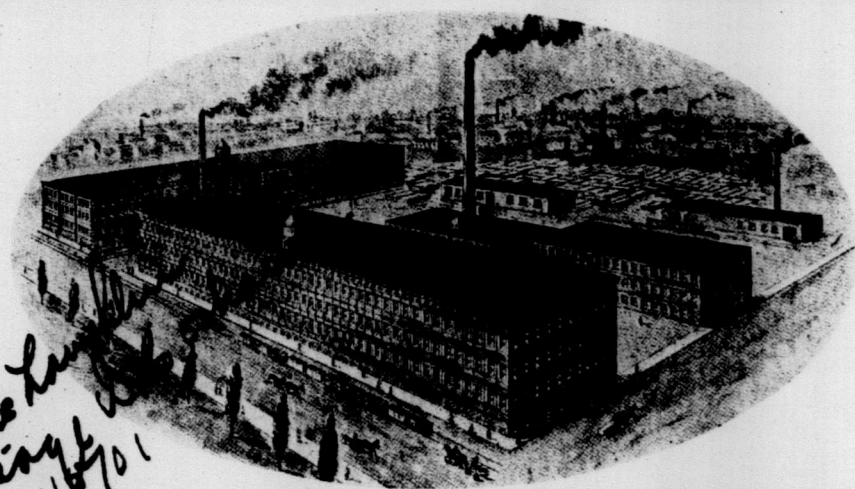
Windsor Salt is the best Salt that skill, experience and the unstinted use of money can produce. For the table it is pure, white **crystals of Salt**—there is no dirt in it. It is Salt that your customers can depend upon every single time.

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

THE LARGEST CARRIAGE FACTORY UNDER THE BRITISH FLAG.

Surreys  
Traps  
Phaetons  
Mikados

*all for the  
carriage  
30/10/01*

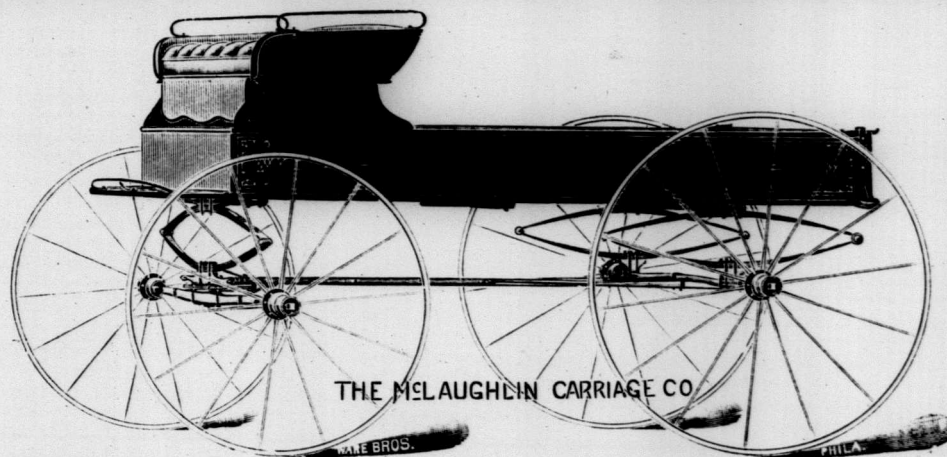


83

different  
styles of  
vehicles.

McLAUGHLIN CARRIAGE CO., OSHAWA, ONT.

Road  
Wagons  
Democrats  
Expresses  
Carts



See Our  
Exhibit  
at  
Glasgow

GROCER DELIVERY WAGONS AND SLEIGHS A SPECIALTY.

"ONE GRADE ONLY AND THAT THE BEST," has been our motto 33 years.

Cutters  
and  
Sleighs



Silver Medal  
at Paris  
was awarded  
to us.

McLAUGHLIN CARRIAGE CO., OSHAWA, ONT.

Ham.	Pounds.	Value.
Ontario.....	2,631,338	\$265,538
Quebec.....	218,686	20,197
Nova Scotia.....	2,247	264
New Brunswick.....	336	34
British Columbia.....	1,729	307
Prince Edward Island.....	1,850	176
	<b>2,856,186</b>	<b>\$286,516</b>

By this it will be seen that the Province of Ontario is doing by far the largest export trade in this line. While Ontario has perhaps some advantages over the other Provinces, yet there is no reason why some of them should not develop the industry to a greater extent. The Maritime Provinces, for instance, are admirably adapted for the purpose, with their splendid lands and splendid transportation facilities. The Northwestern Territories might also develop the industry with some benefit.

#### SOME IMPORTANT ESSENTIALS.

The enviable position which the Canadian bacon trade enjoys to-day has not been attained without much careful



Sides of Tamworth Bacon.

No. 1 is in every respect superior to No. 2. The side is longer, giving a greater amount of valuable cuts; it has about the proper thickness of fat down the back and around the ham, while No. 2 is too fat. No. 2 is also hollow in the loin—a part where the most valuable bacon is obtained. In addition to this, No. 1 has the proper form of ham for the bacon hog—long, rather than thick.

study and the putting into practice of various theories, many of which resulted in failure, while many more worked out successfully. One of the most important essentials in the production of the first-class article, and one which is receiving considerable attention at the hands of those interested, is the proper feeding of the animals so as to produce the best possible results. Nothing but lean producing foods, such as peas, oats, barley and milk are now supplied hogs intended for the export bacon trade. Canadian pea-fed hogs to-day has a universal reputation for its excellence. Special attention is also paid to the curing process, which has undergone a great improvement from time to time. The introduction of more modern methods of refrigeration is another essential which has aided in the care of the meat.

#### STRANGERS TO IT OURSELVES.

It is a strange fact, but a fact nevertheless, that very few Canadians themselves know of the splendid quality of our Canadian bacon supplied to the export trade. The reason of this is that the great bulk of the best bacon is exported. Let any person who is in the habit of eating our ordinary breakfast bacon purchase some of that which is intended for the export trade and compare the two qualities, and it is doubtful if he will ever want to return to the ordinary kind again. The export bacon comes high, but the quality is such that the extra price is as nothing by comparison.

#### IMPORTANCE OF KEEPING UP THE QUALITY.

The importance of keeping up this standard of quality, if we wish to hold the British market and to secure good prices, is evidenced by the fact that at one time some complaint was made about the quality of some of our bacon, it being said that some of it was too fat and a proportion of it rather soft. The soft sides fetched from four to eight shillings per hundred weight less than firm sides of similar and otherwise apparently equal quality.

The following table shows the total exports of Canadian bacon since 1890:

#### EXPORTS OF BACON FOR TEN YEARS.

	Total Exp. in lb.	Value.
1890.....	7,235,366	\$ 607,495
1891.....	7,150,756	590,852
1892.....	11,544,295	1,094,205
1893.....	17,288,311	1,830,368
1894.....	26,826,840	2,754,479
1895.....	37,526,058	3,546,107
1896.....	47,057,642	3,802,135
1897.....	59,546,050	5,060,393
1898.....	76,844,948	7,291,285
1899.....	111,868,938	9,953,582
1900.....	132,175,688	12,471,509

The above figures make a most satisfactory showing. It will be seen that in no one year since 1891 has there been any falling off in the exports, but, on the contrary, each year has witnessed a substantial and in many instances a phenomenal increase on former years.

The figures for the exports of hams are as follows:

#### EXPORTS OF HAM FOR TEN YEARS.

	Total Exp. lb.	Values.
1890.....	256,746	\$ 23,584
1891.....	403,481	37,617
1892.....	598,083	57,801
1893.....	1,216,036	140,150
1894.....	1,682,167	183,895
1895.....	2,607,968	260,602
1896.....	6,678,443	579,833
1897.....	9,582,402	783,226
1898.....	8,463,881	749,493
1899.....	4,783,989	462,896
1900.....	2,856,186	286,516

Though these figures show a falling off during the past two or three years, yet, this need not give any cause for anxiety, the chief reason being that the packers have concentrated their efforts in the production and export of the article which has created the most demand and brought the highest price on the British market, viz., Wiltshire bacon. The Wiltshire cut became so popular that they paid the Canadian packer much better than to export ham. A glance at the figures will show that the difference in the falling off in the ham exports, as against the increase in the bacon exports, is insignificant.

#### GREAT BRITAIN OUR LARGEST CONSUMER.

As has been before stated, by far the larger consumer of our Canadian bacon and hams, is Great Britain. This market is a never-failing source of revenue, for, in fact, nearly all our



good products. The following were the exports of bacon and ham to the various foreign countries during 1900:

Bacon.		
	lb.	Value.
Great Britain.....	2,793,078 ..	\$279,966
Australia.....	1,679 ..	299
British West Indies.....	863 ..	105
B. Guiana.....	400 ..	36
Newfoundland.....	48,664 ..	4,862
France.....	8,400 ..	868
St. Pierre.....	1,797 ..	186
United States.....	1,305 ..	194
	2,856,186	\$286,516
Ham.		
	lb.	Value.
Great Britain.....	132,156,051 ..	\$12,469,209
Australia.....	811 ..	93
B. Africa.....	300 ..	56
B. West Indies.....	4,741 ..	490
Newfoundland.....	3,606 ..	339
St. Pierre.....	825 ..	87
United States.....	9,354 ..	1,235
	132,175,688	\$12,471,509

A glance at the above shows the vast proportion of the export that found its way into Great Britain last year. As a still more interesting comparison and to show that the same open market has existed for some years back, the following table gives figures for a longer period:

COMPARATIVE TABLE OF BACON AND HAM EXPORTS TO GREAT BRITAIN.

	Bacon lb.	Value.
1890.....	7,224,021 ..	\$ 606,251
1891.....	7,137,586 ..	589,599
1892.....	11,493,340 ..	1,089,060
1893.....	17,274,676 ..	1,828,555
1894.....	26,765,866 ..	2,748,072
1895.....	37,505,934 ..	3,544,015
1896.....	47,030,980 ..	3,799,428
1897.....	59,522,464 ..	5,058,074
1898.....	76,779,313 ..	7,283,624
1899.....	111,820,279 ..	9,948,324
1900.....	132,156,051 ..	12,469,209
	Ham, lb.	Value.
1890.....	246,065 ..	\$ 22,364
1891.....	391,943 ..	36,398
1892.....	558,812 ..	53,939
1893.....	1,142,162 ..	132,091
1894.....	1,518,797 ..	166,706
1895.....	2,547,852 ..	254,326
1896.....	6,587,533 ..	570,921
1897.....	9,466,832 ..	773,549
1898.....	8,429,249 ..	745,858
1899.....	4,752,854 ..	459,268
1900.....	2,793,078 ..	279,966

### THE FUTURE.

#### Some Suggestions for the Improvement of the Trade—Demand must be Supplied Regularly.

It is not the intention of this article to boast that the Canadian pork packing export trade is par excellence. While much has been accomplished and the industry stands to-day in no mean position, a remarkable advance having been made in every department, yet there is still room for improvement and there is no doubt the future has much in store for us in this line.

For instance, the increased demand for bacon at certain seasons of the year is something that Canadians interested in the trade should note particularly. We have not yet reached that point in this country when the largest supply of hogs

corresponds with the time when there is the greatest demand for our bacon in Great Britain. This is something which we must be able to adjust before we can expect to continue to increase our export bacon trade and to obtain good average prices for hogs all the year round. Denmark has learned this lesson, and to-day sends her largest supply of bacon to England during the summer months. On the other hand, Canada generally sends her largest supply of bacon in the fall, when other good products come into competition with it. In Canada the supply of hogs marketed is from 80 to 100 per cent. larger in the fall of the year than in the summer when prices as a rule are higher. Could, say, 50 per cent. of the hogs marketed then been sold in the spring or early summer, the fall market would not be overloaded and there would be a good average supply all the year round, with a preponderance of supply at the season of the year when there is the largest demand for our bacon.

#### HOGS EVERY MONTH.

What then is wanted to develop the trade along still more profitable lines is for farmers to raise the largest number of hogs so as to have them ready for market, say, from April 1 to August 1. Of course, it would not do to have them all ready for market at this time, but the best plan is to regulate the trade by having a supply of hogs for marketing every month of the year, with a large increase during the time we have mentioned. With the supply regulated in this way, the bacon trade of Canada can be greatly extended and made more



An Ideal Bacon Hog.

Light jowl and good neck; shoulders well proportioned; belly sags a little towards the rear; a good length of side.

profitable for all concerned. There may be difficulties in the way but they do not appear altogether insurmountable.

#### A WEEK-TO-WEEK TRADE.

The retail bacon trade in England is a week-to-week one; that is, the local dealer in the provincial towns gets his supplies from the wholesale house every week. He is a very independent and peculiar sort of fellow, and if he starts in to sell Canadian bacon one week he continues to do so so long as he can get a supply regularly. But, if it falls off at any season, and he is compelled to take Danish, or Irish, or American or some other kind for his trade, even though he may prefer the Canadian article, he does not go back to it very readily. It is therefore necessary in this trade, more perhaps than in any other, to have a regular supply every month of the year, with, as we have already mentioned, a larger supply when the demand is greater and a lessening of the supply when the demand is least.

Attention paid to details of this sort cannot fail to bring its reward.

**THE HARRISTON PORK  
PACKING CO., Limited**

**Harriston, Canada**

Manufacturers and Exporters of choice

*Wiltshires  
Hams and  
Long Ribs*

Write us for quotations on all cuts of

**Bacon, Hams and  
Breakfast Bacon**

Also the

**"Harriston" brand of Pure Lard.**

ESTABLISHED 1852.

**F. W. FEARMAN CO.**

LIMITED.

**Ham and Bacon Curers.  
Lard Refiners.  
Cheese and Butter  
Exporters.**

J. WHEELER  
BENNETT & CO.,

Hibernia Chambers,  
London Bridge,

London, Eng.

**F. W. FEARMAN CO.**

Limited

**HAMILTON,  
CANADA.**

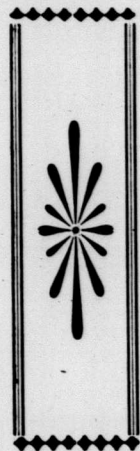
**THE WM. RYAN CO.**

LIMITED

70 and 72 Front St. East,

**TORONTO.**

Export and Home Trade



**BUTTER**

**EGGS**

AND

**CHEESE**

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



GUARANTEED CHOICE AND PURE.  
**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house.

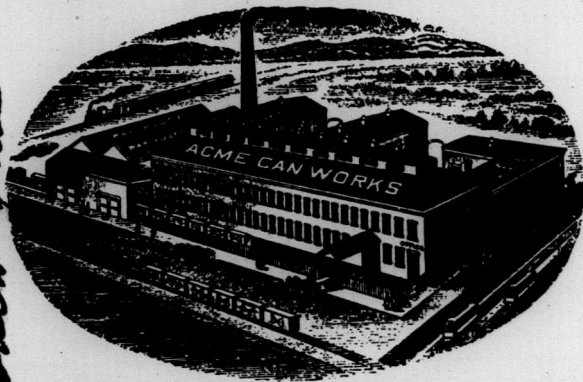


The  
**Imperial Brand**  
of **Canned Goods**

are in great demand on account of the quality and flavor given them by the Southern climate, which cannot be excelled in Canada. Ask your grocer for them and have no other.

PEACHES, CORN AND TOMATOES—SPECIALTIES.

The Imperial Canning Co., ESSEX COUNTY, **KINGSVILLE, ONT.**



**THE ACME CAN WORKS**

Manufacturers of ALL KINDS OF CANS for

Meats, Fish, Fruit, Vegetables, Spices, Syrups, etc.

WE MAKE A SPECIALTY OF

**Key Opening Cans**

USING THE LATEST AND BEST SYSTEMS.

Office and Factory, Ontario St., **MONTREAL**

**Belleville Canning Co.**

Trade Mark "Queen Brand."

Belleville, Ont., Canada.

High-Class  
Vegetables and Fruit

**JAMS and JELLIES**

AS EQUAL TO ANY ENGLISH MAKE.

Try Our Special Line of Boneless Chicken, Turkey, Duck, and Chicken Soup. Gallon Apples, Fruits, and Fruit Pulps, Tomato Pulp, and Tomato Catsup in Glass or Tin.

**"Queen Brand" Peas** are known everywhere for their excellent quality, for climatic conditions give Canadian Peas an unequalled flavor.

NO COLORINGS USED.

WRITE US FOR QUOTATIONS AND FULL PARTICULARS.

*J. R. J. Slater  
21-10-01 see per my copy  
30 x 146  
same date*

Write us for prices on anything you require in our line.

# Lalor's Canned Goods



*Highest Standard  
of Quality.*



**Corn, Peas, Tomatoes, Pumpkins,  
Strawberries, Raspberries, Plums, Pears, etc.**

Our "Early June" Peas are equal to the finest "French Peas," and superior in quality, as there is no coloring or chemical fluid used.

## GALLON APPLES

Special attention given to Gallon Apples. Each brand of apples selected, and canned separate, so that the quality in each can is uniform.

### TESTIMONIAL

Gentlemen,—The Gallon Apples we purchased from you for export were inspected here, and we have pleasure in stating that they were satisfactory ; in fact, they were the finest quality that has passed through our hands this season.

New York, February 1, 1901.

A. C. WORTH & CO.

## EVAPORATED APPLES

Our Evaporating Factories are the largest in Canada, if not in the world, and our apples are Evaporated by Natural Gas Process, from our own gas wells, the heat being so penetrating that the Fruit is dried retaining the natural flavor of the apples as well as a beautiful white color. Only first class winter apples are used. "Lalor Brand" Evaporated Apples are recognized by Canadian and New York exporting houses as being the finest grade for both home and export trade.

## REFINED CIDER

Fine quality of Refined Cider for Export.

✦ CORRESPONDENCE SOLICITED. ✦

We will be pleased to hear from reliable houses desiring to handle our lines, as we want to place our goods in the hands of Foreign Importers

**F. R. LALOR CANNING COMPANY, LIMITED,  
Dunnville, Ont., Canada.**

## COLD STORAGE OF EGGS.

**A**N Australian, writing in The Adelaide Observer, says: "It is only within the last few years that much attention has been paid in the direction of perfecting any mode for keeping eggs during the 'glut' of the season. It is quite evident, as the storage of fresh eggs becomes more generally observed and the good results better known, large quantities will be put aside in the plentiful and cheap season of the year. The natural result will be that, in consequence of the relieving of the heavily-laden market at the plentiful season, prices will not fall quite so low as in the past, and the placing on the market of these stored eggs in the scarce season will greatly reduce the high prices usually gained. The producer would be amply paid for the outlay and trouble expended, and the consumer would be able to have new-laid eggs, or equal to them, at any time of the year at a moderate price that would not hurt the purse even of the poorest. For years past, experiments have been tried in America and elsewhere to preserve eggs by the cool storage process, resulting in successful returns, both financially and in point of quality. It is quite feasible that cool storage would

## RESULT IN GOOD RETURNS,

as the excessive quantity of eggs comes as the weather starts to warm up in the spring and early summer, and, whatever process is used, coolness is needed for a successful issue. According to official reports in The New South Wales Government Gazette, during the season of 1897-8, the Government of that State, having established the possibility of adopting the cool storage system, invited the poultry raisers and egg merchants to store eggs with them in commercial quantities. In the following season a few enterprising growers and merchants responded to this invitation, and the Government received 11,000 dozen to experiment upon. That the results were good may be gathered from the fact that during the next season, 1899-1900, this quantity increased to no fewer than 93,000 dozen, supplied by about 100 persons, and, it is anticipated that that quantity will be exceeded this season.

"The Government of New South Wales recently issued a manifesto with directions, for the information of farmers and others desirous of

## PLACING EGGS IN COOL STORAGE,

and some extracts from this information will be useful. In order that eggs may be kept fresh and good from four to six months it is necessary to see that they should be all

new laid. Where possible, it is also advisable to have them infertile, as, when fertile eggs are exposed to a temperature of 98 to 100 degrees for even a short time, the germ will start into life, and no subsequent treatment will avail to give them the quality of freshness.

"Eggs for storage should be gathered every morning before the sun has gained strength, and placed at once in the storage boxes in a cool place. To attain the highest success, they should be graded as to color and size, the boxes being marked accordingly. Care should also be taken to have them clean and free from stains. The boxes used should be of the usual trade size, holding 36 dozen, and packers should see that they are made of odorless wood, as eggs are peculiarly liable to absorb flavors. Another important point is to see that the boxes and fillers are thoroughly dry before using, otherwise mustiness is almost sure to ensue. Beyond the 'fillers,' which are made of tasteless cardboard, no packing of any kind should be used. Eggs for storage should be forwarded as soon as packed by the quickest conveyance possible, and not left about for days at a stretch before being placed in the cool chamber, and they must be handled with the greatest care in transit. The charges made by the Government were light, so that all should participate in the profits gained.

## WHERE CARE IS NEEDED.

"When marketing eggs kept with the cool storage process, care must again be exercised. Eggs should not be taken direct from the coolroom to the salesroom, but be allowed one day, or even two, to gradually 'cool off.' When taken out of the cool chamber the air condenses on the eggs like dewdrops, and buyers fight shy at once and do not like to trust them. If, however, they are repacked from the cases into the ordinary sale-boxes, and the moisture dried up, they have every appearance of a newly-laid egg, and, in fact, they have all the properties thereof. To give a practical idea of the good results accruing from cool storage system, I quote results attained in New South Wales from the Government Official Gazette: Lot A—Cost at time of storing, 7½d. per dozen; storage, averaging 29 weeks, 2¼d.; handling and interest, about 1d.; breakages, about 1d.; total, 1s. These were sold for 1s. 8d. to 1s. 10d. retail, leaving a profit of 8d. to 10d. per dozen to the owner. Lot B—Cost when stored 8d. per dozen; storage, 2¼d.; handling, etc., 1d.; breakages, about 1d.; total, 1s. 0¼d.; sold in case lots at 1s. 4d. to 1s. 6d. per dozen.

Lot C—Cost when stored 7½d. per dozen; storage, 2¼d.; handling, etc., about 1d.; breakages, about 1d.; total, 1s.; sold in lines for 1s. 2d. to 1s. 4d. per dozen. Lot D sold at from 10d. to 1s. 1d. and 1s. 3d., with a cost upon them of 1s. 0¼d., this being due to insufficient care being exercised in selecting and packing as directed."

THE GEO. MATTHEWS COMPANY,  
LIMITED.

**T**HE advertisement of this progressive firm appears in this number. This "Limited" company is unique in its construction, being composed of Mr. Geo. Matthews and his six sons, all of whom have had excellent business training, five being now connected with and are managing the affairs of the company, Mr. Geo. Matthews having practically retired from the active management of the firm in 1894.

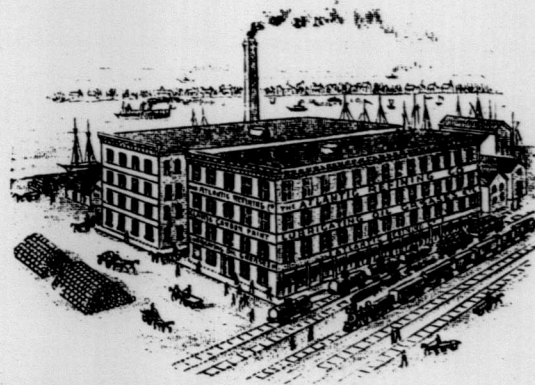
The business was established first in Lindsay, Ont., in 1868. From its very inception it began to expand and in 1880 a branch was opened up in Peterborough, Ont., under the management of Mr. W. E. Matthews. It still continued to grow, especially in Eastern Ontario, and in 1891 a second branch was opened in Ottawa, Ont., and Mr. W. E. Matthews took charge of it, being succeeded in Peterborough by Mr. T. F. Matthews. In the fall of 1894, the business was changed from a partnership to a "Limited" or joint stock company. Since that time, owing to the ever-increasing business it has been found necessary to enlarge the Peterborough house four times, and to build, and this year enlarge, a packing house in Hull, Quebec, just across the river from Ottawa. This company now owns and operates two of the most modern and complete pork packing houses that are to be found in Canada, or, in fact, on the continent of North America.

They are fully equipped with the most modern mechanical refrigeration systems, and no expense has been spared in installing the very best and most approved appliances suitable for this particular business, until now they are complete in every particular.

In addition to doing a very large business in Canada, from Halifax, N.S., on the east, to Victoria, B.C., on the west, this firm exports enormous quantities of bacon and hams to Great Britain, and the volume of business each year is steadily and surely increasing. Their products are not excelled, and the integrity of the firm and of their representatives is beyond question.

A few of our specialties for the

# Grocers and General Merchants



**Petrolatum** (Vaseline) Amber and White, in 1½, 4 or 5 oz. flint glass bottles, metal tops, with 3, 6, or 12 doz. in a case. Also 1 lb. tins, 1 or 2 doz. in a case.

**Turpentine** (Strictly Pure) }  
3 and 6 oz. bottles, put up 3 doz. in a case.

**Castor Oil** (Pure Medicinal) }  
Lubricating Castor Oil, in pint bottles, 1 or 2 doz. in a case.

**Superb Sewing Machine Oil** . . . . }  
**Superb Bicycle and Lawn Mower Oil** } 3 oz. bottles, with 3, 6 or 12 doz. in a case.

**Linseed Oil** Strictly pure and subject to chemical analysis.

**Magic and Vulcan Axle Grease** (American) light or dark, in 1 lb. wood or tin boxes, 3 doz. in a case; 3 lb. tin boxes, 1 or 2 doz. in a case.

**High Grade Cylinder Oil** }  
**Ruby Harvester Oil** . . . } In gallon cans, ½ doz. in a case.

## Farmers' and Mineral Castor Machine Oil

in barrels or half barrels, for Farmers' and Threshers' use.

## High Grade American Burning Oils.

Prices and Samples cheerfully submitted.

Strictly Independent of any  
Monopoly, Trust or Combine.

*The Atlantic Refining Co.*  
TORONTO.

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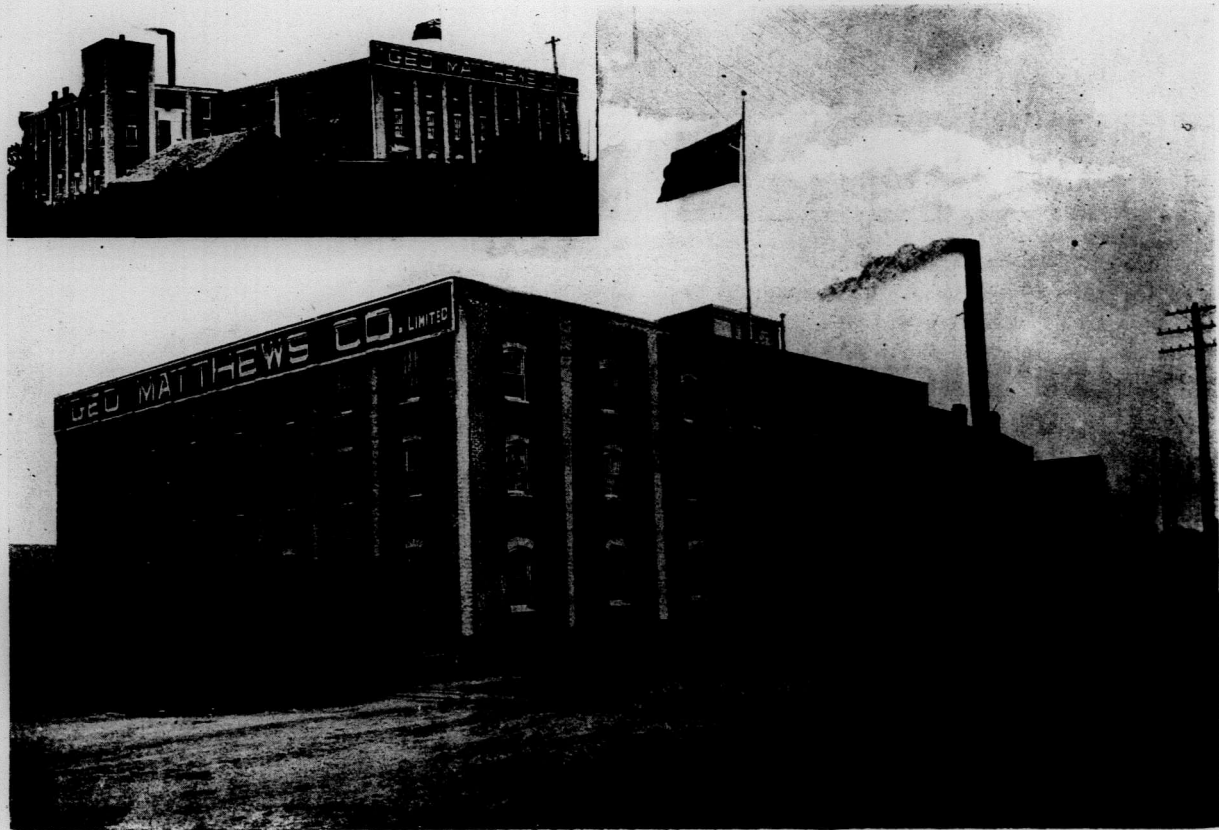
ESTABLISHED 1868.

# THE GEO. MATTHEWS

PETERBOROUGH, ONT.

PORK PACKING

SHIPPERS of **MILD C**



FACTORY AT PETERBOROUGH, ONT.

## Also Packers and Shippers of HAMS,

OUR PACKING HOUSES ARE COMPLETE WITH THE LATEST AND MOST APPROVED APPL

Represented in the United Kingdom by

# MILLS AND SPARROW

33 Tooley St.,  
LONDON, S.E.

and M

GEO. MATTHEWS, President, LINDSAY, ONT.

W. E. MATTHEWS, Vice-President, C

INCORPORATED 1894.

# HEWES CO., LIMITED

HULL, QUE.

PACKERS.

## CURE SINGED SIDES.



FACTORY AT HULL, QUE.

### HAMS, LONG RIBS and C. C. MIDDLES.

APPROVED APPLIANCES SUITABLE FOR THE PROPER KILLING, CHILLING AND CURING OF HOGS.

by

and **MARPLES, JONES & CO.,** 8 Mathew St., LIVERPOOL.

Vice-President, OTTAWA, ONT.

T. F. MATTHEWS, Sec-Treas., PETERBOROUGH, ONT.

# JAMES RICHARDSON & SONS Grain Merchants

ESTABLISHED 1847

Head Office—Kingston, Ontario.  
Branch Offices—Winnipeg and Toronto.

DEALERS IN ALL KINDS OF GRAIN.

Correspondence Solicited directed to the Kingston Office.

# ALFRED J. BRICE

**BUTTER and  
CHEESE . .  
EXPORTER.**



596 ST. PAUL  
STREET

MONTREAL.

# P. W. McLAGAN EXPORTER MONTREAL.

## CHEESE, BUTTER

GENERAL  
PRODUCE.

# CLARK & CO.

Manufacturers of  
CANADIAN

## Evaporated Apples

Factories at

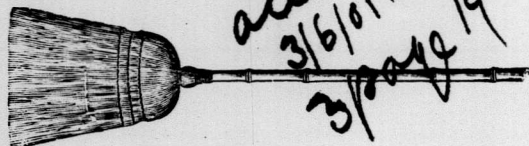
ST. MARYS and BRIGHTON, ONT.,

Correspondence Solicited.

... CANADA.

A Dealer's Profit *lies in buying lines that*  
will, in appearance, quality and value, appeal to the customer.

# BOECKH'S



*all with the brush  
3/6/01 see  
page 19*

## BRUSHES, BROOMS AND WOODENWARE

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#### DEFECTS OF THE HIGH COMMISSIONER'S OFFICE.

IT has for a long time been realized that the High Commissioner in London is of little or no use to Canada in a commercial sense.

Business men in Great Britain who have sought information there about Canada, even in simple matters, have time and again told us that the staff seemed to know little or nothing about the country which they are supposed to represent. In fact, outside Lord Strathcona, who cannot be expected to look after details, there is no one in the High Commissioner's office who has any practical knowledge of Canada.

Then, there are manufacturers and other classes of business men in Canada who have visited the High Commissioner's office in quest of local information of a commercial nature; their experience has been similar to that of Englishmen who were in quest of information in regard to Canada.

In fact, to Englishmen on the other side of the Atlantic, and to Canadians on this side, the High Commissioner's office is an absurdity as far as its office as a bureau of information on commercial matters is concerned. And yet, among the list of commercial agents published monthly is given the name of one of the officials of the High Commissioner's office who "will answer inquiries relative to trade matters, and their services are available in furthering the interests of Canadian traders."

We have no complaint to make in regard to the mannerisms of the staff in the High Commissioner's office. As far as we are aware, everyone is courteous and always ready and willing to issue passes for the House of Commons and other interesting places in the British metropolis. But, while this is all right in its place it should at any rate be of secondary importance. The commercial interests of Canada should be of the first importance, which at present they obviously are not.

We have nothing to say against the High Commissioner's office as a diplomatic institution. And as for Lord Strathcona, he is not only an honor to Canada, but he is one which this country should be proud to be represented by in Great Britain. We have no

desire to abolish the office of High Commissioner. What we want, and what the business men of this country want, is its reconstruction.

The cost of the office to Canada last year was \$30,517. This was made up as follows: Lord Strathcona, salary \$10,000; salary of staff, \$9,999.98; contingencies, \$10,517.11. Capitalized at 3 per cent. the annual cost of the High Commissioner's office represents the sum of \$1,017,235. For what Canada receives the cost is altogether too high.

What this country requires in London is a commercial agent, one whose time is devoted to the discovery of new channels for Canada, and one who is a practical business man and a Canadian. Australia and New Zealand have had commercial agents in Great Britain for some time. And, although Canada has recognized the need of one for some time, nothing has yet been done by the Government in the direction of supplying what it has been importuned by different business men's organizations and by the press to supply.

The High Commissioner's office does not come within the purview of the Trade and Commerce Department, but commercial agencies do. Consequently, we must hold Sir Richard Cartwright chiefly responsible for the neglect of the Government to comply with the demand of the business interests of this country in this particular. But Sir Richard is noted for his contempt of the wishes of business men.

By his inertia he has brought the Trade and Commerce Department into disrepute, until, to-day, there is a strong opinion developing in favor of its abolition, a consummation it is to be hoped will never be realized.

But all these things serve to emphasize the necessity of Sir Richard giving place to someone whose sympathy is in accord with the objects of the Trade and Commerce Department and who has ambition to further them.

#### FLAGRANT INCONSISTENCY.

ON the day following the raid on the Dominion Treasury by the members of both sides of the House of Commons, the Conservative newspapers resumed their criticism of the increase of Government expenditure.

We quite believe that the criticism is not without reason. Our public expenditure is increasing too rapidly. But why did not the same newspapers, if they are so concerned about the welfare of the country, oppose the increase in the sessional indemnity, which bled the country for the advantage of the politicians, Conservatives as well as Liberals? Simply because the members of their own party were sharing the spoils.

We have had nothing for many years that has so exposed the inconsistency of the party press as their action in regard to the sessional indemnity.

What is wrong when political opponents alone are enjoying it is all right when friends as well as foes are participants. Is it any wonder we hear so much about the waning influence of the political press?

## THE CANNED GOODS EXPORT TRADE.

**I**N the development of an export trade, one of the essentials is courage. Where it is marked by its absence, little or no headway can be made. There are keen competitors to contend with, prejudices often to be encountered, transportation obstacles frequently to be overcome, and lessons to be learned in which no small cost is entailed.

Quite recently there has been a great deal of discussion in Canada in regard to the development of the export trade in canned fruits and vegetables. Everyone who is at all conversant with the situation is quite aware that there are difficulties in the way. To some, they are appalling and insurmountable. We are told by some that we cannot compete with Baltimore and Italian tomatoes; by others we are told that the canned fruits of California have got the inside track of us on the British market. And so on, men plead. These lamentations remind one of the lamentations of Jacob: "All these things are against me."

If all these things are against us, and are not only against us, but insurmountable, where is there hope for the canned fruit and vegetable industry of this country? Is it to go halt and weeping all its days, or, at least, until the population of this country is on a parity with the possibilities of the canned fruit and vegetable industry?

Men who think like this are not the stuff of which successful exporters are made.

Fortunately, they are not all of such "stuff." The fact that our export trade in canned fruits and vegetables is growing is an evidence of that. This is shown particularly by our export trade in canned fruits as will be noticed by the following:

## EXPORTS OF CANNED FRUITS AND VEGETABLES.

	1896.	1897.	1898.	1899.	1900.
Fruits canned and preserved...	\$86,755	\$141,934	\$159,778	\$293,589	\$329,495
Vegetables " " " " " "	3,207	9,664	10,037	19,671	17,999
Total .....	\$89,962	\$151,598	\$169,815	\$313,260	\$347,494

Here is an increase in fruit and vegetables, all told, of about 300 per cent. in five years, but, while the trade is still relatively small, it must be confessed that those who believe in the future of the canned fruit and vegetable export trade have at least some reason for the faith that is in them.

Where there is a will there is a way is true in regard to the canned goods export trade as well as in regard to a great many other matters. By continued agitation the high freight rates now charged must become modified; in fact, agitation has already secured concessions, the Traffic Association, as noted last week, having consented to give a lower rate on canned goods until November 15, something the packers have never heretofore been able to obtain from that organization.

Then, there must be continuous effort. Business, like a fair woman, is only won after persistent wooing. There are packers

who have retired from essaying to do an export trade after the first venture, because loss and not profit was the result.

Quality is another factor. Of all others none is more important. It is utter folly to send anything but the very best goods to the British market. Mistakes have been made in this particular; and the bad impression thus created has not yet been altogether removed. There have been experiences enough to teach ample lessons in regard to the importance of quality, but, while much has been learned, much has still to be acquired, for, only a short time ago, a certain line of canned vegetables was indiscriminately picked up on the Toronto market and shipped to Great Britain as a reckless venture.

Much of the possibility of the export trade being profitable depends upon the character of the agent through whom the business is to be done in Great Britain. This not a few have learned to their cost. But, it is also necessary that stock should be carried either in London or Liverpool. This is already done by the United States packers, and, for this reason, if for no other, goods must be on the spot. If one packer does not feel able to undertake the task alone, let two or more cooperate. Within the last month or so a couple of packers have done this and shipped several hundred cases to a man in London who is to look after their interests.

A gentleman in London, England, who is interested in the canned goods trade, recently wrote us saying that he was certain Canada could in time build up a large trade in canned fruits, vegetables and meats in Great Britain. "There is no reason," he

added, "why Canada should not put on this market half a million tons of her products." He is positive that with stock in London the demand for Canadian canned fruits, vegetables and meats would increase right along. Another gentleman, who has just returned to Canada after a three years' residence in England, is also of opinion that by the employment of proper methods a nice trade can in time be developed there by the fruit and vegetable packers of this country.

Under the general term of canned goods our largest item of export is, of course, salmon, the amount shipped out of the country each year being in the neighborhood of \$3,000,000. The value of all the canned goods exported last year aggregated over \$3,500,000. The following table shows the quantity of canned goods of different kinds exported, together with the amounts sent to the United Kingdom and to the United States, respectively:

	Total Exports.	Amount to U.K.	Amount to U.S.
Canned salmon.....	\$2,883,330	\$2,645,898	\$18,973
Canned meats.....	309,148	235,284	4,464
Canned fruits and preserves.....	329,495	238,311	41,535
Canned vegetables.....	17,999	13,687	1,413
Total.....	\$3,539,882	\$3,133,180	\$66,385

The extent of the canned salmon industry in this country is due to the export trade that has been developed. Had it depended upon the home market, which does not take one-sixth of the total output, where would the industry be to day?

## CANADIAN FLOUR FOR THE BRITISH NAVY.

**L**IEUT.-COL. MACLEAN, president of The MacLean Publishing Co., has just recently returned from a trip to England. While there, he learned from a friend who occupied a leading position in the Admiralty, that experiments had been going on for some time to ascertain what flour would be most beneficial for use in the British navy.

The result of these experiments is that the Admiralty Department has decided in favor of Manitoba flour. In future, all flour used by the navy will be purchased by secret brokers and manufactured into sea biscuits for use on ships and for storing in fortresses and depots.

This announcement will be received with general satisfaction by Canadian millers, as it will mean a large increase in the export of our high-class flour to Great Britain and the British possessions.

## DISSATISFIED BRITISH COLONIES.

**M**ORE interest has been taken in Canada in the new British Customs tariff than is perhaps apparent on the surface. There are, doubtless, a large number of people in this country who have taken no more than a passing notice, but thinking men who take an interest in public affairs are taking a great deal more than a passing notice. And the result is a deep disappointment: There is a feeling that the British Government has not acted kindly towards the colonies.

Directly, the Dominion is little affected by the tariff. Outside of canned fruits and preserves, we know of no line we export that is likely to bear the burden of taxation under the new order of things, and, while our export trade in that line is a growing one, it is not of sufficient importance to excite general concern.

It is the general belief that the tariff is more likely to increase than diminish the anomalies which the sugars of the British West Indies experience in the United Kingdom in competition with the bounty-fed sugars of Europe that probably excites our displeasure most.

Purely out of sympathy with the deplorable condition of the sugar industry in the British West Indies, the Canadian Government made a preferential reduction of one-third in the duty on British sugars. And what irritates us is the fact that what one of the children of the Empire has done the mother of the Empire has refused to do.

Although one of the political parties in Canada has placed itself on record in the House of Commons as being in favor of asking the British Government to give Canadian products preferential tariff treatment, we believe that the majority of the people in this country consider that, with the British market free to the products of our farms and factories, such a request was hardly fair.

But here is a partial departure from the strictly free trade line of demarcation. We cannot get away from that, while, at the same time, recognizing that revenue and not protection was the motive of the British Government in imposing the tax. In this departure was the Imperial Government's opportunity, not to insert the thin edge of the wedge of protection, but to enunciate the principle of free trade within the Empire, something for which the British people devoutly wish. Right Hon. Joseph Chamberlain, Secretary of State for the Colonies, has placed himself on record in favor of that system of free trade which was to be the basis of closer trade relations within the Empire.

Although there is, of course, no close comparison, we cannot help calling to mind Rehoboam's unwise reply to the people of Israel when they pleaded for an amelioration of their burdens, to the effect that, whereas his father had chastised them with whips he would chastise them with scorpions. As everyone knows, this led to the permanent dismemberment of the kingdom. It is devoutly to be hoped that not an acre of British territory will be alienated by the action of the Chancellor of the Exchequer, but the feeling is very sore in the British West Indies, and the sentiment in favor of annexation to the United States, which has been budding in some of the islands, and notably Jamaica, is not likely to propagate less freely in consequence. That a great deal of discontent has been

engendered is evident from the cablegrams which have been received in Great Britain by the West Indian committee from the different colonies in the West Indies. These cablegrams were as follows:

**From Antigua:**

Meeting protests against opportunity lost countervailing.

**From Barbadoes:**

Barbadoes protests against continued advantages given bounty-fed sugar under budget; appalled at Chancellor's satisfaction at prospect; flood bounty-fed sugar in face Government's repeated condemnation principle of bounties; implores opportunity be grasped to do justice to British colonies by discriminating against foreign countries granting bounties.

**From British Guiana Planters' Association:**

Association deeply deploras neglect of British colonies interested by Mother Country and lost favorable opportunity imposing countervailing duties.

**From St. Kitts:**

St. Kitts strongly protests failing bounty abolition against duties on colonial sugar.

**From Trinidad:**

Profound discouragement felt; opportunity lost equalizing colonial and bounty sugars; planters protest.

We will better understand the intense feeling that has been engendered in the West Indies when we remember that the tax will be heavier on the sugars imported from there than on those from Europe.

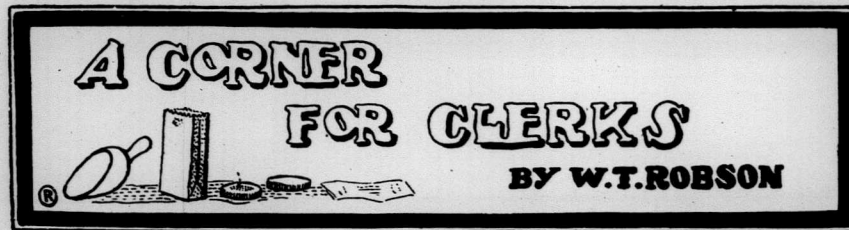
The tax is not upon the sugar plus the bounty. It is upon the sugar minus the bounty. It is only after the bounty is taxed off that the balance of the tax becomes a tax on sugar. For instance, the tax on refined is barely sufficient to tax off the French bounty. The effect of the duties as set forth in a statement issued by the West Indian committee is as follows: "In the first place, they are necessarily a tax on bounties, and only in the second place, and after the bounty is exhausted, do they become a tax upon sugar. These countervailing duties have been established upon sugars coming from the continent, in the receipt of a bounty, but the actual duty on the sugar coming from each of these countries is graduated in inverse ratio to the bounty, i.e., the higher the bounty the less is the duty on the sugar. France will practically pay no duty at all; Germany will pay about £2 18s.; Austria the same; Belgium and Holland about £2 15s., and the British colonies, £4 3s. 4d.

Remember, the sugar product of the British colonies will pay £4 3s. 4d. Is it any wonder that they are irritated? Is it any wonder that the people of Canada sympathize with them? We may have been struck with only a straw, but they have been struck with a club—and a pretty heavy one too.

In order to retain the affection and the fealty of her colonies, the Mother Country must treat them as if they were a part of the Empire, and not as if they were outsiders.

Although we in Canada are not seriously affected by the new tariff, the disapproval of the policy of the British Government is such that its continuance will undoubtedly increase the ranks of those in this country who are opposed to the present preferential tariff on British products.

The world does not travel much faster than does legislation through the House of Commons designed to benefit the members, but a snail travels faster than does legislation designed to benefit the country.



#### CHEAP CLERKS.

"A MERCHANT as a rule is unable to estimate the value of a clerk who endeavors to save stock from wasting," said one of our most successful grocers a few days ago. We hear and read these days of "the utilization of the by-product" in the manufacturing line and how large amounts of money are being made from that which was formerly wasted or non-productive. So, in the mercantile line everything must be used to the best advantage in order to make money. "An employer is constantly at the mercy of his clerks" is true as it is simply impossible for him to watch their every transaction in a business of ordinary magnitude. This point is frequently overlooked by the merchant, i.e., his dependance on his clerks. No merchant can afford to keep a clerk who has no regard for his employer's interest, or should he be lax in this respect his usefulness to the business may be questioned.

Then again, on his clerks has a merchant to depend to look after the constant leaks which are always going on in the grocery business. Certain goods have not been selling. They are deteriorating in value; it is the duty of the clerk to see that they are brought to the front, cleaned up, and sold. Another lot of fruit is spoiling and unsaleable; pick it over, clean it up, and sell it at the best price it will bring. There is much of this work connected with the grocery business, and in having it done determines the profit of the business. Here is where the value of a clerk tells and his training counts. Some men are naturally careless. They never look after anything except their wages. They are constantly complaining because they do not receive more pay, when in reality they don't earn what they now receive, because they do not pay sufficient attention to their employer's interest.

Stock-keeping is a very important part of a clerk's duties and one that must never be overlooked. "A store is known by its clerks," is an old axiom and one that is true. Chas. F. Jones, in Printer's Ink says: "I doubt if one merchant in ten has a proper appreciation of the influence well-informed, intelligent salespeople exert in the building up of a business. The average merchant in choosing between this class of help and the kind that is neither experienced, intelligent nor well appearing will choose the latter in order to make a fancied saving of a few dollars a week." This, our best and most successful merchants have found out to be false economy. Their experi-

ence has proved "the best to be the cheapest" in the matter of this help, and the so-called cheap man may be the most expensive.

There are some young men behind grocery counters to-day who are unquestionably out of their proper sphere; they lack the essentials required for good salesmen. Tact in dealing with customers, persuasiveness and a keen insight into human nature must be used by the successful salesman. First-class trade demands the most careful attention. Customers in a good store look for, and have a right to expect, the most courteous treatment from the man behind the counter.

Only a few days ago I heard of an instance in one of our first-class grocery stores where a clerk was decidedly rude to a customer when asked to exchange a package of baking powder for another of a different brand. I asked the customer why he did not inform the manager? He said he did not wish to have any trouble over a small matter, and remarked he would go elsewhere to leave his orders in the future. This simply illustrates the necessity to watch one's self in dealing with customers.

"P.W.B." has been brought up in his father's store. He wants to know if it would be beneficial to him to go into a store in another town, to get experience and ideas.

Educationally, it would improve you very much. The only difficulty in a case such as yours, is in getting away; the home ties are usually so strong. However, there can be no question of the benefit. You are sure to learn considerable of value to you in your business. New methods of doing business and frequently new lines of goods are being sold as one goes into new places and one has always much to learn. Let me hear from you again.

"J.R." has had two allowances in one week from the railway company for overcharges on freight. He thinks the boys should weigh their freight when they think they are being overcharged.

I agree with you. They frequently add on more weight than is right and they will always stand watching in this respect. You deserve credit for your carefulness in this matter, "saving is good earning," and I hope this will be appreciated by your employer. Railroad companies have men who sometimes are careless and every clerk has a right to protect his employer's interest.

"W.J.L." complains of a brand of cooked meats, and asks if I have noticed their tendency to swell.

For some time, I have not sold the brand

you mention, therefore cannot say. Our Canadian manufacturers are putting up good canned meats, and it is wonderful how this trade is growing. You should notify the people you bought the goods from and ask for an allowance.

"W.S." writes: Did you make any money on the recent rise in stocks? A traveller was telling me of one of the boys who made a big haul.

We always hear of the success of others who come out on the right side; and we have very little compassion for those who lose all, who make a failure and wreck their life in speculation. A few men may make a fortune through side deals in wheat and stocks, but they are in a great minority to those who have lost. The man who sticks to his business and lets outside speculation alone is the safe man for his employer and those dependent upon him. He may not get suddenly rich (through money he never earned), but the chances are that he will go through life with an easier conscience than the man who stakes his money on the turn of the market—I am satisfied to let the other fellow make money in this way. If he likes to take the risk, all right; that's his affair, not mine, but just at present I'm not in that business. The worst feature of this to my mind is, that the fellow who cannot afford to lose generally "gets it in the neck" and then hopes to have some one help him out of his difficulty. Reading of Mr. Choate, of Toronto, and his making \$300,000 is apt to excite some young men to speculate and to most young men this is bound to prove unprofitable. Let us hope their experience will not cost them too much.

"F.E.": We intend going into the green fruit trade in connection with our grocery. How will it work?

Fruit works in very well with groceries providing it is well looked after. The buying must be carefully done so as not to overstock, and great care must be exercised in selecting your stock. At all times try and buy good stuff. Money is frequently lost on what is called "cheap goods"; try and get a reputation for keeping good fruit. Most grocers handle fruits, such as strawberries, pineapples, bananas and always lemons and oranges. It is a very profitable line and when well attended to brings other business to the store. When selling fruit try and sell gem jars, fruit funnels, sugar and spices, and the preserving supplies during the season.

"A.C.": Should a young man work in a store with the idea of starting in opposition to his employer?

It is required of every person to be fair. Take no underhand methods to influence customers in your favor; other than are honorable. The golden rule, "to do unto others as you would have them do unto you," will always hold good. The aspiration of nearly every clerk who stands behind the counter is to own a business; to be his own master—a free man. This is the incentive to work, to save, to learn all about his business, and prompted by this motive when he is able he starts a store and takes no unfair advantage of his former employer seeking not to injure him, but to gain trade by fair means. There should be no objection to his starting for himself.

# BREAKFAST BACON.

REGISTERED  
*Bow Park*  
BRAND  
**BACON**

is pleasing more people every day and hundreds of people will have no other. If you want to sell a delicious bacon that will satisfy your customers, write us at once for a price list.

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



**BEAVER BRAND**  
REGISTERED.

Celebrated Preserved

# EGGS

**"GLYCERINES"**

Process patented in Great Britain, United States, Canada and other countries.

**D. D. WILSON & CO.**  
Egg Exporters,  
SEAFORTH, CANADA.

## British Buyers

**LOOKING TO CANADA**

have good reason for looking to the Canadian Dominion for their supplies of grain products. Trade follows the flag where it is worth following. The climate and soil of Canada are especially suited to the growth of grains adapted for human food.

From the full description given on page 24 of this

issue of the splendidly equipped milling plant of the Tillson Co.'y, Limited, at Tilsonburg, Ontario, it will be seen that their invitation of correspondence from importers of **Flour, Oatmeal, Rolled Oats** and **Split Peas** is well founded on their ability to execute large orders.

**THE TILLSON CO.'Y, Limited,**  
Tilsonburg, Ont.

**PROFESSIONAL STORE ACCOUNTANTS.**

A REAL twentieth century departure is announced in the following letter to The Bookkeeper: "I am residing in a town which Uncle Sam recently announced has some 10,000 inhabitants, and am a bookkeeper with some few years of experience, from which I have gained considerable amount of system, and, possessing some hustle, I am establishing the business of thorough, systematic bookkeeping for smaller firms whose business would not justify the salary of a permanent bookkeeper, though the need of such is none the less imperative.

"Upon approaching a client I explain the object of my visit and point out the value and importance of a thorough system of accounts. I soon gain sufficient data upon which to base the remuneration problem. This settled, I make a complete inventory of assets and liabilities, make the proper opening entries upon a new set of books. Then, according to the exigencies of each case, I visit the business at regular periodical times, whether it be half a day, a day or two days a week, and from the entries on their day book I evolve a complete system of bookkeeping and give the firm a statistical comparative balance record of their business at the end of each month. In this way they get the same effective service as the largest firms and only pay for the actual time occupied. I have now

on my list a stove and furniture firm, a laundry, a livery stable, a retail grocer and a butcher, with more to come. This gives me a comfortable living. One of the strongest arguments that can be used to induce a merchant or manufacturer to have the work done is to ask the question, 'If a fire overtook you to-night, are you in a position to inform the insurance company what amount of loss you have sustained?'"

**PRICE-CUTTING IN VANCOUVER.**

The retail grocers are still distressed by the ruinous competition which is going on amongst them, and the manner in which irresponsible houses are underselling in staple lines—in some instances disposing of goods for less than cost. In this connection the promoters of the grocers' combine are still hard at work, and state that they are gradually reaching their goal and winning converts almost daily. Mr. Conybear, representing the Lipton people, was in the city this week, and expressed himself as a great advocate of grocery combines. He stated that he had visited a number of the grocers and urged them to throw themselves into the scheme heart and soul as the only solution to the present difficulty the grocers of Vancouver find themselves in—"slow suicide by competition." Mr. Conybear said that retail grocers were combining all over the States. In Cincinnati there were three combines; one taking in 80

stores, another 43 stores, and another 30. Wherever combined grocery stores were operating the trade was healthier and it was better for the customer, for the money which leaked away through the middlemen was saved for the consumer.—Trade Budget, Vancouver.

**WALL PAPER TO EXPORT.**

Canada has three large wall paper factories, The Watson, Foster Company, Limited, Ontario street, Montreal; Colin McArthur & Co., Notre Dame street, Montreal, and Stauntons, Limited, Toronto. These firms have conquered the home field and during the last few years have been entering with zest into the export trade, which they hope to greatly expand. The establishments of these various firms are capacious and up-to-date, while they are managed by capable and practical men. The latest patterns are procured each season, expert designers are employed, the work is executed by experienced printers and modern machinery and their productions compare favorably with those of any other country. Their way of doing business is methodical and all that can be desired and parties wishing to deal with any of them can rest assured they will get satisfaction. At present Canadian wall paper is shipped to Australia, Tasmania, New Zealand, Great Britain, United States, South Africa, West Indies, Trinidad and South America. In some of these countries our firms have appointed agents.

# *Stauntons* WALL PAPER

New Samples for 1902 • •

Our salesmen will start out about July 1st, with a splendid line of

**Popular Designs at  
Popular Prices**

We have never before given such values as they will offer you:

Wait for the "STAUNTON" Line.

**STAUNTONS LIMITED, TORONTO**

Formerly M. STAUNTON & CO.



The most effective way of attaining the good-will of people who **might, should, would** or **could** become **regular** customers of yours, is to sell them

## Millar's Paragon Cheese.

There is no purer or more delicious cheese to be had.

Manufactured by

**The T. D. Millar Paragon Cheese Co.**  
INGERSOLL, ONT.

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

## HIGH GRADE CORN STARCH

THE BRAND

### St. Lawrence Corn Starch

manufactured and refined by us has the merits which commend it to all the first-class trade in Canada.

We solicit correspondence from foreign buyers who may be looking for the highest possible grade in

### Corn Starch or Corn Flour

### ST. LAWRENCE STARCH CO.

Manufacturers, Limited

PORT CREDIT, ONTARIO.

IMPERIAL  
WHITE  
WINE

# VINEGAR

Of

HIGHEST GRADE QUALITY,  
ABSOLUTE PURITY,  
CLEAR, SPARKLING APPEARANCE,  
FULL GOVERNMENT STRENGTH, and  
SMOOTH, DELIGHTFUL FLAVOR

## THE BEST ALWAYS.

**IMPERIAL VINEGAR & PICKLING CO.**

HAMILTON, CANADA.





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.

#### CEREAL FOODS IN GROCERY STORES.

IN looking through the shelf goods of a good grocery store it is easy to find several varieties of cereal preparations, known as health foods and breakfast foods, writes W. G. Clark in American Miller. The grocer will tell you that trade in this class of goods is constantly on the increase and that permanent customers are secured.

Some people will say that these goods are all right for a change, but that if you eat thereof constantly you will become tired of them. In other words, they crave for a change and to this fact is due the change from regular wheat bread. It is the nature of man to want a change, and hence these so-called health foods are in demand.

Some of these cereal foods are palatable, wholesome goods and can be quickly prepared for table use. This makes a combination hard to beat. If wheat flour could be made into bread as quickly as the average breakfast food can be prepared it would certainly please the housewife and increase the sale of flour. There are probably less than one-third of the housewives that bake their own bread. It takes time, attention and good judgment to bake bread right and nothing so disappoints the good housewife as to have poor bread.

The apparent inclination is for a sweet, palatable bread of a nutty flavor. Chalky white, tasteless bread is no longer wanted. People are beginning to learn that the whitest bread is not the best. White flour and bread are only pleasing to the eye. A yellow tint is almost necessary to good bread. Millers are grinding and bolting more openly than a few years ago, thus producing a stronger, better flavored flour than formerly.

The time is rapidly coming when American bread eaters will demand well flavored, substantial bread and the baker who does not make that kind of bread will have to shut up shop. The best baker's bread in the world is made in France. It is quite different in style of loaf, flavor and color

from the average American bread. The crust surrounds the whole loaf, which prevents the flavor and moisture from leaving the inside. The average baker's bread made in America can certainly be greatly improved. The baker who will confine himself to making a strictly home-made bread cannot fail to succeed.

The manufacturers of certain health foods make a strong point in cooking their cereal first and then baking it so that it is ready for table use. The cooking process consists in heavily steaming or boiling it before grinding or reducing, and then, to dry it out so it will keep in the packages, they put it in ovens and bake it. This method of cooking partially digests the food before it enters the stomach, which is a good feature.

The taste for oatmeal is on the wane, and other breakfast foods are meeting with more demand. Cream of Wheat, for instance, has made great inroads on the rolled oats business, as grocers and restaurant and hotelmen can testify.

Where will the production and consumption of cereal foods end, and how far will this affect legitimate milling? This is a subject for serious consideration. Will the manufacture of cereal foods become a part of the business of all first-class flour mills?

Time alone can answer this, but present indications would lead us to believe that cereal milling has come to stay. Ready money is found for investment in this class of mills. Profits are large, although sales are made in small lots as compared with wheat flour. The expense of packing and selling is greater than in regular milling, but still the prices are high enough to make it pay well.

Competition will in time reduce profits, and only the best concerns will continue in business. To those entering this trade I would say, make your goods right and from honest stock. You cannot fool all the people all the time. If you give them what you represent you will win out. Merit will win in all cases.

#### WHEN PA FIRS' ET TABASCO SAUCE.

When pa firs' et tabasco sauce, I'm smilin' 'bout it yet.  
Although his subsequent remarks I always shall regret.  
We'd come to town to see the sights and pa remarked to me,  
"We'll eat at a bong tong hotel an' sling some style," said he.  
An' then he sort o' cast his eye among the plates an' all,  
An' says, "That ketchup mus' be good, the bottle is so small."  
An' then he took a piece o' meat an' covered it quite thick,  
Then pa firs' et tabasco sauce an' rose to make his kick.

It all comes back so plain to me; I recollect it well;  
He just was talkin' mild an' calm, and then he gave a yell,  
An' tried to cave the ceilin' in by buttin' with his head,  
"Er hoo! Er hoo! Fire! Murder! Hoo!" I can't tell all he said,  
But when they heard his heated words six women lef' the room,  
An' sa'd the language filled their souls with shame, an' also gloom;  
But pa, he sort o' gasped at first and then he yelled again,  
When firs' he et tabasco sauce an' told about it then.

We laid him out upon a board an' fanned him quite a while,  
An' pa-he sort o' gasped at first an' then he tried to smile,  
An' says, "Just heat a poker now an' run it down my neck;  
I want to cool of gradual. It's better, I expeck."  
But when he got me out o' doors he says, "I want to get  
That there blame ketchup recipe an' learn just how it's het,  
So I can try it on the boys when you an me get hum,  
Till they, too, think the condiment is mixed with Kingdom come."

P.S.—Students use this sauce for hazing.

#### STILL ANOTHER COMPETITOR.

Canadian butter in British markets is to encounter yet another competitor. It is announced this week that butter from Kourgan, in Siberia, has been brought four to five weeks' journey by rail and steamer for 167 ½s. per ton, or less than 1d. per lb.; freight charges on butter from the Midlands and West of England into London are about ½d. per lb. Of course, the cost of production is a good deal greater in Great Britain than in Russia.—Canadian Gazette, London, Eng.

# Don't Forget.

We are headquarters for BRITISH-GROWN Teas, including "Green Ceylons."

**COFFEES**---There is harmonious blending of aroma, flavor and strength that attracts the public in our L. S. & B. and EMPIRE blends.

Lucas, Steele & Bristol, WHOLESALE GROCERS, Hamilton, Ont.

## Crosse & Blackwell, Limited

*Pickles, Sauces, Jams and Preserved Provisions.*

C. E. COLSON & SON,

— MONTREAL.

**O**UR Senior has much pleasure in thanking our numerous customers and correspondents for kind support in the past, and trusts the record of the firm will merit continued confidence in their business methods.

Owing to the increase in business, and in order to keep pace with the times, he has, with the consent of his co-partners, admitted his son, Mr. Campbell Strang Turner, into partnership. The latter is, we think, favorably known to many of the firm's customers, so we trust the new addition to the partnership will give increased confidence to all with whom we do business.

## James Turner & Co., Wholesale Grocers, Hamilton

ALEXANDER TURNER.  
LLOYD T. MEWBURN.

ALEX. G. OSBORNE.  
CAMPBELL S. TURNER.

For  
Fall  
Import

Place your order now for

# Goat Brand Japan Tea

Quality Guaranteed.

Style and Flavor Unsurpassed.

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

## Thos. Kinneear & Co.,

Wholesale Grocers,

49 Front St. E., TORONTO.

### CANADIAN EGGS IN ENGLAND.

AT present the principal difficulty that confronts Canada in the development of her egg industry is to make it profitable to her exporters and to British importers. We have learned how to utilize our every advantage to put this country's produce on the English market in such a condition that it will there be considered second to none, but, unfortunately, if we are to judge by the past, speculation is so rampant, not only among the exporters here, but also among the importers on the other side of the water, that this business can hardly be considered to be on a thoroughly stable basis. It is to be hoped, however, that the lessons of the past year have been taken to heart and that they will bear fruit in due season.

Just how peculiarly constituted the Canadian egg market is, was well illustrated by the experience of the egg merchants during 1900. Although in that year our export of eggs was the largest in our history, and, although the eggs were landed in good condition on the other side of the water, yet there were losses made in both countries. Prices were run too high, and the inevitable reaction came before goods were out of hand. The early spring has been decidedly favorable to the exporting of eggs, on

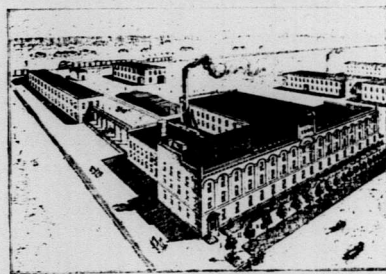
account of cold continental weather. As a consequence, British importers came to regard our produce with high favor, because they were making money on it. They entered into season contracts at high prices, and a large number of packers here even sold ahead. Then, in order to secure sufficient stock to cover these sales, severe competition ensued, and necessarily high prices prevailed. The regular shipment of eggs from the continent seems to have been forgotten. When these did arrive in England, high-priced Canadian eggs came into competition with low-priced continental goods, and the crash came. The British importer then lost money on Canadian eggs, and came to regard them with as much disfavor as he did favor when he was making good profits on them.

It was in this condition that we found the egg market at the opening of the present season, and various students of the market counselled that when the pickling season was at its height the price of eggs should not exceed 8c. per doz. at primary points. That low level has not been touched; most farmers are getting from 9½ to 10c. per doz. for their eggs. The English importer after all his threats has not lost confidence in the Canadian hen, and we can still hope that our exports of eggs to Great Britain

will go on increasing as they have been since we were shut out of the American market by a high protective barrier.

Indeed, if there is no repetition of the falling market of last year, this ought to be one of the best seasons our egg men have passed through. So far this spring has furnished ideal weather for the collection of eggs. We have not had a single hot day, and all the eggs that have gone into pickle are of an A1 order. Moreover, shipments from the country are coming forward more rapidly this spring than ever before. If not the farmers, then the country storekeepers are coming to realize more and more clearly what it means to hold stock, and they are uniting with the exporters in the attempt to keep up the name of the Canadian egg on the British market.

Last year it is said that some shipments of Canadian eggs went bad after reaching England. This was at first accredited to careless handling on this side, but on investigation it was found that the deterioration was due entirely to exposure to English weather, which, last fall and winter, was extraordinarily damp. This our packers, nor those of any other country, cannot prevent. Our chief exporters now can be depended upon to furnish only the best article procurable. They have the pickling problem down to a science, and there is no reason under the sun why, providing all other things are equal, our eggs should not command a premium on the British market. There is that one thing to be guarded against, however—an inflated market.



## THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known

Hero and Jumbo  
Sulphur Matches

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

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

# THE DAVIDSON & HAY, LIMITED

## WHOLESALE GROCERS

### 36 Yonge St., TORONTO

**BUSINESS CHANGES.**

**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

**F.** PERREAULT & Cie., general merchants, Rimouski, Que., have assigned to V. E. Paradis, provisional guardian.

Bedard, Bertrand & Gauvin, general merchants, Quebec, have assigned.

Z. Paquet, general merchant, Roberval, Que., is offering 20c. on the dollar.

Joseph H. Frigon, general merchant, St. Tite, Que., has assigned to H. Lamarre.

J. J. Boese, general merchant, Rosthern, Man., has assigned to P. Weibe, Rosthern.

M. Simon, general merchant, Alexandria, Ont., has compromised at 75c. on the dollar.

R. Tuplin & Co., general merchants, Kensington, P.E.I., are offering 50c. on the dollar.

Simon Johnson, general merchant, Moose Creek, Ont., has assigned to John C. Milligan.

Herbert A. Bigham, general merchant, Culloden, Ont., has assigned to David P. Cuthbertson.

J. E. Tremblay, general merchant, Ste. Anne de Bellevue, Que., has compromised at 30c. on the dollar.

A. W. Stevenson has been appointed curator of G. H. Detlefs, confectioner, Montreal, and his assets are to be sold to-day (Friday).

David Jobin, general merchant, Sacré-Cœur de Marie, Que., is offering 25c. on the dollar, and V. E. Paradis has been appointed curator.

**PARTNERSHIPS FORMED AND DISSOLVED.**

J. B. Allard & Fils, wholesale and retail

confectioners, Quebec, have registered dissolution.

Lachapelle & Viger, grocers, Longueuil, Que., have dissolved.

Wm. Trott, grocer, St. Thomas, Ont., has admitted J. Calwell into partnership.

Leiser & Hamburger, general merchants, Wellington and Ladysmith, B.C., have dissolved and Simon Leiser continues.

Buzzell Bros., grocers, hardware dealers, etc., Cowansville, Que., have dissolved, and a new partnership has been registered.

V. Leblanc & Co., general merchants, Hull, Que., have dissolved, and their business will be continued by V. Leblanc under unchanged style.

**SALES MADE AND PENDING.**

A. E. Pattison, grocer, Russell, Ont., has sold out.

Mrs. Z. Francoeur, general merchant, French Village, Que., has sold out.

The stock, etc., of the estate of W. G. Armour, general merchant, Myrtle Station, Ont., is advertised for sale to-day (Friday).

**CHANGES.**

Agnes Hamilton, grocer, Hamilton, is retiring from business.

Richard Dynes, grocer, Hamilton, Ont., is retiring from business.

Wm. Davis, grocer, Richmond, Que., has sold out to George E. Jamieson.

George Theriault, general merchant, Bonfield, Ont., is giving up business.

Hannah Hopkins has retired from the grocery business in Hamilton, Ont.

Lauzon & Co., grocers, etc., Norman, Ont., have sold out to J. H. Snider.

Miss L. Klintwitz, candymaker, etc., Nelson, B.C., has retired from business.

P. Daoust has ceased doing business under the style of M. Rodrigue, grocer, Montreal.

T. Gentles & Son, grocers and bakers,

Dartmouth, N.S., have sold their bakery to J. J. Scriven & Son.

Placide Daoust has registered under the style of T. H. Malette, as grocer, in Montreal.

Charles Lacaille & Co., wholesale grocers, etc., Montreal, have registered their business.

B. L. Bishop, general merchant, Kentville, N.S., has sold out to Spurgeon L. Cross.

N. W. Gaffield, baker and confectioner, Paisley, Ont., has sold out to William Strachan.

Mrs. Ferdinand Decary has registered as grocer, liquor dealer, etc., at Montreal, in her husband's name.

W. S. Santo & Co., general merchants, Peterboro', B.C., have been succeeded by The Peterboro' Trading Co.

Mrs. Louis Turcotte has registered as proprietress of Louis Turcotte & Cie., cigar dealers, etc., St. Hyacinthe, Que.

Elias Harner, general merchant, Norton and Mechanics' Settlement, N.B., has sold his branch at the latter place to James Webster.

Gargavala Bros., bakers, Sydney, N.S., have retired from business; and Burns & Co., bakers, of the same place, have been succeeded by Quirk & Boates.

**FIRES.**

The stock of Joseph Durand, grocer, Montreal, has been damaged by fire.

The stock of F. H. Secord, confectioner, etc., Hamilton, Ont., has been damaged by fire.

Sylvester Shannahan, general merchant, Sydney, N.S., has been burned out; insured.

**DEATHS.**

W. K. Secord, general merchant, etc., Winona, Ont., is dead.



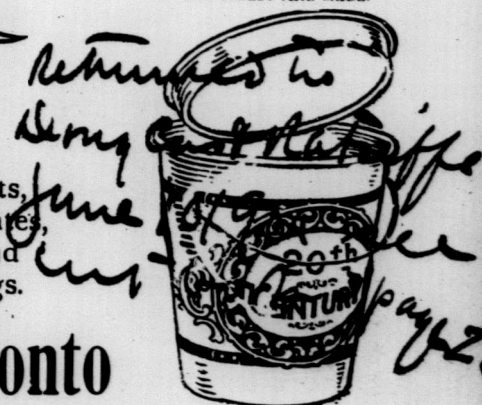
**We can save you money.**

All kinds of Wrapping

**PAPER**

Parchments, Butter Plates, Twines and Paper Bags.

Special--20th Century Paper Pail  
Something new for Pickles, Jams,  
Vinegar, Syrups, Cream, etc.  
THE FINEST PAIL MADE.



**Douglas AND Ratcliff, 30-34 Church St., Toronto**

# The Canada Biscuit Company

LIMITED

Biscuits  
Jams, Jellies  
Confectionery  
Maple Syrup  
Maple Sugar  
Marmalade

Pay particular attention to the packing of Biscuits for Export. Our tins are positively air-tight, guaranteeing Crisp, Fresh Biscuits in any climate.

**The Canada Biscuit Company, Limited**

KING AND BATHURST STREETS

Cable Address: "Canbisco"

Toronto, Canada.



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.



# BECAUSE JAPAN TEA

is healthy, invigorating, clean, wholesome, and comes from a country particularly adapted to the growth of only Pure Tea, are good reasons why you should never be without it.

# BEING LEADERS

OF THE FANCY GROCERY TRADE

WE ARE ALWAYS OPEN TO HANDLE NEW LINES OF BRITISH AND FOREIGN PRODUCTS SUITABLE FOR THE CANADIAN TRADE.

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

WHOLESALE IMPORTING  
AND MANUFACTURING GROCERS

TORONTO, CANADA

## EVAPORATED CREAM.

THE careful housewife insists upon obtaining her house supplies in a condition which renders them acceptable to a discriminating experience, and will accept nothing else unless she feels she is "getting the worth of her money."

The epicure goes a step further and demands that the food he buys is not only tempting in appearance, but that its flavor and quality are such that the palate is pleased and the appetite stimulated, and the pleasures of the table are thereby considerably increased.

One of the most important articles of diet with which the housewife and epicure has to contend is the milk supply, but since the pure milk, put up in the form of evaporated cream, as prepared by The St. Charles Condensing Co., of Ingersoll, Ont., Canada, with home office in St. Charles, Ill., U.S.A., has come into general use, and is to be found in the stock of every progressive grocer in the country, a great source of trouble has been overcome. Furthermore, physicians have been able to supply their patients and to prescribe for the use of infants and invalids an absolutely pure and safe food.

"St. Charles Cream" is put up in handy and handsome packages, is always ready for instant use, and is fully guaranteed to keep indefinitely in any climate, either the hot-

test or the coldest. A supply should be in every household.

It improves the flavor of coffee, tea or cocoa, and in cooking answers all the purposes of natural milk.

## THE FRASER RIVER CANNERS.

There was a meeting yesterday afternoon and evening of The Canners' Association in which various matters were discussed. The election of officers for the ensuing year was carried through and the matter of the Albion cannery, on the island of that name at the mouth of the Fraser river, was taken up. This cannery, which is the largest on the Fraser with the exception of The Scottish-Canadian, was purchased on Friday last by the association and will be run by that body, its profits and expenses being divided pro rata among the various members of the association. Officers were appointed for the management of the concern, and in a short time everything will be in readiness for a start at the commencement of the season.

The matter of the prices to be paid to the fishermen was also discussed, but no decision was arrived at. There were varying, and in some cases opposite views expressed as to the employment of fishermen and the number of boats to be used. There seemed to be a general agreement upon one point, which was that preference should be accorded to the white fishermen.

The decision will rest with a committee of seven, Messrs. G. I. Wilson, W. Farrell, A. McEwen, Dr. Bell-Irving, W. McPherson, R. J. Ker and J. E. McRae. Before the committee reports as to the result of its deliberations, it is stated a consultation will be held with the fishermen concerned.

## A QUEER CROP.

The white-wax crop exported from China, says an exchange, is made by the curious method of using minute insects in its production. These insects are found in brown pea-shaped excrescences or galls attached to an evergreen tree called the "insect tree." The galls are gathered in May and carried in headlong flight to the market towns by bearers, who travel at night, so that the heat may not force the insects to emerge during the journey. They are then placed in a "wax tree," which is a stump varying from three to 12 feet in height, with numerous branches rising from the top, similar to the pollard willow. The wax insects are made into small packets of 20 or 30 galls, which are closed in a leaf of the wood-oil tree, fastened together with rice straw. These packets are suspended close to the branches, under which they hang. On emerging from the galls the insects creep rapidly up the branches, to which they attach themselves, and begin forming a coating of wax that in about three months attains a thickness of almost a quarter of an inch. The branches are then cut off, and after removing as much of the wax as possible by hand, they are put in a kettle of hot water, when the remaining wax floats on the surface, and the insects finish their term of usefulness by going to the bottom.



## To do a Good Business

you must have a good stock.

Not necessarily a high-priced stock, but a stock of quality, which sells rapidly, thereby keeping your stock clean.

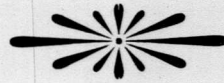
A stock of this kind is made up of such well and favorably-known articles as

**Upton's Jams, Jellies and Marmalade.**

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

Sole Agents

# CEYLON AND INDIAN



*If you have not already stocked*



## GREEN CEYLON,

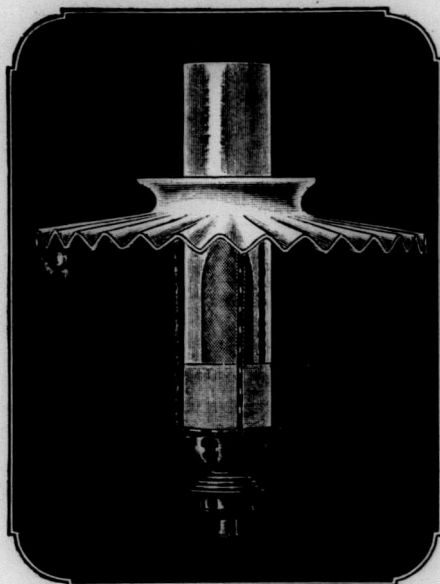
*start right in now. It's  
a sure trade winner,  
and the Green Tea of  
the future.*

*One of these hand-  
some canisters **free** with  
first order.*

Write us for samples. The prices are right.

---

# L. Chaput, Fils & Cie., Montreal



ALLOW us to call your attention to our very complete stock of

**Incandescent Gas Lamps, Mantles, Burners, Etc.**

Sole agents for Canada for the

## SOLAR LAMP.

The very best lamp on the market, for natural or artificial gas. Prices on application.

**THE ROCHESTER LAMP CO.**  
OF CANADA

24 Front Street West, TORONTO

*Reliable goods bring you new customers.*

## Southwell's Pure Fruit Jams



Are always reliable.

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

**FRANK MAGOR & CO.**

AGENTS FOR CANADA

16 St. John St., MONTREAL.

We have the Goods you want  
to do a Successful Business.

## GOWANS, KENT & CO.

14 and 16 Front Street East,

TORONTO, ONTARIO.

Wholesale

**CROCKERY and GLASSWARE  
CHINA and LAMP GOODS**

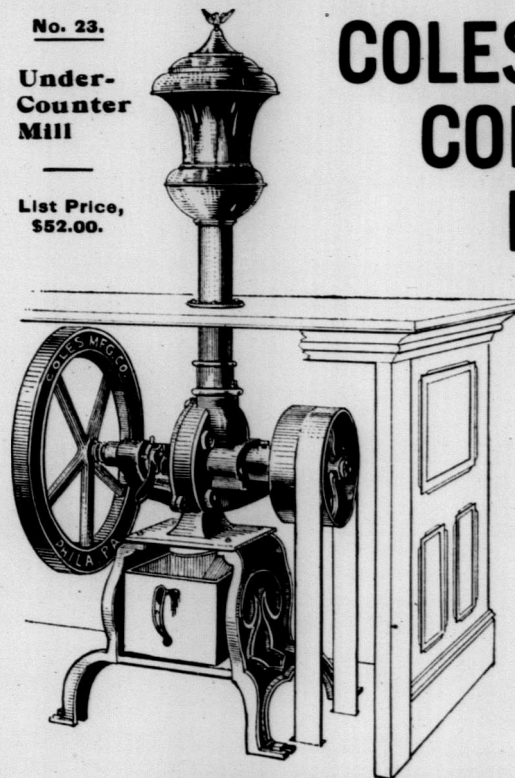
Mrs. of Lamps and Rich Cut Glass.  
Decorators of Earthenware, China and Opal.

GLASS ENGRAVING A SPECIALTY.

*When You are in the City call and see us.*

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.**



## TROUT FISHING IN BRITISH COLUMBIA.

I was on the Kootenay river in British Columbia, and as I was living at Rossland, a mining town some distance from the river, I was compelled to take the railway to a station known as Slocan Junction, the little hotel at the junction being only a short distance from the part of the river I intended to fish.

The weather was cold and stormy, and at first I hesitated about taking the trip, particularly as I could not persuade anyone to brave with me the rain, and perhaps the snow of a day in the latter part of the month of September. I had only two days at my disposal, nearly half of which must necessarily be taken up in travelling from Rossland to the junction and back. But in spite, and perhaps on account of the obstacles, I found myself on the train. A soaking rain was blurring the window panes of the railway carriage, and the excitement of getting my rods and tackle together and of catching my train having died down, I began to repent me. However, by the time we had reached Robson, the point where the railway crosses the great Columbia river, the rain had stopped, and as the Columbia river left behind, the railway follows close along the shore of the Kootenay, the tumbling, racing current of that grand stream and its rich dark trout-looking pools swept the cobwebs out of my brain, and I began to make up a cast for the evening's sport.

I was on the river by seven o'clock, soon had my rod together, and was on the pool in my boat with Whitely as boatman shortly after.

At this point, which was known in the first days of the mining development of the district as Ward's Crossing, the river rushes through a rocky canon and debouches into a large pool almost a lake.

The pool is in shape something like an egg, and is about a mile long, with perhaps an average width of a quarter of a mile. There is a large island in the centre, and late in the season, when the water is down, the sandbars become bare, and thus form one or two small islands.

The fishing is good almost all over the pool, but the favorite places are on each side of the swift and rough water coming out of the canon, and in the eddies which are formed by the undulations of the shore line.

The situation changes as the water falls during the summer, and, as this experience of mine showed me, good sport can be obtained at the lower end of the pool in places which it would be difficult to reach with the water high, and in which the sport would not repay the trouble in the earlier months.

It was still cloudy and cold when I commenced to fish, and in half an hour or so it became so dark that I could not see the point of my rod, so I gave up for the even-

ing, and went to the small hotel at the station for the night. I was quite satisfied with my luck, however, as I had a brace of nice fish of about a pound each.

I had proposed to make an early start, but in the morning when I awoke, about half-past six, I could distinctly hear, above the roar of the fall in the river below, the patter of raindrops on the roof. A glance out of the window was not reassuring, as the mountains were smothered in a thick haze and the river, covered with its morning curtain of white feathery mist, looked cold and unfriendly.

As I was dressing, however, the sun burrowed through a rift in the clouds, and by the time I had walked the half-mile or so through the damp and dripping wood which separated me from the river, his majesty was shining down hot and strong, and only in the still shady backwaters of the pool, and on the tips of the surrounding peaks, could there be seen the steamy vapor which had chilled my spirits in the early morning.

Whitely did not hold out much hope of sport, as he told me that for some two weeks past no one had caught more than a couple in the day. But the morning was now too bright and "fish" like to let this information, dismal though it was, depress my feelings for long.

I tried first at the eddy on the north side, below the swift water, using the cast I had put together and used the night before, consisting of three large roughly-tied flies of patterns which I had found useful in the early season, the cast itself being of coarse gut.

Meeting with little success here we moved to the heavy water at the foot of the canon on the south side, and as matters did not seem to improve, and as I had come to the conclusion that the water was too low and clear for the tackle I was using, I changed the cast itself to one of gut tapered from medium to fine undrawn, and also my reel to one containing about 40 yards of tapered line, putting on two flies and using as tail fly a fly with dark grey wing, brown hackle tied Palmer-wise, and yellow body, the hook being about a 0; and as dropper a 00 hook, the dressing of which I forget. The tail fly was a very good imitation of a natural insect on the water at the time.

During the operation we had drifted down to the top of a sandbar, and on my first cast in the eddy formed by the head of the island I heard the welcome sound of the reel.

Three or four nice fish of about half a pound each rewarded me here; and as in one of the struggles Whitely had allowed the boat to drift over the place where the fish seemed to be lying, and thus disturbed them, he suggested a try at the very tail of the pool. We accordingly drifted down to a spot where the river is about an eighth

of a mile wide, and running in a swift yet quiet and glassy glide over a gravelly bottom. Here we made fast to a log which had grounded, and, after the commotion caused by the anchor and the stopping of our boat in the swift water had subsided, I made my first cast.

Hardly had my flies struck the water before what seemed a good fish rose and missed. I waited a moment and then made another cast over the same spot.

A whirr of the reel which I could not stop until some 30 yards of line had gone out convinced me that, even taking the swift water into consideration, I was into a good fish.

My nerves were all on edge with fear for my fine tackle with such a fish in such water, but as we were so placed that it would have meant a good 10 minutes' work to get the boat into a backwater, I had to trust to my cast. Fortunately my trust was not misplaced, and in about 15 minutes Whitely had my friend safe in the landing-net, a handsome rainbow trout of slightly over three pounds; and then after drinking a toast to his capture, and having a rest and smoking a quiet pipe, we made our way up the river to luncheon at Whitely's cabin.

After luncheon we tried the smaller sandbar with some measure of success, and then drifted down to our log. Here I rose but missed a brace of fine fish, but landed two or three of about three-quarters of a pound each. Unfortunately the tail fly, with which I had caught most of the fish, had been injured, and I was obliged to change, with but indifferent results. It had rather a peculiar trip on its own account. A good fish rose, I struck and felt him, but lost him immediately and with him my fly. I put on another, and at my very first cast hooked a nice fish and on landing him found my old favorite sticking in his side. I replaced it and used it until the barb became injured, and I now keep it in an honored spot in my tackle box in remembrance of a happy day and of its faithful service.

As it was now nearly three o'clock we worked our way up stream, taking a couple of fish en route, and landed at Whitely's cabin at about a quarter to four, leaving me just time to count and weigh my basket, unjoint my rod, and catch the four o'clock train for home. I had in all 20 fish, one of which was a three-pounder, and the total weight was about 14 pounds.

As the train left the station, I could see my pool shining in the afternoon sun, and in my heart I bid it farewell for the season, as I knew I should not have another day with the trout until after our long and dreary winter was well over, and the first year of the new century half gone.—"Black Gnat," in *The Fishing Gazette*.

J. Gleeson, ice, pork and provision dealer, Kingston, Ont., has sold his pork and provision business to Henry Meyers.

THE  
**Cowan Company,**

Limited

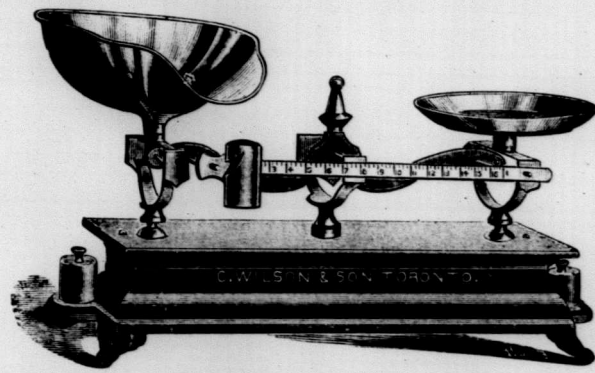
**Cocoa and Chocolate  
Manufacturers**

**TORONTO, - CANADA.**

Hygienic Cocoa, Perfection Cocoa,  
Queen's Dessert Chocolate,  
Perfection Chocolate, Icings for Cake,  
Chocolate Cream Bars, Etc.,  
Confectioners' Sweet and Plain Coatings.

GOODS ABSOLUTELY PURE AND  
OF THE FINEST QUALITY.

Correspondence Solicited. - A B C Code Used.



FINE TEA SCALE.

**WILSON'S** High-Class  
Grocer Scales

Highest Medals at Chicago and Paris Expositions, and  
32 First Prizes at Canadian Fairs.

AGATE AND DIAMOND STEEL BEARINGS.

Computing and Pound and Ounce Scales.

Every Scale Carefully Tested and Guaranteed.

Easy Terms of Payment.

**C. WILSON & SON**

69 Esplanade Street, Toronto

Canadian Grocers will find in

**Rowntree's**

**ELECT Cocoa**

a most welcome and profitable addition to their  
stock; one that will make and keep customers.

Its great economy (requiring about one-half the  
quantity of other Cocos to produce a beverage of  
equal strength), its easy digestibility making it  
readily assimilable to the most delicate constitution,  
its fragrant aroma and its delicate flavor all com-  
bine to make it one of the most popular and satis-  
faction-giving Cocos on the market.

As a warmth-giving, nourishing and flesh-forming  
food beverage, Rowntree's Elect Cocoa can be  
heartily recommended.

Agents for Canada are:

For Manitoba, Northwest Territories and British Columbia:  
THE HUDSON'S BAY CO., WINNIPEG.

And for Quebec, Ontario and the Maritime Provinces:  
MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.

**MOLASSES**

..... P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,  
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the  
car Molasses, which came to hand in good order  
and condition, and, as a proof I am satisfied with  
the quality, now offer same figures for two cars  
same grade.

This is an extract from a letter received a few  
days ago referring to a carload of Barbadoes ship-  
ped to one of the largest cities in the Province of  
Quebec.

We have some more of this grade  
to offer, and the price is low.

**The Dominion Molasses Co.,**  
Limited

MOLASSES  
AND SYRUPS.

HALIFAX, N.S.



## Stower's

"Old friends are the best ones." Thirsty days and Stower's Lime Juice are inseparable—going to renew the acquaintance this summer? The concentrated strength of real West Indian Limes makes a delicious, healthful and refreshing drink. 20 per cent. stronger because concentrated—"no musty flavor." The Lime Juice Cordial needs nothing but a little water—it is all ready to use.

**Lime Juice — Lime Juice Cordial.**

### Maypole Soap Dyes.

Think just a moment—90 per cent. of your customers are women. Please them and you strengthen their inclination to buy at your store.

A woman likes to economize, and she CAN with those clean, brilliant, fadeless, quick, sure Home Dyes, Maypole Soap Dyes. And the mess and trouble of Powder Dyes is all done away with.

All colors in Maypole Soap Dyes—They dye to any shade and they won't "streak" or crock.

### "Griffin" Dried Fruits.

The "Griffin" Brand of Seedless Raisins, Prunes, Dried Apricots, Peaches and Pears is not only the highest quality in Dried Fruits, but represents one of the biggest businesses of its kind on the Pacific Coast.

The "Griffin" Brand is always the same—it never varies.

It is not shipped in bulk and then repacked—it reaches you in the original package.

Sold by leading wholesalers throughout the Dominion.

Agents: A. P. TIPPET & CO.,

8 Place Royale, Montreal.  
23 Scott Street, Toronto.

**ABOUT SPRUCE GUM.**

"Picking spruce gum and selling it to chewing-gum manufacturers is a source of income for a great many men in the Adirondacks and other northern forests—guides and small farmers—while others make it a business the year through," says Country Gentleman. "The gum appears on the tree trunks like drops of wax. The gatherer, armed with a long pole, on the end of which is fastened a can and a sharp chisel, cuts loose the chunks of gum, which fall into the can and are transferred to a basket or bag. The gatherers in winter will travel on snowshoes 10 or 15 miles through the forest, sleeping at night in some old hunter's deserted shack. There are three kinds of spruce in the Adirondacks—red, black and white. The best gum is gathered from the sapwood of the white spruce. The rarest of the gum is the 'blister,' which is translucent, and turns blue after being chewed. After being scraped, washed and brightened it sells for \$1.50 a pound. There is a coarser grade, composed of blister scrapings, mixed with particles of bark. Placed on trays of cotton cloth in a steam tank, the gum is drawn out and yields the producer 50 cents a pound, forming the ordinary chewing gum of commerce. Some manufacturers adulterate the gum with paraffin, resin and chicle."

**A GROCERS' EXCHANGE.**

A number of prominent grocers of Chicago have organized and incorporated what will be known as The Chicago Grocers' Exchange. The members of the exchange are in business on the West Side and have organized for the purpose of pooling their purchases in order to buy on equality with the department stores and price-cutters of Chicago. The exchange was incorporated last week with \$2,000 capital. The incorporators are Charles R. Lott, ex-president of The Illinois Retail Merchants' Association; Charles Hyde, ex-secretary of the same organization, and William Preis, ex-president of The Chicago Grocers' Association. The officers, who were elected at a meeting held last Wednesday, are Chas. R. Lott, president; Mr. Warder, of Warder Bros., vice-president; John Sokol, secretary, and L. Woelfersheim, treasurer.—Chicago Grocer.

**ALLEGED PROCESS OF PRESERVING BUTTER.**

U. S. Consul Freeman, of Copenhagen, under date of April 22, 1901, says: "I am in receipt of so many inquiries from the United States in regard to the reported discovery of a new and successful process for preserving butter, meat, eggs, etc., that I am led to suggest that notice be given in the Consular reports that the so-called discovery is a failure. The alleged inventor applied for a patent, but his application was rejected. The sealed package of butter which was presented as a test bore a notary's certificate as having been sealed up in 1900, but it was proved that the butter had been preserved only a few weeks, the date—February, 1901—having been surreptitiously changed to read February, 1900."

**A FEW POINTS ABOUT VICTORINE**

**The Ideal Clothes Washer.**

1. No alkali ingredients.
2. Does not injure fabric.
3. No washboard rubbing.
4. Saves time.
5. **SAVES MONEY.**

SEND YOUR ADDRESS FOR FREE SAMPLE.

**VICTORINE** (Incorporated)  
**MONTREAL.**

**PUMPKIN FLOUR**

WHOLESOME ♦ APPETIZING  
ABSOLUTELY PURE

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

**TO THE GROCERS**

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

**FOR SALE BY ALL JOBBERS.**

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

**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**

Try —

**Clark's Tongue Lunch**

The style of the package recommends it, and the quality of the stock will satisfy everyone

**It's a Winner!**

It Will Pay —

you to get our quotations before buying

**MOLASSES**

**Barbados and Porto Rico.**

We are the largest direct importers in New Brunswick.

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

## SUGAR IN THE MARITIME PROVINCES.

THE Canadian Grocer has been informed that the movement referred to some time ago in these columns in regard to selling sugar on the equalized rates system in the Maritime Provinces is likely to soon bear fruit.

An informant said: "The Maritime Provinces, New Brunswick, Nova Scotia and Prince Edward Island have so long been laboring to make a living profit on sugar that they have for some time back been making an effort to improve the condition of things down there and have at last succeeded in completing an arrangement to adopt the equalized rates system of selling sugar in the Lower Provinces, the same as is now in force in Quebec, Ontario, Manitoba and the Northwest Territories. The new system will go into force shortly, The Maritime Province Guild affiliating with The Dominion Wholesale Grocers' Guild, and thus making the system uniform throughout Canada.

"The trade in the Eastern Provinces have been selling sugar for practically cost for the past three or four years, and this is a very heavy task upon the wholesale grocer, so much so, in fact, that it was absolutely necessary to arrive at some system to insure them sufficient profit to cover the cost of handling the goods. After a thorough investigation they decided that the only workable plan was the equalized rates system, the same as has been in use in the Western Provinces, and which is based on somewhat the same plan as the equality system which worked so successfully in the States for some ten years, and which only went to pieces during the time that the refiners had such a bitter fight.

"This is an important matter to the trade in the Eastern Provinces, and which, no doubt, they will be very glad to learn of as it has always been proved that where this system has been in force it has been more profitable to the retail merchant, as he knows exactly just what his neighbor pays for the goods and is not living in a state of doubt as to whether his competitor has bought cheaper and can afford to sell two or three pounds more for the dollar."

## "QUEEN" BRAND CANNED GOODS.

The Canadian canned goods industry has from the first had many serious difficulties and hindrances to contend with, yet several of the leading concerns have by dint of hard work and steady perseverance put their business in a position which should enable them to largely extend their undertakings during the next few years. One of the large companies of Ontario, The Belleville Canning Co., manufacturers of "Queen" brand goods, put up a specially extensive variety, including, besides the standard lines of canned vegetables and fruits, such lines as boneless chicken, turkey and duck, chicken soup, fruit pulp, tomato pulp and catsup.

Their peas, though put up without artificial coloring, are considered by many to surpass the best imported brands. They make an exceptionally fine quality of jams and jellies. For years English jams and jellies held undisputed supremacy on the Canadian market as in most markets of the world, but The Belleville Canning Co. are now making a line of these goods which are held to be equal to that of the best English makes.

## RESULTS FROM ADVERTISING.

ONE of the thoughts that occurs to most men when considering an advertising proposition for the first time is that they would be willing to invest in advertising all of the profits made upon their goods for the first six months or year. This is all very well. It is a liberal thought. But in advertising it is the same as in establishing a manufacturing business. Before you can begin to make goods you have to have a plant. This means an investment of anywhere from one dollar to one million or more dollars before the first article can be turned out for the market.

If the conditions are right the output of the plant begins to pay off the investment in small installments at once and to pay interest on the investment in the way of dividends to the stockholders. But the investment in the plant is a necessary forerunner to the profits.

The same with advertising. An investment must be made before a profit can be realized. The amount of the investment and the time that is required must necessarily vary with the conditions. In advertising strictly legitimate lines it is possible in some cases to make the advertising begin to show a profit inside of three months. In other cases it will take six months or a year or sometimes longer.—Charles Austin Bates.

## NEW BRUNSWICK FLOUR MILLS.

Six new roller mills were erected in New Brunswick during the year 1900 and now there are 18 mills altogether in that Province, the capacity of which ranges from 35 to 50 barrels per day of 24 hours, while one in St. John has a capacity of 150 barrels per day. These mills have greatly stimulated the local production of wheat and, as the profits of wheat cultivation commence to be better realized, there is no doubt that the farmers of the Province will go in for it more generally. The New Brunswick wheat is of good quality and able to compete with the best Ontario grain, so that New Brunswick ought, in the course of years, to work up an extensive industry in the raising of wheat and the milling of the grain for export trade. The quantity of wheat grown in New Brunswick last year was greater than that grown in the previous year, but the acreage under cultivation was smaller.—Maritime Merchant.

## CONDENSED OR "WANT" ADVERTISEMENTS.

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

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



## PENITENTIARY SUPPLIES.

SEALED TENDERS addressed "Inspector of Penitentiaries, Ottawa," and endorsed "Tender for Supplies," will be received until Monday, 17th of June, inclusive, from parties desirous of contracting for supplies, for the fiscal year 1901-1902, for the following institutions, namely:

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

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

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

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

All supplies are subject to the approval of the Warden.

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

Papers inserting this notice without authority from the King's Printer will not be paid therefor.

DOUGLAS STEWART,  
Inspector of Penitentiaries.

Department of Justice,  
Ottawa, May 13th, 1901.

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

## Silver Dust Soap Powder

(Made in Canada)

## PROFIT

Gives More **QUANTITY** Than Any Other

## SATISFACTION

SILVER DUST MFG. CO.,  
HAMILTON.

# SUNKEN TREASURES.

Who is going to get all the money lost on the turbulent seas of business? Money lost in the mercantile business can never be recovered. Once wasted and given away on unreliable scales, it is lost forever. There are divers reasons why you should use the MONEY-WEIGHT SYSTEM:

- First—Because it is a system.
- Second—Because it saves over-weight.
- Third—Because it pays for itself.
- Fourth—Because it avoids errors in calculation.
- Fifth—Because it is sold on such easy terms.

NEARLY ONE HUNDRED THOUSAND IN USE.

THE...  
**Computing Scale Company,**  
 DAYTON, OHIO.



Moneyweight Scale Co., No. 47 State St., Chicago, Ill.  
 Moneyweight Scale Co., Nos. 50 and 52 Franklin St., New York, N.Y.

J. B. Poirer, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Can.  
 L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont. Can.

Cable Address: DAIRYMAID.



## A. F. MacLaren Imperial Cheese Co.

LIMITED

Head Office: 51 Colborne St.,  
 Toronto, Canada.

Branch Offices: Ingersoll, Ont.  
 Detroit, Mich.

MANUFACTURERS OF

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

Importers and Exporters of all kinds of  
 Foreign and Domestic Cheese.

CORRESPONDENCE SOLICITED



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 CO.,

## THE SUGAR BEET INDUSTRY.

ITS POSSIBILITIES IN ONTARIO.

**T**HE manufacture of sugar and other products, from sugar beets, from all indications, gives promise of becoming an important industry for Canada.

The value of the sugar beet for the manufacture of sugar is already too well known to need discussion in these columns. The industry has received considerable attention at the hands of capitalists of late, and, what is equally as important, at the hands of the farmer or grower upon whom the manufacturer must depend for his supply of raw material.

### FARMERS AND GROWERS INTERESTED.

Hundreds of farmers have been interested in the growth of sugar beets as a profitable means of livelihood, and are becoming actively engaged in the industry. Once a farmer is convinced that something is going to pay him well for his labor, he enters into it in no half-hearted way. With this object in view, promoters of the beet-sugar industry have been going through the country interesting the farmer in the growing of sugar beets and pointing out the profit there is to be derived therefrom.

As far as possible the farmers and growers have also been induced to subscribe for stock to be invested in the erection of beet-sugar factories within easy access of their supplies. Thus, by the introduction of the cooperative scheme, which has proved so successful in other enterprises, it is hoped to make the beet-sugar industry a prosperous venture also.

### GOVERNMENT ENCOURAGEMENT.

The Dominion Government in order to encourage the industry has decided to admit machinery for beet-sugar manufacturing for one year free of duty. This, it is claimed, will mean a saving of from \$40,000 to \$48,000 in the equipping of a fair-sized factory.

The bounty offered by the Ontario Government is also available for a term of years, and the State of Michigan, it is said, without any bounty has found the manufacture of beet sugar one of its most profitable industries.

### SUGAR CONSUMPTION INCREASING.

The sugar consumption in Canada is daily increasing, and the larger number of canneries, confectioners and institutions of this sort consume an immense amount,

while the increase in population has also had its effect.

The likelihood of the industry proving a good investment for capital is supported by the statement that it will take no less than 35 manufactories with a plant capable of working 550 tons of beets per day each (which is considered the work of an average factory) to supply the consumption of sugar in Canada alone.

### COST OF A FACTORY.

The estimated cost for the erection and equipment of a factory of the capacity above mentioned is as follows :

Buildings.....	\$ 70,000
Machinery.....	175,000
Freight and Setting Machinery.....	24,000
<b>Total.....</b>	<b>\$269,000</b>

Some parties interested in the industry have also prepared a table estimating the cost of general expenses, including labor, and supplies etc., for operating a beet-sugar factory of 550 tons capacity per day of 24 hours. Their estimate is as follows :

### SALARIES AND GENERAL EXPENSE.

1 Technical Superintendent.....	\$5,000
1 General Manager.....	3,000
1 Chief Engineer.....	1,200
1 Asst. ".....	720
1 Superintendent.....	1,200
1 Asst. Superintendent.....	750
2 Chief Sugar Boilers at \$720.....	1,440
1 " Chemist.....	1,000
2 Asst. " at \$500.....	1,000
1 Yard Master.....	720
2 Weight Masters at \$500.....	1,000
1 Agricultural Superintendent.....	2,000
2 Assistant " at \$1,000.....	2,000
Bookkeeper, clerks, typewriter and stationery.....	4,000
Fire insurance, 1½ per cent. of \$275,000.....	4,125
Employer's Liability Insurance, 1 per cent. on \$40,000.....	600
Repairs on machinery per season.....	6,000
Depreciation, 5 per cent. on \$275,000.....	13,750
<b>Total.....</b>	<b>\$49,505</b>

**Wages for labor based on factory running 100 days and 100 nights of 12 hours each :**

20 Skilled laborers 100 days and 100 nights, or 4,000 days at \$3.....	\$12,000
60 Common laborers 100 days and 100 nights, or 12,000 days at \$1.75.....	21,000
<b>Total.....</b>	<b>\$33,000</b>

### ESTIMATED RECEIPTS.

Supplies based on extracting sugar from 55,000 tons of beets :

(550 tons time 100 days)—55,000 tons of beets at \$4.....	\$220,000
Coal, 8 per cent. of weight of beets—4,400 tons of coal at \$3.50.....	15,400
Limestone, 7 per cent. of weight of beets, 3,850 tons at \$2.25.....	1,000
Coke, 6 per cent. of weight of limestone, 231 tons at \$7.....	1,617
Oil for lubricating.....	550
Filter cloth.....	2,200
Barrels and sacks.....	10,000
Incidentals per season.....	3,000
<b>Total.....</b>	<b>\$253,567</b>

**Earnings of a 550-ton beet-sugar factory operating 100 days and 100 nights based on beets containing 12 per cent. of sugar, of which it can safely be assumed 75 per cent. can be extracted as white granulated sugar :**

55,000 tons of beets at 9½ per cent. (75 per cent. of 12)—4,950 tons of sugar at 4¼ c. per lb. or \$95 per ton.....	\$470,250
Margin on seed, 110,000 lb. at 5c.....	5,500
<b>Total earnings.....</b>	<b>\$475,750</b>
Salaries and general expenses.....	\$ 49,305
Wages.....	33,000
Supplies.....	260,467
<b>Total cost of production.....</b>	<b>\$342,772</b>

<b>Net earnings.....</b>	<b>\$139,678</b>
Add to this bounty—5,950 tons of sugar, or 99,000,000 lb. at ½c.....	\$49,500

### PROPOSED FACTORIES.

It is understood that London, Ont., also Warton, Ont., are soon to be centres for a beet-sugar factory, and the farmers and growers in those districts are greatly interested in the project. In the locality of Warton for the past five years large quantities of sugar beets have been raised, the soil in that locality being admirably adapted to the industry. Nine carloads of sugar beets from this district were sent to Michigan and were there analyzed, the analysis developing a larger percentage of purity and saccharine matter than beets shipped from any other part of Ontario.

### HIGH QUALITY CANNED GOODS.

The position of Essex county, Ontario, in the peninsula formed by Lake Erie, River Detroit and Lake St. Clair puts fruit-growers of that county at a big advantage in the production of the finest corn and tomatoes as well as peaches, plums, pears and small fruits. The climate of the county is semi-tropical, the frost being two or three weeks later there than at other points in Ontario, the great vegetable and fruit canning Province of the Dominion.

These favorable natural conditions have been taken full advantage of by the Imperial Canning Co., of Kingsville, Ont., for, by paying strict attention to preserve in canning the high standard of quality which is naturally possessed by the vegetables and fruits they put up, their products have attained to a standard of perfection which is as creditable as it is profitable.

**COLEMAN'S**

Established 1868.

**SALT**

"Educate your customers in regard to quality."

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

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

**RICE'S**

Address :

R. & J. RANSFORD  
Clinton, Ont.

**SALT**

**THE WILSON, LYTLE, BADGEROW CO.**

LIMITED.

The Largest Manufacturers and Exporters of

**White Wine Vinegar**

IN CANADA.

Pickle manufacturers in Great Britain who have used their vinegar all acknowledge it to be the purest and best flavored vinegar they have ever seen, and consider its preservative qualities ahead of the highest grade of English or German vinegars.

**The Wilson, Lytle, Badgerow Co., Limited,**  
TORONTO.

\$220,000  
15,400  
1,000  
1,617  
550  
2,200  
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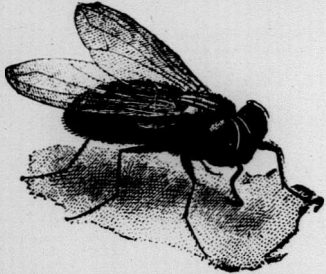
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**TANGLEFOOT** Sealed  
Sticky  
**FLY PAPER**



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

Long Lasting. A Cash Asset.  
Order from Jobber.

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



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**MOTT'S**

BUY

**Star Brand**

**COTTON  
CLOTHES  
LINES**

— AND —

**COTTON  
TWINE**

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

For sale by all Wholesale Dealers

See that you get them.

**W**HOLESAL  
WOODWARE,  
WILLOWWARE, **B**ROOMS,  
BRUSHES,  
BASKETS.

Wrapping Paper,  
Paper Bags, Cordage,  
Twines, and  
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HAMILTON.

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market quotations from any town in Can-  
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**Oranges and Lemons**

Cocoanuts, Dates, Nuts, etc.  
STRAWBERRIES AND VEGETABLES  
IN CAR LOTS A SPECIALTY.

Wholesale Commission Merchants.  
Auction Sales held daily—Fruit and Vegetables.

Correspondence  
Invited. **WHITE & CO.**

**Shredded Whole  
Wheat Biscuit**

For sale by all  
Wholesale Grocers.

**J. HEWITT, Agent**

61 Front St. E., TORONTO.

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

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



**WM. MACK,**  
Proprietor.

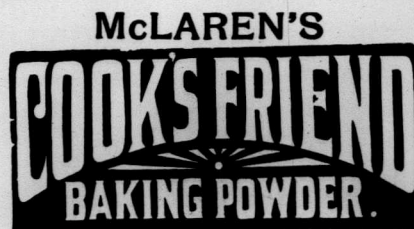
**WHEAT MARROW.**

(REGISTERED)

The pure proteid of wheat. More  
nourishing than other cereals. Far  
healthier than meat. The best food  
for children. : : : : : : : :

Manufactured by  
**THE EXPRESS ROLLER MILLS**  
CORNWALL, ONT., CAN.

Is Honest Goods and just  
the Thing on Which to  
Make or Extend a Busi-  
ness.



The Best Grocers make  
a point of Keeping it  
always in Stock.

"Established in 1842."



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*We represent in Canada the following European  
and American Firms:*

**The United Alkali Company, Limited**  
(Works at St. Helens, England)

Greenbank Soapmaker and Powdered Lye,  
Chloride of Lime.

**James Ainslie & Co., Leith, Scotland**

Famous Scotch Whiskies, "Glenlion,"  
as supplied to the Royal Navy.

**James L. Denman & Co., Glasgow and London**

"Big Ben" brand Scotch Whisky,  
as supplied to the House of Commons.

**P. Hoppe, Schiedam, Holland**

"Night Cap" Gin, "Finest Quality."

**P. Hoppe, Amsterdam, Holland**

Liquors, Cordials, etc.

**Dandicolle & Gaudin, Limited, Bordeaux, France**

Well known for the superiority of their pack-  
ing of French delicacies, wines and liquors  
and fruit syrups.

**Dubonnet Freres, Paris**

Famous "DUBONNET," reputed the best  
French tonic and appetizer.

**Gonzalez, Staub & Co., Cognac, France**

Fine Champagne and Brandies, all grades,  
1878 Vintage.

**Boulestin & Co., Cognac, France**

Fine Champagne and Brandies, all grades.

**J. Prunier & Co., Cognac, France**

Fine Champagne and Brandies, all grades.

**J. Martinazzi & Co., Torino, Italy**

The most delicious of all Italian Vermouths.

**The Williams Bros. Co., Detroit, Mich., U.S.A.**

Celebrated Pickles, Catsup, Jams, Jellies,  
Prepared Mustard, Horseradish, Mince Meat,  
Boston Baked Beans—"Waldorf" brand.

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**L. CHAPUT, FILS & CIE.,** Wholesale Grocers  
and Tea Importers, **Montreal**

**QUALITY COUNTS.**

## LYN PLANSIFTER MILLS

Jas. Cumming, Lyn, Ontario.

Manufacturer of Choice Flours from selected Ontario and Manitoba Wheats.

Samples and Prices  
on application.

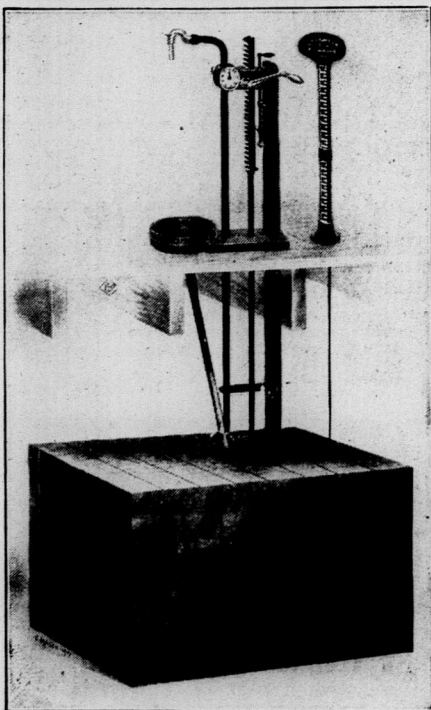
"A"—PATENT PASTRY  
"B"—PATENT MANITOBA  
"C"—STRONG BAKERS'  
"D"—FAMILY BAKERS'

### A LITTLE ADVERTISEMENT ....

Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto

## Mr. Smith Writes



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### Bowser Oil Tanks

Are equipped with Full Brass Cone Valves, Dial Discharge Registers, and Anti-Drip Nozzles, and measure accurate

GALLONS, HALF-GALLONS and QUARTS

... AT A STROKE ...

Fifty Different Styles. Catalogue Free upon request.

S. F. BOWSER & CO.,

65 Front St. East, Toronto; Factory, Fort Wayne, Ind.

Office of

Walter L. Smith,  
Dealer in

Dry Goods, Groceries  
and Hardware.

Fillmore, Cal.,

Feb'y 10th, 1911.

S. F. Bowser & Co.,

Fort Wayne, Ind.

Gentlemen:—I have used one of your Improved Self-Measuring Oil Tanks for nearly one year and to say that I like it, is expressing it mildly. From an economic point of view, it is a great money saver, and has nearly paid for itself during the past year. I think every well regulated Grocery Store ought to have one of these machines. I do not think I shall ever regret the purchase of your Improved Tank.

I remain

yours sincerely,  
WALTER L. SMITH

We have upon file in our office hundreds of letters of similar tenor from satisfied and enthusiastic customers from every section.

They simply show the truth of our claims for our goods, and that

What we Say  
They'll Do  
They'll Do Do.

... PEOPLES MILLS ...

## The James Goldie Co.

Limited

### GUELPH,

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Established 1860.

Capacity 700 barrels per day.

Correspondence Solicited.

### PRINCIPAL BRANDS:

"Snowdrift"—Manitoba Patent.

"Goldie's Best"

"Peoples"

"Victoria"

"Dictator"

"Maple Leaf"

"Chancellor"

"Roselle"

Winter Wheat  
Patents.

Choice Extras.

Cable Address, "Goldie," Guelph, Riverside Code, 1890 Edition.

## A Link in the Chain.

Confidence begets success.

Don't overlook the value of the good-will of the man of the house. You please the woman, but **HER HUSBAND PAYS THE BILLS**—obtain his confidence on the quality of the Cigars you sell and you forge another link in the chain that binds the family to trade with you.

### Payne's Cigars

have stood the test

of **TIME** and that is the only honest proof of worth and value. The "Pharaoh" for a 10-cent line and the "Pebble" for a 5-cent line are the links in the chain that win a man's confidence and **KEEP HIM AND HIS FAMILY TRADING AT YOUR STORE!**

J. BRUCE PAYNE, MFR.,  
Granby, Que.

**WILLIAM NIVIN & SON**

Butter and Cheese Exporters,  
General Commission Merchants.

OFFICE AND WAREHOUSE

47 WILLIAM ST., MONTREAL

REFRIGERATOR STORAGE ON THE  
MOST APPROVED PRINCIPLE.

P. O. BOX 845.

TELEPHONE MAIN 1152.

REGISTERED CABLE ADDRESS, "ORPE" MONTREAL.

**JOHN ORPE**

**Butter and Cheese**

**EXPORTER and  
COMMISSION MERCHANT.**

43 William Street, - MONTREAL.

**Wm. Meldrum & Co.**

**Egg and Butter  
Exporters.**

Cor. Brennan and Nazareth Sts.,

Correspondence  
Solicited.

**MONTREAL.**

**Hislop & Hunter**

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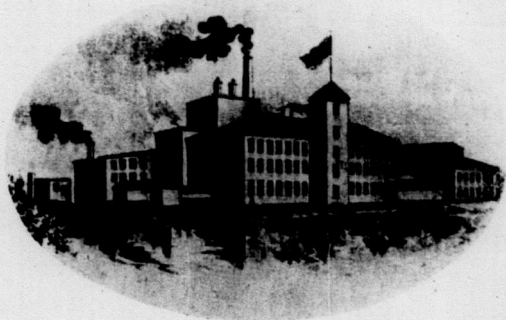
**EXPORTERS** { *Butter*  
AND...  
*Eggs.*

Packers of the Improved Process

Glycerined Pickled Eggs in the Province of Quebec.

Cable Address, "Hislhunt," Montreal.

*Two Household Favorites.*



**CELLULOID  
STARCH**

A Cold Water Starch without a peer.  
Largely imitated, but never equalled.

**Lily White Gloss Starch**

in bright colored Toy Trunks, with real iron lock  
and key, holding 6 lbs. starch. Highest quality  
starch in handsomest package.

**The Brantford Starch Works, Limited, - Brantford, Canada.**

## CANADA'S BIG DAIRY INDUSTRIES.

CANADA cannot afford to yield first place for dairy goods to any exporting country on the face of the earth. Her cheese is regarded by John Bull as the best that is made, while, her butter, if it does not demand any premium on the British market, will not get its deserts till it is granted such a discrimination, for its flavor is quite as delicate with a little more fullness and richness and its body a little more substantial than any continental production. With colonial goods we are quite able to compete.

Statistics show that we have just passed through the most profitable cheese season, from a national standpoint, that we have ever had. Our exports amounted to considerably over 2,500,000 boxes, an increase of about 70,000 boxes upon the exports of the previous year. And in the majority of sales, the price was above the figures of last year, so that the value of our cheese exports has amounted to nearly \$4,000,000 above that of last year. At the same time the quality of the goods never gave more satisfaction. Year by year our cheese manufacturers are improving the flavor of their products while every season sees better accommodation on the steamships for cheese shipments. The break in prices that occurred last fall was not due to any disappointment in the quality of the goods but merely to an overloading of the market. Whether we will be able to increase our shipments any further or not remains to be seen, but some exporters think that we tested John Bull's capacity last year and found it limited. At least we did prove that the English housewife wanted cheese at 6d. per pound.

For years there has been a great deal of preaching done about improvements that were needed in the manufacture and care of our cheese to increase its value and satisfaction-giving qualities. Happily the times when all this teaching was needed are passing by. Of course there are still some complaints heard about overheating, poor boxes and other details, but in the main our cheese is considered high-class stuff. The steamship facilities are gradually being improved and there is now talk of inaugurating a cold storage accommodation instead of a ventilated space. At all events, even if we only have ventilation we can rely upon giving satisfaction, for our steamers travel by a cool northern route. Some of the best vessels that were drafted into South-African service last year are again plying on the old routes this year.

Another feature that ought to be considered as a circumstance likely to improve the reputation of our cheese is the fact that we have made very little fodder cheese this year. This early cheese made before May 10 or May 15 is inferior to the grass-fed article and should be discarded in spite of the protests of the farmer to the contrary notwithstanding.

As for butter we find there is still an opportunity for expansion. Last year our exports fell off, owing chiefly to the increased make of cheese which was selling at such remunerative figures. We shall probably see a reversion this year, for cheese runs much lower and butter a little higher than twelve months ago. If then, our creameries are careful of details, we ought to do a profitable business in fancy creamery butter during the ensuing season.

Our creameries have shown much improvement in this regard within the last half decade. They were at one time prone to salt their butter too heavily and color it too highly, but they are guarding against such serious faults. If they can be turned from such errors there is no reason why they should not all be induced to use heavy parchment paper to cover the top of each box. They should also try to make their butter as dry as possible and put it up in special square boxes for the purpose, holding 56 pounds net. Such safeguards tend to enhance the satisfaction shown on the other side of the water and we are bound to gain indirectly. It was simply by the adoption of such expedients that Danish butter attained to its high position on the English market.

We have heard men say that the quality of our butter would be improved and its value enhanced if we had large creameries as they have in Australia. Of this we are not so sure, for although a large factory may be able to secure better machinery and other advantages always found in large institutions over small ones, yet it would seem to us that the extra care the butter gets in its manufacture in a small factory justifies the existence of the less preten-

tious concern. Moreover, the cream is always collected fresh and can be treated as desired.

The cold storage facilities so essential to a successful trade in butter are constantly improving, and the most hopeful thing we can say in this regard is that the railway and steamship companies are listening to the clamors of our business men and are earnestly doing what they can to satiate their appetites. Weekly cold storage service is now offered to Liverpool, while the other English ports have quite a number of well-fitted boats docking at their harbors. Some dealers had been fearful of leaving this cold storage supply to individual enterprise, but the policy seems to have been justified.

The railways are also evincing a desire to meet the practical needs of the hour. There is a cry for a cylinder and salt system, but if the present accommodation is used wisely it ought to land fresh butter at Montreal where it will be well taken care of.

Some exporters are resorting to a good policy that might be wisely imitated by others. We refer to the habit of branding their dairy goods. It would be difficult to find a product more variable in quality, and if an exporter or manufacturer is careful to sell only a fancy grade, he ought to represent that asset in a tangible form such as a brand. There is many an exporter selling his goods under his brand to-day and there is many a British buyer who will always buy his certain favorite brand in preference to any other. We believe that branding will be helpful to Canadian trade in general for it gives our manufacturers and exporters a standard to maintain and an ideal to strive for. It is only by the strictest attention to details that we can develop this dairy trade and just as the second best man never wins a race, John Bull never cares for a second grade of food-stuff.

**POPULARITY**

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

**EMPIRE**

**SMOKING TOBACCO**

In 5, 10 and 15c. Plugs.

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

**EMPIRE is well advertised.**

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

**EMPIRE is A BIG PLUG FOR LITTLE MONEY**

Made by

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

## Does Your Coffee Department Require Replenishing?

If so, we can quote you the lowest figures in the market, for absolutely the very finest quality of

**Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, Etc.**

Being direct importers and large buyers, we can consequently offer you some splendid values. Prompt shipment and satisfaction guaranteed. Be convinced of what we claim by sending for samples and prices.

**S. H. Ewing & Sons, Montreal**

# LUMSDEN BROS.,

**Wholesale Grocers and  
Manufacturers.**

No. 84 McNab St. North,  
HAMILTON.

WAREHOUSES

No. 9 Front St. East,  
TORONTO.

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PROPRIETORS \*

Social Tea Co,  
Hamilton Yeast Co.,  
Standard Spice Mills,  
Standard Broom Factory.

# A. E. Richards & Co., Hamilton, Ont.

Export and Import Brokers.

SELLING AGENTS FOR . . .

**THE WILLIAMS BROS. COMPANY  
DETROIT.**

Fancy Spiced and Sweet Pickles  
Tomato Catsups, Relishes,  
Mustards and Preserves in Glass.

ALSO

CANNED SALMON  
LOBSTER  
HADDIE  
SARDINES  
VEGETABLES  
FRUIT, ETC.

We can offer special value in Tomato Catsup for Export.  
Samples sent on request.

This is a Special Number of "The Canadian Grocer," and the special article that we have to offer you is

# "SALADA"

## Ceylon Green Tea.

We have been offering you "SALADA" Ceylon Black Tea for the last nine years, and you know with what success we have met. Now we predict that "SALADA" Ceylon Green Tea will have as large a sale in two years from now as "SALADA" Ceylon Black Tea has now. Why? Because Japan Tea drinkers have been waiting for something equally as good to drink as we have been presenting to Black Tea drinkers for many years, and they are trying the Ceylon Green Tea, and trying it fast; and once they taste it they never go back to using Japan Tea again. If you have any Japan Tea trade let us send you a single case of "SALADA" Green Tea as a trial order, **and if it does not give you better satisfaction than any Japan Tea you have ever handled we will take it back from you, paying all expenses.** What can be fairer than this? We have it to retail to the public for 25c. and 40c. per pound; full weight guaranteed to be inside the lead of each packet.

The advantage of handling "SALADA" Ceylon Green Tea is that there is no necessity for you to carry the old-fashioned big stock; there is no loss in weight, and no deterioration in quality; and you have a guarantee that we will take it back at any time if it does not give you, as we said, better satisfaction than any Japan Tea you ever handled.

**SALADA CEYLON TEA CO.**

TORONTO and MONTREAL.

# 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, May 30, 1901.  
GROCERIES.

THE wholesale grocery trade is still of a somewhat uninteresting character. The volume of business is light, and there is an absence of anything like animation. Of course, at this season of the year, a very active trade is not looked for. About the only change in price worthy of note is an advance of  $\frac{1}{4}$  c. per lb. in the price of corn syrups. The canned goods trade is much about the same as it was a week ago, although whatever tendency there may be is towards a better state of affairs, and wholesalers inform us that they are experiencing difficulty in selling at quotations. The coffee market is quiet, with local quotations unchanged. There is no improvement in the demand for sugar, but prices are unchanged. The sugar market, generally, is dull. Very little is being done in either syrups or molasses. Spices continue steady as to price, but the volume of business is light. A steady trade is to be noted in rice and tapioca. The condition of the tea trade is much about the same as a week ago, the outside markets still being rather easy for Indian and Ceylon teas. Foreign dried fruits of all kinds, with the exception of prunes, are quiet, but prices generally are steady to firm.

### CANNED GOODS.

The Canned Goods Syndicate is the subject for further discussion this week in the trade, as it is now understood that the scheme has practically gone through, only a few finishing touches being necessary to complete it. There is a little better feeling in canned vegetables on the renewed rumor that the deal has gone through, but it has yet not affected any quotable change in prices. Wholesalers report, however, that there is not as much cutting as there was, and that they are better able to sell at quotations. The ruling prices for tomatoes are still 75 to 80c., and for corn and peas 70 to 75c. Some houses are offering tomatoes, peas and corn, of certain brands, at

70c. all around. The demand for canned goods is still light, although if there is any change at all it is towards an improvement and more orders are being booked. We have been informed by one house that, in consequence of the expectations that the Syndicate scheme has gone through, one buyer has taken 20,000 cases of tomatoes. We have been unable to confirm this sale, but our informant claims to have had actual knowledge of the transaction. The price has not been made public. Very little is being done in canned fruits. In canned salmon, however, the demand is good, and better than it has been for some time. Local stocks are getting light in the better class of sockeye. The demand for canned meats is just fair.

### COFFEES.

The local demand is keeping up well for green Rio coffee and there is a little business being done in mild descriptions. We still quote green Rio coffee as follows: No. 7,  $8\frac{3}{4}$  c. per lb.; No. 6, 9c.; No. 5,  $9\frac{1}{4}$  c.;

See pages 94 and 95 for  
Toronto, Montreal, and St.  
John prices current.

No. 4,  $9\frac{1}{2}$  c. The outside coffee markets are dull, and the price of Brazilian coffees in the primary market is above the parity of that ruling on the New York market.

### NUTS.

New season's Tarragona almonds and filberts are being offered at low prices for future shipment. As the shippers are selling short it is evident a good-sized crop is expected.

### SYRUPS AND MOLASSES.

The feature of the syrup market is an advance of  $\frac{1}{4}$  c. per lb. in corn syrups, the quotations now being as follows: Bbls., 3c. per lb.; half bbls.,  $3\frac{1}{2}$  c. per lb.; kegs,  $3\frac{3}{4}$  c. per lb.; pails, \$1.40 for 3-gals., and \$1.05 for 2 gals. The demand for both syrups and molasses is light.

### RICE AND TAPIOCA.

The demand for rice is fair and prices are unchanged. Japan and Java descriptions sell at  $5\frac{1}{2}$  to  $6\frac{1}{2}$  c. and B rice at  $3\frac{1}{2}$  c. per lb.

### SPICES.

The demand is not brisk, but the kinds most selling are pepper, cassia and ginger. Prices are steady to firm.

### SUGAR.

The sugar market, both home and abroad, is dull. Locally, no change has been made in prices, but best beet-root sugars are lower in London, having declined 3d. from the highest point, and they are now about on a parity with centrifugal sugars in New York. As pointed out in a previous issue, the recent advance was largely due to the shorts running to cover. Raw sugars have been arriving pretty freely in New York during the past week, and they were 6,000 tons in excess of the meltings. There has, consequently, been an accumulation of stocks in refiners' hands, and they have withdrawn from the market within the last few days as buyers of raw sugars. Holders, however, do not appear to be anxious sellers. The market in New York for refined sugars is also dull, although no change has taken place in prices. Advices from New York state that owing to the unfavorable weather the sugar trade season is considered to be about three weeks behind. The quantity of foreign refined sugars which has been arriving in New York lately is causing a somewhat unsettled feeling.

### TEAS.

The tea market does not show much life. Mail advices from London, England, show that the market there for Indian and Ceylon teas is still rather weak. At the last auction of Indian tea there was a lack of animation and a rather dull tendency, notwithstanding that the offerings were small. In Ceylon tea competition was good at the London auction, but there was no improvement in prices. The Japan tea trade is quiet locally, but a cable from Yokohama says that the market is firm with an upward tendency. Ceylon greens are quiet and without feature on the local market at present.

### FOREIGN DRIED FRUITS.

CURRENTS—While there has been no further advance reported the market keeps firm. The statistical position is a strong one, as the highest estimates do not give more than 3,000 tons in Greece. How small this is may be gathered from the fact that the average carry-over is about 10,000 tons. Stocks on the local market are also light, and there has been quite an inquiry for spot currants during the week, but very few have been obtainable. Shipments are on the way, but they do not amount to much. The demand on retail account is just moderate. Ruling quotations for good



sound fruit are  $9\frac{1}{2}$  to 10c. for Filiatras;  $10\frac{1}{2}$  to 11c. for Patras, and 12 to 13c. for Vostizzas.

**VALENCIA RAISINS**—The advices to hand state that the growing crop in Spain looks well, but it will be late. The output is expected to be about the same as last year, which means that it will be a fairly good one. The local trade is still light, with prices unchanged. We quote fine off-stalk,  $5\frac{1}{2}$  to 6c. per lb.; selected, 6 to  $7\frac{1}{2}$ c., and selected layers,  $7\frac{1}{2}$ c.

**CALIFORNIAN RAISINS**—Are attracting little or no attention. Quotations rule at  $7\frac{1}{2}$ c. for 3-crown and  $8\frac{1}{2}$ c. for 4-crown.

**PRUNES**—These are the most active line in the foreign dried fruit trade, a fair business being done. We quote Californian prunes as follows: 30 40's, 8 to  $8\frac{1}{2}$ c.; 40-50's,  $7\frac{1}{2}$  to 8c.; 50 60's, 7 to  $7\frac{1}{2}$ c.; 60 70's,  $6\frac{1}{2}$  to 7c.; 70 80's, 6 to  $6\frac{1}{2}$ c.; 80 90's,  $5\frac{1}{2}$  to 6c.; 90 100's, 5 to  $5\frac{1}{2}$ c.

**CALIFORNIAN EVAPORATED FRUITS**.—These are quiet with prices unchanged. We quote: Apricots,  $11\frac{1}{2}$  to  $12\frac{1}{2}$ c. per lb., in 25-lb. boxes; peaches,  $8\frac{1}{2}$  to 10c. per lb., in bags, and 10 to 12c. in boxes.

**DATES**—Very little is being done. We quote: Hallowees at 4 to  $4\frac{1}{2}$ c., and Sairs at  $3\frac{1}{2}$  to 4c. Package dates are quoted at  $5\frac{1}{2}$  to 6c. for 1 and  $\frac{1}{2}$ -lb. packages.

**FIGS**—The demand is very small, and a few mat figs that are going out are quoted at  $3\frac{1}{2}$ c. per lb.

#### GREEN FRUITS.

The movement continues to increase. Strawberries, pineapples and tomatoes are being imported in car lots, and are sold daily by auction at the car tracks as well as from warehouse in the regular way. It is likely that the Scott street fruit market will be opened on Monday, June 10. Strawberries are quoted at 13 to 15c. for quart boxes; tomatoes at \$3 to \$3.50 per 6-basket carrier. Pineapples are selling at 14 to 15c. for extras, 12c. for No. 1; 10c. for No. 2; 8c. for No. 3 and 9c. for No. 4. There is a fair demand for apples, but stocks are about exhausted. A few barrels of Ben Davis and russet apples in good condition were sold at \$3 this week. Buyers prefer red spies, however, and as high as \$6 and \$7 is freely paid for first-class stock. The movement of bananas is large, fancy fruit selling freely at about \$1.75. As navel oranges are practically done, the demand for Messina and Sorrento oranges, which have arrived in sound condition, is firm at \$1.50 to \$1.75 for the former and \$2.50 to \$2.75 for the latter. There is a good, steady trade in lemons, which are held firmly at \$2.50 to \$3 for Messinas and \$3.50 for Sorrentos.

#### COUNTRY PRODUCE.

**EGGS**—The receipts continue heavy. Jobbers complain that the proportion of old eggs arriving is altogether too large, and advise all dealers to candle carefully before buying. The price of new-laid is steady at  $10\frac{1}{2}$ c. for jobbing lots and 11c. for cases.

**BEANS**—A moderate demand is noted, and prices are somewhat easier, though quotations are still \$1.60 to \$1.65 for hand-picked and \$1.50 to \$1.60 for primes.

**HONEY**—There is little doing yet. Though the demand is small, it has been steady and stocks, especially of extracted, are running low. We quote 10 to 11c. for extracted clover, and 5c. for extracted buckwheat, while clover comb is worth \$2 to \$2.50 per doz.

**DRIED APPLES**—There is practically nothing doing. We quote nominally 5c. for evaporated and 3 to  $3\frac{1}{2}$ c. for dried apples.

**MAPLE PRODUCT**—A fair trade is doing. The range for pure stock is quoted as follows: New syrup, 80 to 85c. per wine gal.; \$1 to \$1.10 per Imperial 1-gal. tin; \$1 to \$1.05 per gal. for Imperial 5-gal. tins; new sugar, pure,  $12\frac{1}{2}$ c. per lb.; mixed, 9 to 11c.

#### BUTTER AND CHEESE.

**BUTTER**—There is a big local trade doing, but, as retailers here have bought heavily from farmers and hucksters, the jobbers are finding difficulty in disposing of the large quantity arriving, and consequently there is an accumulation of dairy makes, especially of large rolls. Dairy butter packed for export is in best demand. We quote as follows: Dairy prints, 14 to 15c.; rolls, 12 to 14c.; second-grade tubs, 11 to 12c.; creamery prints, 18 to 19c.; boxes, 17 to 18c.

**CHEESE**—Old cheese is being well cleared up, and, as it continues in fair request, is steady at  $9\frac{1}{2}$  to 10c. There is good demand for new cheese at country boards, where from  $8\frac{1}{4}$  to  $8\frac{1}{2}$ c. is freely paid, and even higher figures at times obtained. New cheese is worth  $8\frac{3}{4}$  to 9c. on the local market.

#### FISH.

There is a good movement of all fresh fish, with no change in price. We quote: Fresh fish—Speckled trout, 25c.; red snappers,  $12\frac{1}{2}$ c.; Spanish mackerel,  $12\frac{1}{2}$ c.; codfish, 7 to 8c.; whitefish, 8c.; trout, 7c.; halibut, 9 to 10c.; sea salmon, 17c.; haddock, 6c.; herring, 4c.; British Columbian salmon, 16 to 17c. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to  $5\frac{1}{2}$ c. per lb.; steak cod,  $6\frac{1}{2}$ c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to  $4\frac{1}{2}$ c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

#### VEGETABLES.

The cool weather has reduced the supply of asparagus and barley, and these are firm in consequence. Lettuce, spinach and mint are 5 to 10c. lower. We quote: Cabbage, \$2.25 to \$2.50 per crate; celery, 75c. to \$1.50 per doz.; asparagus, 60c. to \$1; radishes, 10 to 15c.; lettuce, 15 to 25c.; rhubarb, 15 to 25c.; green onions, 5 to 15c.; spinach, 25 to 35c.

per bush.; Egyptian onions, \$2 to \$2.25 per sack; yellow Danvers, \$1 per bag or \$2.50 per bbl.; parsley, 15 to 25c.; mint, 15 to 20c.

#### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—Wheat is steady at unchanged prices. Red and white are quoted at 67 to  $67\frac{1}{2}$ c. at outside points, Toronto freights. Manitoba wheat is worth 91 to 92c. for No. 1 hard, grinding in transit, or 90c. Toronto and west. There is little grain coming to the local street market. We quote: Wheat, white and red, 72 to 73c.; goose, 69 to  $69\frac{1}{2}$ c.; oats, 35c.; rye, 52 to  $52\frac{1}{2}$ c.; barley, 47c.

**FLOUR**—A good trade is doing. Prices are firm at unchanged figures. We quote on track, Toronto (bags included): Manitoba patents, \$4.20; Manitoba strong bakers', \$3.90; Ontario patents, \$3.35 to \$3.50; straight roller, \$3.10 to \$3.25.

**BREAKFAST FOODS**—Prices are unchanged. The export demand is good, and the domestic trade is improving. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.25 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

#### HIDES, SKINS AND WOOL.

**HIDES**—The market keeps dull, with prices easy at unchanged figures. We quote: Cowhides, No. 1,  $6\frac{1}{2}$ c.; No. 2,  $5\frac{1}{2}$ c.; No. 3,  $4\frac{1}{2}$ c. Steer hides are worth 1c. more. Cured hides are quoted at 7 to  $7\frac{1}{2}$ c.

**SKINS**—The market is firm, but there is not a great deal doing. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 60 to 70c.; culls, 20 to 25c. Sheepskins, 90c. to \$1.

**WOOL**—While this year's wool is being clipped the demand keeps dull, last year's clip still being in Canadian dealers' hands. We quote: Combing fleece, washed, 13c., and unwashed, 8c.

#### MARKET NOTES.

Corn syrups are  $\frac{1}{4}$ c. per lb. higher.

New cheese is  $\frac{1}{2}$ c. higher, the basis now being  $8\frac{1}{2}$  to 9c.

Tarragona almonds and filberts are being sold short for new season's goods.

A Yokohama cable to Bernard & Co. reports the market firm with an upward tendency.

The Dawson Commission Co., Limited, Toronto, have a request for several cars of good potatoes in car lots, and would like to communicate with parties holding the same.

#### USE MODERN BUTTER BOXES.

D. Gunn Bros. & Co., Toronto, are advising all shippers to pack dairy butter, as the season is past for large rolls. As the surplus now arriving will have to be exported, they advise shippers to pack in 56 lb. boxes having lids with patent wire fasteners and with a lining of parchment paper as is used by creameries. The popularity of this style of package enables them to pay better prices for butter packed thus than could be paid for that put up in the old fashioned, round tubs.

2.25 per  
or \$2.50  
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**FOODS.**  
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## WOODEN PACKAGES

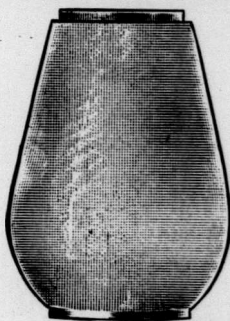
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PICKLES, OYSTERS, ETC.**

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Main or finished wood.

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

ARE YOU USING OUR



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or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

**THE SYDENHAM GLASS CO.,**  
of WALLACEBURG, Limited

Toronto Commission Houses.

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

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

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Brokers and  
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Canned Goods TORONTO.

Correspondence Solicited.

## QUEBEC MARKETS.

Montreal, May 30, 1901.

### GROCERIES.

**T**HE aggregate of business is well up to the mark although some houses report trade as only fair. The general tend of the market seems to be in the right direction. Sugar continues firm although refined is unchanged. The advance noted last week in Rivers Inlet salmon is well maintained and business has been refused at old prices. Currants are again reported higher in Greece, the last quotation being 36s. or 9c. c.i.f. Montreal. Spot prices here are being advanced in sympathy and this circumstance has stimulated a surprising demand for the fruit. On account of the high price of corn, corn syrup is 1-4c. per lb. higher, selling now at 3c. in barrels. Raisins are as dull as ever, and although some sales have been effected through the week, prices showed some concessions. The demand for canned goods is fair and prices are unchanged. The measures being adopted by the association to curtail the season's pack seem to have given the canned goods market a firmer and healthier tone. The s.s. Europa is in port this week from the Barbadoes, unshipping a cargo of molasses and sugar.

### SUGARS

The refined sugar market shows no change from last week, yet the raw sugar market is just as strong as it was a week ago. New York reports would indicate that there have not been many sales effected in the raw article of late, but this has been entirely due to the small offerings and not to any hesitation on the part of the refineries to operate. Centrifugal 1896 test is worth 19-16c. and is firm at that figure. Locally, there is a fair demand from dealers who keep filling their wants at short intervals. Any who buy ahead are not in need of supplies at the moment. Granulated is worth \$1.60 per 100 lb. and yellows, \$3.75 to \$1.40, according to quality. Some bright yellow Barbadoes sugar has come to hand this week and is quoted at 37-8 to 4c. per lb., about 1-2 to 5-8c. below last year's figures.

### SYRUPS

The feature of the syrup market has been an increase of 1-4c. per lb. in the price of corn syrup, barrels now being worth 3c. per lb. This was caused by the high price of corn. The demand for spot goods is rather quiet at the present moment. Cane syrup is worth 11-2 to 2c. per lb., and corn syrup, 3 to 31-4c. "Imperial" maple syrup is worth \$5.10 a case of 6 gallons, \$5.60 a case of 1-2 gallons, and \$6 a case of 1-4 gallons.

### MOLASSES

Latest advices from the Barbadoes indicate that the market at the Islands is somewhat firmer, 10 1-2c. being now given as first cost. This would mean 27 1-2c. laid down here. The Europa arrived in port this week with a cargo of 3,000 puncheons of new goods which are showing first-class quality. Jobbing business is slow. The combine price is 29c. and, in the open territory, the figure is slightly shaded.

### CANNED GOODS.

Wholesalers are now taking orders for new pack of salmon to arrive at \$1.35 to \$1.40 for red sockeye, and \$1.50 to \$1.55 for Fraser river red sockeye. Delivery can be guaranteed at these figures. Wholesalers in placing their orders this year are bearing well in mind what firms delivered in full last year, for they feel they must know

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## The AMERICAN TOBACCO CO.

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**OUT TOBACCO**

**OLD OHUM.**

**SEAL OF NORTH CAROLINA**

**OLD GOLD**

**CIGARETTES**

**RIOHMOND STRAIGHT OUT.**

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WHOLESALE MERCHANDISE BROKER  
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GREEN AND DRIED FRUITS, NUTS, Etc.

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just what supplies are forthcoming before they can go out themselves and take orders for goods to arrive. Salmon on spot is rather easy although supplies are very low. Some houses are out of Fraser river red sockeye altogether, while others are selling at \$1.40 to \$1.45. Spring salmon is worth \$1.25 to \$1.30. The advance spoken of last week in Rivers Inlet fish has been well maintained and orders at \$4 have been turned down. In canned vegetables there is nothing new to note. Business is still confined to small lots, tomatoes being quoted at 80c., corn at 75c., and peas at 75c. to \$1. In fruits the outstanding feature is the scarcity of strawberries and cherries which can hardly be obtained in Montreal. Gallon apples are selling well at \$1.80 and in some cases lower.

## SPICES

Cochin ginger is somewhat higher, and all lines are firm. Business is quiet. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12 1-2 to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c., Cochin, 20c.; Jamaica, 25c.

## RICE.

There is no change to note although the strong tendency is still felt. The demand has been fairly good this week. We quote in combine district: B rice, in bags, \$3.10; in half bags, \$3.15; in 1-4 bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags, \$3.05 in half bags, \$3.10 in 1-4 bags and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 1-4c. per lb.

## FOREIGN DRIED FRUITS.

CURRENTS.—The strong feeling we have reported in currants the last two weeks, continues in pronounced form, another advance of 5s. per cwt. being the summary of the week's cables from Greece. This would make the cost of fine Filiatras 9c. laid down here. In sympathy with these despatches and the universally stronger market in currants, dealers have raised their quotations, fine Filiatras now being quoted at 9 1-2 to 11c., according to quantity.

RAISINS.—The market is still dull, only a few lots changing hands at low figures during the week. Seedless raisins are worth \$1 per dozen 1-lb. boxes, Valencias, fine off-stalk, 5c., selected, 5 1-2c. and 1-crown layers, 6c.

PRUNES.—A small demand is reported. Prices are unchanged. Californian prunes are worth 5 to 5 1-2c. for 90's to 100's; 6 1-2 to 7 1-2c. for 60's to 70's, and 7 1-2 to 8c. for 40's to 50's. French prunes are selling at 4 1-2 to 5c.

EVAPORATED FRUITS.—Business is rather quiet. Apples are moving out fairly well at 6c. per lb., but apricots are slow at 10c., and peaches and pears at 8c.

## NUTS.

The situation has not improved and remains about as reported last week. We quote: Shelled walnuts, 19 to 20c.; unshelled, 6 to 7c.; pure Mayettes, 11 to 12c.; Sicily filberts, 9 to 10c.; Valencia almonds, 31 to 32c.; Tarragona almonds, 11 1-2 to 12 1-2c.; peanuts, 6 1-2 to 7 1-2c.

## TEAS.

Late advices from Japan last week quote an advance of 5 per cent. on opening figures. This week the market is stationary. Some samples of early crop Japans

have come to hand, but as a general rule they have shown hardly as good color as did the early teas of last year. Trading in them has not been heavy. The country demand for teas is only fair and hardly what it should be. Brokers still report an exceedingly quiet market. This lull applies also to Indian and Ceylon teas. There is some demand for pekocs, but it is not great, and on the whole we may say that seldom have we had such a quiet spring tea season.

## GREEN FRUITS.

There is no particular change to note in the orange and lemon market, but with more seasonable weather we can only see a decided advance in the price of both fruits. Apples are becoming scarcer and higher, while vegetable prices are tumbling. Strawberries have been received in large quantities this week, but the quality is not first-class. Californian cherries are to hand. We quote: Messina oranges, 200's \$2 to \$3 per box and \$1.50 to \$2 per half box; Valencia oranges, 420's, \$1.75; Jumbos, \$5.25 to \$6; 714's, \$5.50; bitter marmalade, \$2.25 per box; Messina lemons, 300's, \$1.50 to \$2.75; 360's, \$1.75 to \$2.75 per box; bananas, \$1.50 to \$2 per bunch; extras, \$1.75 to \$2.25; apples, \$5 to \$6 per bbl.; sweet potatoes, Vinelands, \$4 per bbl.; Malaga grapes, \$9 per keg; Californian fancy pears, \$4 to \$5; pineapples, 8 to 20c.; Californian greentop celery, \$8 per case; Florida tomatoes, \$2.75 to \$3.25 per crate; radishes, 15c. per dozen bunches; Canadian lettuce, 25c. per dozen; new Bermuda potatoes, \$6.50 per bbl.; new Bermuda onions, \$3.50 per crate; Canadian asparagus, \$1 to \$1.50 per basket; strawberries, 9 to 18c.; Egyptian onions, 2 1-4c. per lb.; coconuts, \$3.25 to \$3.50 per bag; cabbage, in crates, \$1.50; cucumbers, in baskets, \$3 to \$3.25; Californian cherries, \$2.50 per box of about 10 lb.

## COUNTRY PRODUCE.

EGGS.—There has been no actual change in the situation of the market. The weather continues propitious for the pickling of eggs in good condition. Prices are steady at 11 to 11 1-2c. for No. 1, and at 9 1-2 to 10c. for No. 2 per dozen.

HONEY.—There is nothing new and prices are unchanged. We quote as follows: White clover honey in comb, 13 to 14c.; white extracted, 8 1-2 to 10c.; buckwheat, in comb, 9 to 11c., and extracted, 7 to 8c.

POTATOES.—The market is somewhat easier, prices ruling steady at 38 to 40c. per bag in carlots.

ASHES.—Receipts are light and prices firmer. We quote: Firsts, \$4.15 to \$4.50; seconds, \$3.90, and pearls, \$5.50 per 100 lb.

## FLOUR AND GRAIN.

FLOUR.—There has been no change in the flour market since our last report. The local trade is quite active. We quote Manitoba spring wheat patents, \$4.10 to \$4.30; winter wheat patents, \$3.60 to \$3.80; straight roller, \$3.20 to \$3.40; in bags, \$1.55 to \$1.65, and Manitoba strong bakers', \$3.75 to \$4.

GRAIN.—We quote: No. 1 spring wheat, 77c. afloat May; peas, 76 to 76 1-2c.; rye, 58 1-2 to 59c.; No. 2 barley, 53 to 54c.; oats, 36 to 37c.; buckwheat, 64 to 65 1-2c.; corn, 54 to 55c.

OATMEAL.—A fair trade has been done in rolled oats in a jobbing way, and prices are firm with an upward tendency. Sales are being made at \$3.55 to \$3.60 per bbl., and \$1.72 1-2 to \$1.75 per bag.

FEED.—The feed market is easy, owing to increased offerings, for which the demand

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"The Highest Grade Grown"

1 lb. and 2-lb. tins, whole or ground.

WARREN BROS. & CO.  
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"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

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Messina Orange Marmalade, Tomato Ketchup,  
Sauces, Pickles and Vinegarsare acknowledged the purest and best. Trade-Builders,  
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Works. Bonded and Free Storage.Consignments Solicited.  
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AGENCIES ACCEPTED.

is only fair. We quote: Ontario bran, in bulk, \$15; shorts, \$16; mouillie, \$20 to \$21 per ton; Manitoba bran, \$15, and shorts, \$16.

**BALED HAY.**—A very firm feeling prevails in the market for baled hay. We quote: No. 1, \$11.75 to \$12.25; No. 2, \$10.75 to \$11, and clover, \$9.50 to \$10 per ton in carlots on track.

**CHEESE AND BUTTER.**

**CHEESE.**—On the week's transactions at the wharf values advanced only 1-4 to 1-2c. a lb., whereas the boards have shown greater differences. The situation is as perplexing as it was last week, the market here not responding to the buoyant tone of the west. Some sales have occurred here at 8-3-8 to 8-1-2c., but just now sellers are asking 8-3-4 to 9c. for western and 8-1-2c. for eastern.

**BUTTER.**—The butter market has shown a great deal of strength during the past week and prices are 1-1-2 to 2c. higher. For finest creamery, 19-1-2 to 20c. is easily obtainable for export purposes. The make of butter bids fair to be large this year.

**LIQUORS.**

**SCOTCH WHISKIES**

|                                                   | Per case of quarts. |                     |
|---------------------------------------------------|---------------------|---------------------|
| Roderick Dhu                                      | \$9 50              | less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve                    | 9 75                | " " "               |
| Usher's G.O.H.                                    | 12 25               | " " "               |
| Gaelic, Old Smuggler                              | 9 75                | " " "               |
| Greer's O.V.H.                                    | 9 50                | " " "               |
| Old Mull                                          | 9 75                | " " "               |
| Sheriff's One Star                                | 10 25               | " " "               |
| " V.O.                                            | 10 50               | " " "               |
| Kilmarnoch                                        | 9 75                | " " "               |
| Doctor's Special                                  | 10 00               | " " "               |
| House of Lords                                    | 10 75               | " " "               |
| Bulloch, Lade & Co.—                              |                     |                     |
| Special blend                                     | 9 25                |                     |
| Extra special                                     | 11 00               |                     |
| John Dewar & Sons—                                |                     |                     |
| Extra special                                     | 9 50                |                     |
| Special liqueur                                   | 12 25               |                     |
| Extra                                             | 16 50               |                     |
| James Ainslie & Co.—                              |                     |                     |
| Highland Dew                                      | 6 75                |                     |
| Glen Lion, extra special                          | 12 50               |                     |
| J. Br. wn & 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 barrel per gal.             |
|------------------------------|--------------------------------|
| Gooderham & Worts, 65 O. P.  | \$4 50                         |
| Hiram Walker & Sons          | 4 50                           |
| J. P. Wiser & Son            | 4 49                           |
| J. E. Seagram                | 4 49                           |
| H. Corby                     | 4 49                           |
| Gooderham & Worts, 50 O. P.  | 4 10                           |
| Hiram Walker & Sons          | 4 10                           |
| J. P. Wiser & Son            | 4 09                           |
| J. E. Seagram                | 4 09                           |
| H. Corby                     | 4 09                           |
| Rye, Gooderham & Worts       | 2 20                           |
| " Hiram Walker & Sons        | 2 20                           |
| " J. P. Wiser & Son          | 2 19                           |
| " J. E. Seagram              | 2 19                           |
| " H. Corby                   | 2 19                           |
| Imperial, Walker & Sons      | 2 00                           |
| Canadian Club, Walker & Sons | 3 60                           |
|                              | Less than one bbl. per gallon. |
| 65 O. P.                     | \$4 55                         |
| 50 O. P.                     | 4 15                           |
| Rye                          | 2 25                           |

**CHAMPAGNE.**

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

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

**PARAFFINE WAX**

In "One Pound Cakes" for

**HOUSEHOLD USE**

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

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

Jersey Cream Baking Powder,  
Lumsden's Cream Tartar Baking Powder,  
Standard Baking Powder.

Social Teas, Social Coffees,  
Social Cocoa,  
Social Baking Powders.

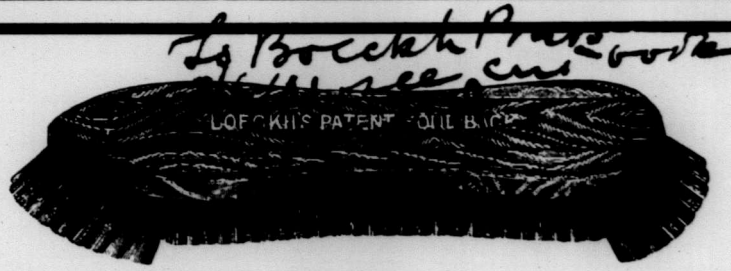
Jersey Cream Yeast Cakes,  
Victoria Yeast Cakes.

Queen's Blend Coffees,  
Plantation Blend Coffees,  
Java Blend Coffees.

Maravalla (Albert Brand) Coffee, in 1-lb. tins.

**Lumsden Bros.**

Hamilton and Toronto.



A Good Display Of

**BOECKH'S BRUSHES**

is all that is necessary to insure their sale. Let your customers see them, and they will sell themselves. They have the largest sale because of their

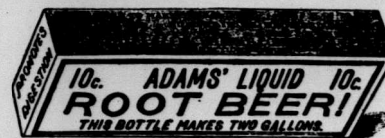
ABSOLUTE SUPERIORITY.

**Boeckh Bros. & Company,**

80 York St., TORONTO.



## THE STANDARD GOODS



10 Cent Bottle makes 2 Gallons.  
25 Cent Bottle makes 5 Gallons.

Small size, per doz. - \$ .85  
Small size, per gross - 9.60  
Large size, per doz. - 1.75  
Large size, per gross - 21.00

**CANADIAN SPECIALTY CO.**

58 Colborne St., TORONTO, ONT.

Sole Manufacturers.

| 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 00      |
| De Kuyper—                                                                                 |  |           |
| Violet, 2 doz. cases .....                                                                 |  | 5 30      |
| Green, " " .....                                                                           |  | 6 00      |
| Red, " " .....                                                                             |  | 11 50     |
| White, " " .....                                                                           |  | 4 00      |
| Terms, net 30 days, 1 per cent. off 10 days.<br>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     |

### MARKET NOTES.

Corn syrup is advanced 1-4c. per lb.  
New Japan teas are now on the market.  
Butter is nearly 2c. per lb. higher.  
Oranges and lemons are very firm.  
Bran is \$1 per ton lower.  
Currants are 1-2c. per lb. higher here,  
and 3s. per cwt. in Greece.

Mr. F. J. Castle, Ottawa, has taken the agency for Bow Park pickles for Ottawa and the surrounding districts. These goods are being pushed in Eastern Ontario and Quebec just now, and are said to be meeting with encouraging success.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., May 27, 1901.

IN business there is just a fair movement. The harbor fishing, which is a matter of much importance at this season, continues poor. The manufacture of pulp is beginning to affect our saw mills, making it more difficult to get lumber. The English lumber market is dull, and the tone of business is much affected at all times in our city by the condition of the lumber trade. Changes during the week in prices are not marked. Lard is firm at advanced prices. Cream of tartar tends rather easier, though price is not quoted lower. English starch is sold quite largely here, and the advance in Canadian has rather worked to its advantage.

OILS—In burning oil the market is still easy, though we do not change our prices. The sale is not large. This is the quiet season of the year. In lubricating oil there is a large output at steady prices. The firm tone of paint oils is continued. There is a steady sale, this being the season of demand. Such cod oil as is held commands full figures. Seal oil, which is now being offered, tends easy, though the market is largely controlled in such a way as to keep prices up.

SALT—There is a good demand for Liverpool coarse salt, and full figures are asked. There is some quite shortly to arrive, and buyers would obtain an advantage to have orders booked for shipment from ship's side. In fine salt, particularly Canadian, there is steady trade. We quote as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb.

wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—There is considerable interest in regard to the future of vegetables, but it is thought prices will be lower than last fall. Spot goods are low, in some cases below last season's figures. In fruits but fair stocks are held and full prices are asked. The Californian market is opening, but little interest is taken here. No goods are being sold except in a retail way. Meats are firmly held, and season of demand is opening. There is an increased number of brands being offered. In fish little interest as yet is taken in new salmon, though prices quoted are quite low. In local fish, such as sardines, herring and haddies, there is a firm feeling. The first-named are somewhat slow. This is, of course, not the season of sale.

GREEN FRUIT—Business is very active. Lemons are particularly low. There is also improved sale at this season. In oranges, Mediterranean fruit is the big seller, and prices are low. Valencias are about done, though there is still a fair sale. The price is rather higher. Californians are but fair sellers. Bananas move freely. Strawberries are getting to a price where trade is general. Quality is not equal to local grown fruit. Rhubarb is low and selling freely. Pines are not free sellers, and usually show considerable waste.

DRIED FRUIT—Seeded raisins are offered low. New York prices in same are rather lower than Coast cost and freight. There is but a fair sale. Local stock is dull while no large stock is held. Holders are very anxious to clean up and have to take a loss. Californian futures were being pushed before this last season, but nothing yet doing this year. Currants are rather easier, though there is no change in price. No stocks are held. In Californian prunes, stock is light. Prices in New York have

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

# CHOICE FRUITS

**EXPORTERS**  
of  
**APPLES.**

Cable Address, "Hub"

Jamaica and Cuban Pineapple and Banana Imports.  
South Carolina Strawberries.  
Direct Mediterranean Imports of Oranges and Lemons.  
Florida Tomatoes and all Southern Vegetables.  
We are also direct receivers of all lines of Nuts and Dried Fruits.

Correspondence Solicited for Car Lots and Smaller Quantities.

**Husband Bros. & Co.,** Commission Merchants,  
82 Colborne St., **Toronto, Can.**

Cable Address, "Dawson."

Codes Used: A B C, Scattergoods.

## The Dawson Commission Co., Limited

FRUIT AND PRODUCE SALESMEN and  
GENERAL COMMISSION MERCHANTS.

Cor. West Market and Colborne Sts., \* \* TORONTO.

Parties in Great Britain wishing to purchase BUTTER, EGGS, APPLES, or other produce, will do well to correspond with us.

### Alex. W. Grant

Butter and Cheese  
Exporter, and  
Commission Merchant.

33, 35 and 37 William Street,

And at Room 19, Mercantile  
Exchange, New York.

MONTREAL.

Telephone Main 1263. P.O. Box 2321.

### CLEMES BROS.

JUST ADDRESS TORONTO EVERYBODY KNOWS US

**Your** Consignments **and** **Fruit Orders** Receive Personal Attention

Members of  
Toronto Fruit and Produce Auction Co.

Write for Quotations

Extra Fancy **Oranges**  
California Navel  
Valencia  
Marmalade  
Messina Lemons

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

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

### HUGH WALKER & SON, GUELPH, ONT.

As Wholesale Fruit, Produce and Commission Merchants, we are favorably known in the principal markets throughout the world. We have unexcelled facilities for handling large consignments to the advantage of shippers.

### Canadian Apples

Our brands contain only the BEST grades CAREFULLY handled and packed.

### McWilliam & Everist,

Cable Address "McWilliam," Toronto. ...Toronto, Canada

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10c. per

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been quoted low, and small lots arrive regularly. Dates, though low, are but fair sellers. Package goods are beginning to sell. Figs are dull. Evaporated apples seem quite firm for best stock. No large business is being done. In onions, Egyptians continue to arrive and prices are low. But few Bermudas are seen.

**DAIRY PRODUCE.**—Eggs have a steady sale, though the retailer is not a quick buyer at the rather higher figures. Stock is small. In butter, prices are easier. There are some small receipts of western. Good butter is in demand. Cheese have an improved demand. New are quite freely offered. Rather lower figures are expected.

**SUGAR.**—Price is quite firm. The season of increased demand is here. American granulated is sold here lower than on the other side of the line. In yellows, there has been some difficulty to get desirable sugars at right prices.

**MOLASSES.**—In Porto Rico molasses there is quite a little interest in the local market. The effort seems to be who can sell the cheapest. No particular regard is paid to cost, the market at the Island being quite firm. Barbadoes is quite freely offered. Price is low. Reports from the Island firm.

**FISH.**—Fresh fish continue quite scarce. The early run of gaspereaux was large, but has since been disappointing. Weather is cold. Shad are also scarce. In salmon, the season is just opening. In quality our fish are particularly fine. Dry cod are quite firmly held. Arrivals are light. In smoked and pickled herrings, little are offering. Prices are high. Smoked are, however, much lower than in the States. Fresh halibut, one of our finest fresh fish, is in quite good supply. We quote: Large and medium dry cod, \$3.75 to \$4; small, \$1.50 to \$2.75; haddies, 5 to 5 1-2c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2 1-2c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.75 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5 per bbl.; \$2.75 halves; Shelburne, \$1.50 per bbl.; \$2.25 halves; gaspereaux, 65c. per 100 lb.; halibut, 8c.; shad, 15 to 20c.; salmon, 20c.

**FLOUR, FEED AND MEAL.**—In flour the market is quite strong. There is a steady sale, chiefly certain regular brands. Some Ontarios are still offered at low figures. Oatmeal holds the advance, and is not freely offered. Oats are firm. Cornmeal is also firmly held at the advance. There is a fair demand. Blue peas are scarce and high. Beans are easy with trade light. Sale of seeds about over. Manitoba flour, \$1.75 to \$4.90; best Ontario, \$3.90 to \$4; medium, \$3.65 to \$3.80; oatmeal, \$1 to \$4.10; cornmeal, \$2.40 to \$2.50; middlings, \$22 to \$23; oats, 40 to 42c.; H P. beans, \$1.60 to \$1.75; primes, \$1.50 to \$1.55; yellow eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; barley, \$3.90 to \$4; hay, \$12 to \$14; Canadian timothy seed, \$2.80 to \$3; American timothy seed, \$2.40 to \$2.70; red clover, 11 to 13c.; alsike clover, 13 to 15c.; mammoth clover, 13 to 16c.

#### TRADE NOTES.

T. Collins & Co. have some choice western cheese to hand, small size.

Geo. E. Barbour has a second cargo of Porto Rico molasses about due.

J. M. Wiley, representing Armour & Co., called on the trade last week in company with Hunter White, the local representative.

Mr. Scott, of The Anglo-American Tea Co., visited the city this week. Messrs.

Smith & Tilton are the representatives here.

C. H. Peters, of Baird & Peters, was in Montreal this week interviewing the sugar refiners in connection with the effort in these Provinces to regulate the price of sugar to the retail trade.

#### JAPAN TEA COMBINE.

**T**HERE was considerable excitement in the wholesale tea trade in Montreal on Tuesday when it became known there was a well-established movement on foot to form a big combination in the Japan tea trade.

The movement, which had its origin in New York, has, as its plan, the formation of a company with a capital of \$3,000,000, the idea being to do away with the current competition in the Japan tea trade, which forces buyers to purchase at high prices in Japan and then later sell at a loss.

It appears that the chief object of the combination is to do away with the ruinous competition which the trade has recently been undergoing, and which has placed Japan tea at a distinct disadvantage with the China and other teas which are fired and packed by natives.

The exigencies of competition have forced the trade to buy from the Japanese at high prices and to sell at low prices. This is particularly the case during the month of May—the opening of the new season—when it is necessary to duplicate the exceedingly choice samples, which can only be secured very early in the season. The extremely active competition for these grades enables the Japanese to fix fancy prices, and the buyers have the added inducement to take all the choice grades of the early supplies, for the reason that the Japanese will then consign any surplus of these grades to this market to be sold in competition with the regular importers.

The active competition in securing supplies of Japan teas results from the fact that the offerings must be accepted with virtually no delay. The teas are in perishable shape and must be immediately fired and packed by the purchaser. As the supplies of the "cream" of Japanese teas may be purchased only at the beginning of the season and as the various buyers have customers for special lines of teas which can be obtained only at that period, it will be readily seen that the Japanese have excellent facilities at hand to secure favorable first prices.

The present plan is, therefore, to incorporate a regular company, having a capital of \$3,000,000 or more, which shall be subscribed on an equitable basis by the various interests of the trade, including Japanese, American and Canadian houses. Of the capital, \$1,500,000 will be 8 per cent. preferred stock, and the balance will be common stock.

#### SATURDAY HOLIDAYS FOR RETAILERS.

The early-closing movement has been taken up in a radical way in Ottawa. In that city a strong agitation has culminated in an agreement on the part of many of the merchants to close on Saturday afternoons during July and August, if there is unanimity regarding the matter. On Wednesday last a meeting of clerks was called to consider the matter. Over 400 attended, and, as a result, a circular was prepared for distribution among customers, asking them to make Saturday afternoon holidays for merchants and clerks possible by buying on Friday or Saturday morning.

#### HINTS TO BUYERS.

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

"Shinon" of all kinds may be procured from Lucas, Steele & Bristol.

L. Chaput, Fils & Cie. have just received the first direct cargo of pure Barbadoes molasses per s.s. Europa, now unloading at Montreal wharf. The quality of the goods is first-class.

Green Ceylon teas, from 13 to 18 cents, are procurable from Lucas, Steele & Bristol. No. 1 Blend and Empire coffees are obtainable only from Lucas, Steele & Bristol.

L. Chaput, Fils & Cie are offering gallon apples at low prices as well as all kinds of canned fruits and vegetables. Buyers of salmon would do well to ask for their quotations. In their stock they have a small lot of salmon to retail at 10c.

Warren Bros. & Co., Toronto, are introducing to the trade a coffee in one and two-pound tins under the brand, "Ye Olden Time Java." "It is an absolutely pure Java coffee of the highest grade," said one of the staff, "and we believe there is a trade in Canada for a coffee of this description."

#### LOWER RATES ON MERCHANDISE.

A Winnipeg despatch states that Premier Roblin, of Manitoba, said on Monday that the rates on all merchandise going over The Northern Pacific lines, which the Manitoba Government has acquired, will be at once reduced 7 1-2 per cent. This reduction does not yet apply to the Canadian Northern portion of the line, as that road has not yet been taken over. When The Canadian Northern is completed a through tariff to Port Arthur will be made, but in the meantime a new tariff on local freights will be issued June 1, on the basis of 7 1-2 per cent. reduction.

#### CHEESE BOARD QUOTATIONS.

Woodstock, Ont., May 22.—873 boxes white and 221 boxes colored offered; 598 boxes white and 121 boxes colored sold. Highest price, 8 7 16c.

Sterling, Ont., May 22.—800 white boarded; 200 sold at 8 9 16c.; 345 at 8 1/2 c.; 100 at 8 7 16c.; balance unsold.

Napanee, Ont., May 22.—1,175 white boarded; 8 3/4 c. bid; no sales.

Picton, Ont., May 22.—862 white and 123 colored offered; all sold at 8 3/4 c.

Peterboro', Ont., May 22.—1,800 sold at 8 1/2 c.

Cornwall, Ont., May 25.—1,408 white boarded; 1,318 sold at 8 5/8 c.

Belleville, Ont., May 25.—1,205 white and 120 colored offered; 130 white sold at 8 3/4 c.; balance unsold.

London, Ont., May 25.—446 white and 210 colored offered; 122 sold at 9 1/4 c.; 285 at 9c.; 98 at 8 3/4 c.

#### LARGE IMPORT FROM BARBADOES.

Hudon, Hebert & Cie, Montreal, have received a large cargo of Barbadoes products per ss. Europa, which arrived in port last Friday evening. It includes 2,300 puncheons of raw molasses and 500 barrels of bright grocery sugar, all shipped by The Da Costa Co.

# High-Grade Ceylons

We have an exceptionally fine range of High-Grade Ceylons to retail at 50 to 60 cents per lb., costing 30 to 35 cents.

These Teas are of superior style and liquoring qualities—which are difficult to secure. We can serve you to advantage.

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

**J. GOODALL,** 84 Front Street, **Toronto, Canada**

EXPORTER

**Clover and Grass Seeds, all kinds; Specialty, ALSIKE CLOVER.**

**Peas, Marrowfat, Green, Scotch Green, in bags, also bulk shipping Peas. White Beans in sacks, etc.** To all ports reached by Montreal, Quebec, Portland and New York.

Code Books: Baltimore 2nd Edition, Riverside 1890, A.B.C., and Private.

CORRESPONDENCE SOLICITED.

EASILY DIGESTED

## The Graham Wafers

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

Try a Tin and be Convinced.

THE GARDINER BISCUIT CO., Kingston.

**W. A. McClean,** Owen Sound,

has sold out his pork-packing house, and has only until the 25th of April inst. to make delivery of contents. He offers, subject to tender, to that date, or any time between now and then that may please. Say, 250 Hams, S. P., 10 to 16 lb.; 200 Backs and Bellies, S. P.; 12) Spiced Rolls; 100 Backs and Shoulders on salt. (Dry Salt) 25 Sides, P. C. Bacon, 30 to 40 lb. All L.o.b. here. This is as nice a lot of meat as it is possible to make.

**W. A. McCLEAN & CO.**

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation (4 Jamaica and the West Indies.

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

Write for scale of charges, etc., to

**THE GLENER CO.,**  
Limited

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



## It's Not Only The Men

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

**John Dwight & Co., Toronto and Montreal**

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

Do not be persuaded to buy any other kind, as the market is now flooded with vile rubbish, most of which contain no Herbs at all, and will not produce the same result. We guarantee ours to be COMPOSED OF HERBS.

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

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

All Wholesalers keep it.

Here is our PUSH—it deserves yours. Get up and hustle. Send us your order for One Gross Hires Rootbeer Extract, giving your jobber's name through whom you wish it filled, and we will send you One Case (2 dozen bottles) Hires Carbonated Rootbeer, FREE.

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

### PRICE TO DEALERS.

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

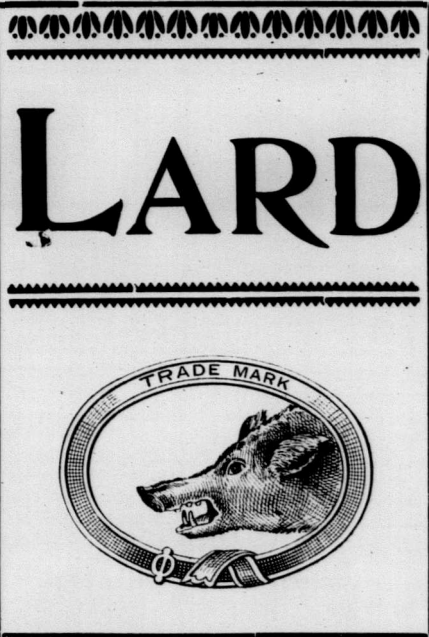
SEND YOUR ORDER TO....

**W. P. DOWNEY,** Sole Canadian Agent,  
20 and 22 St. Peter Street, MONTREAL.  
Handbills, Showcards, etc., on receipt of Business Card.









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

No hog lard is as pure and wholesome as Fairbank's "Boar's Head" Standard Refined Lard Compound. This brand is the oldest on the market, commanding the preference of consumers everywhere.

Fairbank's "Boar's Head" Standard Refined Lard Compound commands a better price than hog lard at times when hog lard is cheap; at present out "Boar's Head" Brand is sold at 1½c. to 2c. per lb. less than hog lard.

Fairbank's "Boar's Head" Standard Refined Lard Compound is composed chiefly of vegetable oil, and on account of its purity and wholesome quality is preferred to hog lard by those who have tried it. It will go further in cooking than any hog lard.

Write for quotations on Fairbank's "Boar's Head" Standard Refined Lard Compound. It will give satisfaction to your trade and increase your profits. We guarantee the quality.

Fairbank's "Boar's Head" Standard Refined Lard Compound is packed in the following sizes:

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

# THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

|                                       | Montreal. |      | Toronto. |      | St. John, Halifax. |      |
|---------------------------------------|-----------|------|----------|------|--------------------|------|
| <b>COFFEE</b>                         |           |      |          |      |                    |      |
| Green—                                |           |      |          |      |                    |      |
| Mocha.....                            | 24        | 23   | 28       | 25   | 30                 |      |
| Old Government Java.....              | 27        | 22   | 30       | 25   | 30                 |      |
| Rio.....                              | 10        | 8½   | 9½       | 12   | 13                 |      |
| Santos.....                           |           |      | 10½      |      |                    |      |
| Plantation Ceylon.....                | 29        | 26   | 30       | 29   | 31                 |      |
| Porto Rico.....                       |           | 22   | 25       | 24   | 28                 |      |
| Gautemala.....                        |           | 22   | 25       | 24   | 26                 |      |
| Jamaica.....                          | 18        | 15   | 20       | 18   | 22                 |      |
| Maracalbo.....                        | 13        | 13   | 18       | 13   | 15                 |      |
| <b>NUTS</b>                           |           |      |          |      |                    |      |
| Brazil.....                           |           |      | 15       | 16   | 8½                 | 9    |
| Valencia shelled almonds.....         | 31        | 32   | 30       | 35   | 22                 | 25   |
| Farragona almonds.....                | 11½       | 12½  | 13       | 14   | 13                 | 15   |
| Formegetta almonds.....               |           |      | 40       | 43   |                    |      |
| Jordan shelled almonds.....           |           |      | 8        | 10   | 9                  | 10   |
| Peanuts (roasted).....                | 7½        | 8    |          |      |                    |      |
| " (green).....                        | 6½        | 7    |          |      |                    |      |
| Cocoanuts, per sack.....              | 3 00      |      | 3 75     | 3 50 | 4 00               |      |
| per doz.....                          |           |      | 60       | 60   | 70                 |      |
| Grenoble walnuts.....                 | 9½        | 10   |          | 12½  | 9                  | 12   |
| Marbot walnuts.....                   |           | 9½   |          | 11½  | 9                  | 10   |
| Bordeaux walnuts.....                 | 7         | 8    |          | 9    | 9                  | 10   |
| Sicily filberts.....                  | 9         | 10   | 10       | 11½  | 9                  | 10   |
| Naples filberts.....                  |           |      | 10       | 11   | 10                 | 11   |
| Pecans.....                           | 10        | 12   | 13       | 15   | 12                 | 14   |
| Shelled Walnuts.....                  | 19        | 20   | 20       | 25   |                    |      |
| <b>SODA</b>                           |           |      |          |      |                    |      |
| Bl-carb, standard, 112-lb. ke.        | 1 65      | 1 80 | 2 00     | 2 25 | 1 70               | 1 75 |
| Sal soda, per bbl.....                | 70        | 75   | 80       | 90   | 85                 | 90   |
| Sal soda, per keg.....                | 95        | 1 00 |          | 1 00 | 95                 | 1 00 |
| Granulated Sal Soda, per lb           |           |      |          | 1    |                    |      |
| <b>SPICES</b>                         |           |      |          |      |                    |      |
| Pepper, black, ground, in keg         |           |      |          |      |                    |      |
| pails, boxes.....                     | 16        | 18   |          | 18   | 14                 | 15   |
| " in 5-lb. cans.....                  | 14        | 17   |          | 19   | 15                 | 16   |
| " whole.....                          | 15        | 17   |          | 19   | 12                 | 13   |
| Pepper, white, ground, in keg         |           |      |          |      |                    |      |
| pails, boxes.....                     | 26        | 27   | 26       | 27   | 24                 | 26   |
| " 5-lb. cans.....                     | 25        | 26   | 25       | 26   | 20                 | 22   |
| " whole.....                          | 23        | 25   | 23       | 25   | 20                 | 22   |
| Ginger, Jamaica.....                  | 19        | 25   | 22       | 25   | 20                 | 25   |
| Cloves, whole.....                    | 12        | 30   | 14       | 35   | 18                 | 20   |
| Pure mixed spice.....                 | 25        | 30   | 25       | 30   | 25                 | 30   |
| Cassia.....                           | 13        | 18   | 20       | 40   | 16                 | 20   |
| Cream tartar, French.....             |           | 25   | 24       | 25   | 20                 | 22   |
| " best.....                           |           | 28   | 25       | 30   | 25                 | 30   |
| Allspice.....                         | 10        | 15   | 13       | 16   | 16                 | 18   |
| <b>WOODENWARE</b>                     |           |      |          |      |                    |      |
| Pails, No. 1, 2-hoop.....             | 1 90      |      | 1 60     |      | 1 90               |      |
| " 3-hoop.....                         | 2 05      |      | 1 75     |      | 2 05               |      |
| " half, and covers.....               | 1 75      |      | 1 70     |      | 1 75               |      |
| " quarter, jam and cover              | 1 45      |      | 1 20     |      | 1 45               |      |
| " candy, and covers.....              | 2 70      | 3 20 | 1 75     | 2 70 | 3 20               |      |
| Tubs No. 0.....                       | 11 00     |      | 8 50     |      | 11 00              |      |
| " 1.....                              | 9 00      |      | 7 00     |      | 9 00               |      |
| " 2.....                              | 8 00      |      | 6 25     |      | 8 00               |      |
| " 3.....                              | 7 00      |      | 5 85     |      | 7 00               |      |
| <b>PETROLEUM</b>                      |           |      |          |      |                    |      |
| Canadian water white.....             | 14½       | 15½  |          | 17½  | 17                 | 17½  |
| Sarnia water white.....               | 16        | 17   |          | 16½  | 17                 | 17½  |
| Sarnia prime white.....               |           | 18   |          | 15½  | 16½                | 16½  |
| American water white.....             |           | 19   |          | 17½  | 18                 | 18½  |
| Pratt's Astral (barrels extra)        | 18½       | 19   |          | 17½  | 19                 | 19½  |
| <b>Black— TEAS</b>                    |           |      |          |      |                    |      |
| Congou—Half-chests Kalsow,            |           |      |          |      |                    |      |
| Moning Paking.....                    | 13        | 60   | 12       | 60   | 11                 | 40   |
| Caddies Paking, Kalsow.....           | 17        | 40   | 18       | 50   | 15                 | 40   |
| Indian—Darjeelings.....               | 35        | 55   | 35       | 55   | 30                 | 50   |
| Assam Pekoes.....                     | 20        | 40   | 20       | 40   | 18                 | 40   |
| Pekoe Souchong.....                   | 18        | 25   | 18       | 25   | 17                 | 24   |
| Ceylon—Broken Pekoes.....             | 35        | 42   | 35       | 42   | 34                 | 40   |
| Pekoes.....                           | 20        | 30   | 20       | 30   | 20                 | 30   |
| Pekoe Souchong.....                   | 17½       | 40   | 17       | 35   | 17                 | 35   |
| <b>China Greens—</b>                  |           |      |          |      |                    |      |
| Gunpowder—Cases, extra first          | 42        | 50   | 42       | 50   |                    |      |
| Half-chests, ordinary firsts          | 22        | 28   | 22       | 28   |                    |      |
| Young Hyson—Cases, sifted             |           |      |          |      |                    |      |
| extra firsts.....                     | 42        | 50   | 42       | 50   |                    |      |
| Cases, small leaf, firsts.....        | 35        | 40   | 35       | 40   |                    |      |
| Half-chests, ordinary firsts          | 22        | 28   | 22       | 28   |                    |      |
| Half-chests, seconds.....             | 17        | 19   | 17       | 19   |                    |      |
| " thirds.....                         | 15        | 17   | 15       | 17   |                    |      |
| " common.....                         | 13        | 14   | 13       | 14   |                    |      |
| <b>Pingsueys—</b>                     |           |      |          |      |                    |      |
| Young Hyson, ½-chests, firsts         | 28        | 32   | 38       | 32   | 30                 | 40   |
| " " seconds.....                      | 16        | 19   | 16       | 19   |                    |      |
| " Half-boxes, firsts.....             | 28        | 32   | 28       | 32   |                    |      |
| " " seconds.....                      | 16        | 19   | 16       | 19   |                    |      |
| <b>Japans—</b>                        |           |      |          |      |                    |      |
| ½-chests, finest May pickings         | 38        | 40   | 38       | 40   |                    |      |
| Choice.....                           | 32        | 36   | 33       | 37   |                    |      |
| Fine.....                             | 28        | 30   | 30       | 32   |                    |      |
| Finest, small leaf, firsts.....       | 25        | 27   | 27       | 30   |                    |      |
| Good medium.....                      | 22        | 24   | 25       | 28   |                    |      |
| Medium.....                           | 19        | 20   | 21       | 23   |                    |      |
| Good common.....                      | 16        | 18   | 18       | 20   |                    |      |
| Common.....                           | 13        | 15   | 15       | 17   |                    |      |
| Nagasaki, ½-chests, Pekoe..           | 16        | 22   |          |      |                    |      |
| " " Oolong.....                       | 14        | 15   |          |      |                    |      |
| " " Gunpowder.....                    | 16        | 19   |          |      |                    |      |
| " " Siftings.....                     | 7½        | 11   |          |      |                    |      |
| <b>RICE, MACARONI, SAGO, TAPIOCA.</b> |           |      |          |      |                    |      |
| Rice—Standard B.....                  | 3 00      | 3 10 |          | 3½   | 3 25               | 3 40 |
| Patna, per lb.....                    | 4 25      | 4 50 |          | 4½   | 5                  | 5 6  |
| Japan.....                            | 4 40      | 4 90 |          | 5½   | 5                  | 6    |
| Imperial Seeta.....                   | 4 60      | 4 90 |          | 4½   | 5                  | 6    |
| Extra Burmah.....                     |           |      |          | 4½   | 4                  | 5    |
| Java, extra.....                      |           | 5½   |          | 6    | 6                  | 7    |
| Macaroni, dom'ic, per lb., bulk       | 5         | 6    |          | 7½   |                    |      |
| " imp'd, 1-lb. pkg., French           | 8         | 12   |          | 9    | 10                 |      |
| " " Italian.....                      | 8         | 10   |          | 11   | 12½                |      |
| Sago.....                             | 8½        | 4    |          | 4    | 4½                 | 5    |
| Tapioca.....                          | 3½        | 4    |          | 4½   | 4½                 | 5    |

### HONESTY AND ECONOMY.

It is entirely within the lines of different points of view for the employer to think that he may be paying his help too much and for the employe to think that he is receiving too little for the work he is doing. There can be no dispute that both sides have good points for contention and that both sides are more or less right.

The employer undoubtedly looks at the question from his point of view, and thinks he is always pursuing that course which is best for him and his business, yet that manner of looking at the question is seldom complete, and he is exceedingly apt to overlook the possibility of self injury by the attempt at self protection. The measure of responsibility attached to a position should surely be some sort of gauge for the worth of the work that is being done, and where trust is of necessity a part of the requirements, the deepest incentives to dishonesty should be removed. It is true that all business requires honest men, and no man can succeed if he is dishonest, but there are many places of employment where the temptations to dishonesty are nil, even for the underpaid employe, while other places filled by the equally underpaid employe, offer illimitable temptation for the making up of the deficiency by stealing.

Two cases of this kind have recently attracted public attention. One of them was the case of a bank cashier in an eastern town who defaulted for a considerable sum. The evidence was plainly against him and the judge was compelled to sentence him to a long term in prison, but in pronouncing the sentence this right-minded judge made this forcible statement:

"I only wish that the law permitted me to send along to prison with you every one of the bank directors, who through a long term of years, expected you to do your work, live respectably and becomingly, bring up a large family and be honest—all on a salary of \$600."

The other case was in a western city. It was the sentencing, for stealing a tray of diamonds, of a young man who had been employed as salesman in a jewelry store and paid the magnificent sum of \$6 a week for his work and the temptation to be honest. Before pronouncing the sentence, the judge questioned the young man closely as to his salary and the necessities of his position, then he said in almost as many words, that the jeweler deserved to have his diamonds stolen in punishment for being so miserly and inhuman.

Under our own personal observation came a case of an old and faithful employe, who, for various stated reasons not necessary to tell here, had his weekly pay reduced to \$6, and was expected to appear respectably in the store and at the same time support a family. For a year or two this was done through the aid of a little savings, but the time came when he had to steal to keep going. He took small amounts from his sales and falsified the checks sent to the cashier. Detection came, as it always will. There was no prosecution, but he lost his position and with it much of the good name he had previously borne.

In all these cases, how much of the responsibility for crime rested upon the employe and how much upon the employer?

If these employers could honestly enter the plea that their business would not warrant better pay, had they any right, as citizens, to longer engage in that business and submit temptation and aid and abet crime?

We must admit that if the grain of dishonesty is in a man he will steal more or less, whatever his salary, but we must in return contend that no excuse can excuse

the responsibility of an employer who will take advantage of an employe by paying a salary that he knows is entirely inadequate to the requirements and responsibilities of the position. Extravagances will not excuse thefts of employes, nor can they be entered as a part of considerations in making engagements, yet the employer knows very well whether he is paying a price that is sufficient to maintain the employe in the manner which is expected of the position.

How many unwilling thieves are made of naturally honest people, and how many business profits are undermined through the false idea that business economy is attained by paying the smallest possible salaries to employes.—Drygoodsman, St. Louis.

### PORTO RICO MOLASSES TO HAND.

The schooner *Narka* has arrived at Halifax from Ponce, Porto Rico, with a cargo of A. & Co. Extra Choice molasses for The Dominion Molasses Co., Limited. The quality of this cargo confirms the high opinion already formed in the minds of molasses buyers relative to this well-known brand.

### A BRANCH BUSINESS AT THE SOO.

W. H. Gillard & Co., wholesale grocers, Hamilton, Ont., have opened a branch warehouse at Sault Ste. Marie, Ont. It is under the management of Mr. C. A. Leaney, who will have as his assistant Mr. C. M. Buscombe, hitherto a member of the Hamilton staff.

### TAKEN LARGER QUARTERS.

The "Ozo" Tea Co., Limited, Montreal, have moved into larger quarters at 321 St. Paul street, Montreal, where they have installed a good deal of new machinery. This is a sign of progress of one of Mont-

real's leading packet and bulk tea houses. The "Ozo" company tell us that their old warehouse has of late not afforded them sufficient capacity to keep up with their orders.

### THE COFFEE ESSAY CONTEST.

#### THE CONDITIONS.

1. No essay shall exceed 2,500 nor be less than 1,500 words.
2. Each essay must be signed by a nom de plume. Both the proper name and nom de plume of the writer must be written on a sheet of paper and placed in a sealed envelope across which must be written the nom de plume. This envelope, which will not be opened until the judges have made their award, can be placed within the envelope containing the essay or in another envelope and addressed to THE CANADIAN GROCER, 10 Front street east, Toronto.
3. The judges will be disinterested merchants.
4. Competition shall close on June 21, by which date all manuscripts must be in this office.
5. There must be two or more essays sent in by different competitors or no prize will be given; three or more essays or no second prize; four or more or no third prize.
6. The envelope in which each essay is mailed should have written across the corner the words, "Essay Competition."
7. All prize essays shall be the property of THE CANADIAN GROCER.

The subject, it will be remembered, is "The Buying, Handling and Selling of Coffees." The 1st prize will be \$15; 2nd, \$10 and 3rd \$5. Besides this, to each of the five essayists whose productions rank next to those winning the cash prizes will be awarded a copy of THE CANADIAN GROCER for one year.

### INQUIRIES AND ANSWERS.

A subscriber wants to know where he can get Nelson's amber gelatine in sheets. Can any of our readers supply the desired information?

Mr. Irving, the representative for "Salada," on the west side of the city of Toronto, on Monday last took 51 orders, which means that 51 grocers in one day (on the west side of Toronto) only required "Salada."

**H AND H**  
TRADE MARK  
THE UNEQUALLED CLEANER.

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

**POTATOES and OATS**  
IN CAR LOTS.

If open to buy or sell, wire

**R. W. HANNAH**

Board of Trade, TORONTO

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**Belleville Pottery Co.**

SUCCESSORS  
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STONEWARE  
ROCKINGHAM, ONT.  
CHEMICAL WARE.  
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FIRE BRICKS.  
FIRE CLAY.  
ALL GOODS MADE FROM THE BEST NEW JERSEY CLAY  
Belleville, Ont.

KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.

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

**COWAN'S**

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

**THE COWAN CO., LIMITED, TORONTO**

J. ERLE CALDWELL

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# LAPORTE, MARTIN & CIE.

## Wholesale Grocers

—♦♦♦ AND ♦♦♦—

# Importers of Teas, Wines and Liquors

### SELLING AGENTS FOR

|                         |   |   |                 |   |   |                 |
|-------------------------|---|---|-----------------|---|---|-----------------|
| Ph. Richard             | - | - | Cognac          | - | - | Brandies        |
| Mitchell Bros. Co.      | - | - | Glasgow         | - | - | Scotch Whiskeys |
| Mitchell & Co., Limited | - | - | Belfast         | - | - | Irish Whiskey   |
| Sir Thomas Lipton       | - | - | London          | - | - | Ceylon Teas     |
| W. H. Flett Co'y        | - | - | Liverpool       | - | - | Pickles         |
| Vve. Amiot              | - | - | Saumur          | - | - | Sparkling Wines |
| Hector Falcon           | - | - | Valence, France | - | - | Vin St. Lehon   |

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## THE PROVISION TRADE.

The Markets—Jew and Gentile Beef in London—Miscellaneous Notes.

### JEW AND GENTILE BEEF IN LONDON.

A CORRESPONDENT in London, Eng., has sent us the following interesting account of how the Jew and the Hebrew butchers there dissect an ox, with the weight and wholesale price per pound, in pence, for each section of the carcass. The price in American money can be found by doubling the price in pence, as an English penny is two cents in United States money :

In England, Ireland and Scotland the annual meat crop is valued at the stupendous sum of £80,000,000 wholesale, and that is without taking into account the sale of any other portions of the animals than the carcass.

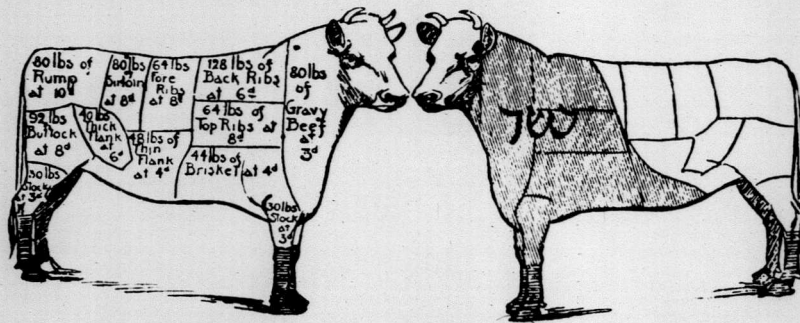
The farmer or grazer gets a return of about 6d. per lb. from the commission agent, who next sells to a dealer. This man cuts the carcass into quarters and

up for distribution and apportioned is shown in the diagram herewith. The average weights of every portion of the edible beast are given, with the relative wholesale values of each portion, the particular ox weighing alive about 1,000 lb.

The ox slaughtered and prepared for market by one of the methods of the London Gentile butcher is far more profitable than the animal slaughtered by the Jewish authorities.

Starting with the neck and cutting back, the Gentile butcher cuts his dressed animal as follows (wholesale price) :

Gravy beef, 80 lb. at (3d) equals 6c. per lb., \$4.80.  
Back ribs, 128 lb. at (6d.) equals 12c. per lb., \$15.36.  
Top ribs, 64 lb. at (8d.) equals 16c. per lb., \$10.24.  
Brisket, 44 lb. at (4d.) equals 8c. per lb., \$3.52.  
Stock (fore quarter), 30 lb. at (3d.) equals 6c. per lb., \$1.80.  
Fore ribs, 64 lb. at (8d.) equals 16c. per lb., \$10.24.



"Kosher" and "Treiffa" Beef Cutting.

joints, and supplies the butcher. In this way, profits grow, and the prime ox which may have brought the farmer a tip-top price of £20 costs the actual consumer nearly £60, the intermediate profits being swallowed up as follows : A tax of a farthing on every 22 lb. of meat scaled levied by the city corporation, a sale commission to dealer, the profits of the wholesale dealer and retail butcher.

The wholesale dealer, however, has a great deal to do with his money. Roastings and prime cuts have to be distributed to clubs, hotels and stores, while the boiling joints and coarse pieces have to be sent to the poorer neighborhoods, or sold to caterers to prepare for the cooked meat trade.

The caterer converts briskets into boiled corned beef, buttocks into beef hams, flanks into glazed beef; necks, heads and shins into sausages and browns.

Tongues are cured and rolled, tails and feet made into soups and jellies. Nothing is lost.

The manner in which the carcass is cut

Thin flank, 48 lb. at (4d.) equals 8c. per lb., \$3.84.  
Sirloin, 80 lb. at (8d.) equals 16c. per lb., \$12.80.  
Thin flank, 40 lb. at (6d.) equals 12c. per lb., \$4.80.  
Rump, 80 lb. at (10d.) equals 20c. per lb., \$16.  
Buttock, 92 lb. at (8d.) equals 16c. per lb., \$14.68.  
Stock (hind quarter), 30 lb. at (3d.) equals 6c. per lb., \$1.80.  
Total, 780 lb., \$99.68.  
Average of more than 10¼c. per lb. for the dressed carcass.

In London and Paris cattle are felled with a poleax, but in Jewish slaughter-houses the knife is used to bleed the animal. Viewed from the standpoint of economy, the stunning method has an advantage to the wholesale butcher, for every stunned animal yields a greater weight of meat.

The board of Shecheta, which supervises the slaughter of every animal sold by licensed kosher meat butchers, is particular to the minutest degree lest by chance an animal which is diseased has the seal of health placed on the forequarters.

Only the forequarters of the animal are eaten by orthodox Jews, but the hindquarters are sometimes porged—that is, the veins removed—and sold to wealthy families. Such joints, owing to the labor involved, bring high prices. The forequarters are sold at 5½d. per lb. all round; the retail

price would be 8d. per lb. Among Jewish butchers it is the custom to give away both fat and bone to the customers.

Of the carcasses of oxen, calves and sheep slain in 1899 for Jewish families, the following figures show that a large percentage of selected prime beasts were rejected because diseased :

|               | Oxen.  | Calves. | Sheep. |
|---------------|--------|---------|--------|
| Slain.....    | 42,798 | 8,109   | 52,463 |
| Passed.....   | 36,726 | 7,230   | 35,339 |
| Rejected..... | 6,072  | 879     | 17,124 |

These figures suggest a heavy loss to the dealers, but on inquiry it is found that most of the carcasses rejected as unfit for human food by the careful Jew find their way into Gentile butcher shops and are eaten by Christians.—National Provisioner.

### THE PROVISION MARKETS.

#### TORONTO.

The features noted last week, the high price of live hogs and the shortage of nearly all lines of provisions, are still manifest. Hogs are firm at \$7.25, and even at this high price the offerings on the local market are not as large as was the case a year ago. This is due, largely, to the competition of packing houses throughout the Province, which competition has kept prices for months at the highest point allowed by the basis of quotations in Great Britain.

Meanwhile, there is a steady export trade and the home demand, which has been brisk all spring, is well maintained. Lard is scarce, particularly in tierces, and is firm at 10½c. per lb. for tierces, 10¾c. for tubs and 11c. for pails. All meats are steady with quotations as follows : Long clear bacon, 10½c. Smoked meats—Breakfast bacon, 13½ to 14c.; rolls, 11c.; medium hams, 13c.; large hams, 12 to 12½c.; shoulder hams, 10½c.; backs, 14c. Barrel pork—Canadian heavy mess, \$19.50; Canadian short cut, \$20.50. Some houses quote ½c. higher prices on rolls, medium hams and breakfast bacon.

#### MONTREAL.

The market shows little change from last week. American mess pork has again been reduced 25c. per 100 lb., making heavy mess worth \$22 to \$22.25, and medium \$21 to \$21.25. Canadian pork and lard is firm. We quote : Heavy Canadian short cut mess pork, \$20 to \$21; selected heavy short cut mess pork, boneless, \$21 to \$22; family short cut back pork, \$20 to \$21; heavy short cut clear pork, \$19.50 to \$21; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.25 to \$2.60 per pail; refined lard compound (Fairbank's), \$1.88 for 1 to 24 pails; \$1.86 for 25 to 49 pails; \$1.82 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9¼c. per lb. in tierces, and 10¼c. in 20-lb. pails and 10c. in 50 lb. boxes, for Quebec.

#### ST. JOHN, N. B.

Pork continues high and the movement is light. Some Boston packers quote shaded figures. Beef shows little change. The sale during the season has been disappointing. The demand is falling off each year. Smoked meats are in fair supply. The high figures affect sales. Lard is rather higher, and a number of packers are not offering. The market is firm.

# HUDON, HEBERT & CIE.

Importers, Wholesale Grocers and Wine Merchants,

**MONTREAL, CANADA.**

Correspondence: In French, English and German.

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Messrs. Wright & Greig, Limited, Glasgow, Scotland,  
**SCOTCH WHISKIES.**

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Messrs. Talbot Freres, Bordeaux, France,  
**FRENCH DELICACIES.**

Just landing Ex Elder-Dempster Steamer "Europa" direct from Barbados, W.I.

**2,341 Puncheons Choice Barbados Molasses**  
**111 Hogsheads Choice Barbados Molasses**  
**18 Barrels Choice Barbados Molasses**  
**500 Barrels Choice Barbados Grocery Sugar**

Social Tea

Social Tea

Social Teas are now  
admitted to be the best  
package tea in Canada.

Social Tea

Social Tea

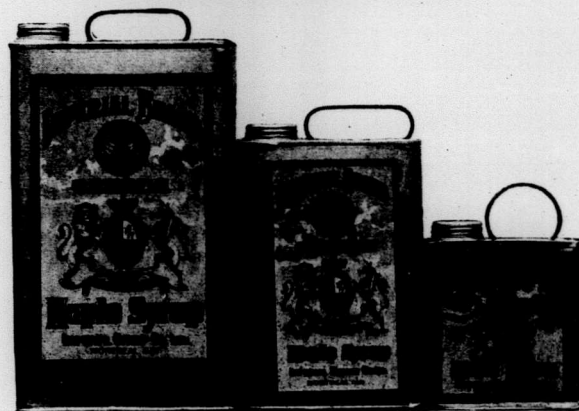
LUMSDEN BROS.

Proprietors of Social Tea Co.,

TORONTO.

## IMPERIAL BRAND

### MAPLE SYRUP



THE STANDARD FROM OCEAN TO OCEAN.

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

### Imperial Syrup Co., Limited

88 Grey Nun Street, MONTREAL.

ROSE & LAFLAMPE, Selling Agents, MONTREAL.

# "OZO" has moved!

to much larger and better premises. Our facilities for the handling of Teas are now one of the best in Canada.

We carry a large assorted stock in Ontario and Quebec, and are able to blend and pack in any form required for any trade.

### The "OZO" Co., Limited

MONTREAL.

393 St. Paul Street.

# THE FINEST AND BEST.

New Teas to arrive shortly, Extra Choicest early May Pickings.  
The finest in leaf, the best in liquor that Japan produces.

|                 |                     |                     |
|-----------------|---------------------|---------------------|
| <b>3MD AAA</b>  | <b>40-lb. boxes</b> | <b>at 40c.</b>      |
| <b>CONDOR I</b> | <b>40</b>           | <b>" " " 40</b>     |
| <b>" II</b>     | <b>40</b>           | <b>" " " 37 1/2</b> |
| <b>" II</b>     | <b>80</b>           | <b>" " " 35</b>     |
| <b>" III</b>    | <b>80</b>           | <b>" " " 32 1/2</b> |

Ask for samples---they are worth trying if you want the best.

**25** Half-Chests Lapsang Souchong, of rich flavoring liquor, at **30c.**

**100** Half Chests Sundried 1st class liquoring Japan Siftings, at **6c.**

**50** Half Chests Japan Fannings, the largest leaf, the best liquor, at **9c.**

Extra good lines of Japan Leaf to offer at **14, 15, 16,** and **17 1/2c.** You can probably buy better to-day than in a month from now—don't wait.

*Ceylon Green Teas, the best of them at the price :*

**HYSON NO. 2—40-LB. HALF-CHESTS AT 15c.**

**YOUNG HYSON—53 " " " 17 1/2c.**

**FANCY YOUNG HYSON—52-LB. HALF-CHESTS AT 20c.**

To introduce this class of Teas, I am authorized by the Ceylon Tea Planters' Association to give a Fancy Canister with every purchase of Ceylon Green, even if it is only one package.

## Condor Mustard.

The only strictly pure mustard in the market—without exception the best offered. 12-lb. Boxes— $\frac{1}{4}$  lb. Tins at **35c.**;  $\frac{1}{2}$  lb. Tins at **33c.**; 1-lb. Tins at **32 1/2c.**

## Condor Vinegar.

100 Grains, at **30c.** Pure distilled, strong, bright as crystal.

## Nectar Tea.

The perfection of all Black Teas, in lead packets. Rich, fragrant, delicious. Green Label at **20c.**, Chocolate at **26c.**, Maroon at **45c.**

## Old Crow Mustard.

A high-grade Admixture. The best at the price. 12 lb. Boxes— $\frac{1}{4}$ -lb. Tins at **25c.**;  $\frac{1}{2}$ -lb. Tins at **23c.**; 1 lb. Tins at **22 1/2c.**

## Old Crow Vinegar.

75 Grains at **22 1/2c.** Pure distilled, clear as water from a spring.

## Madam Huot's Coffee.

The gem of all Coffees, pure, mellow—without a rival. 1 lb. Tins at **31c.**; 2-lb. Tins at **30c.** per lb.

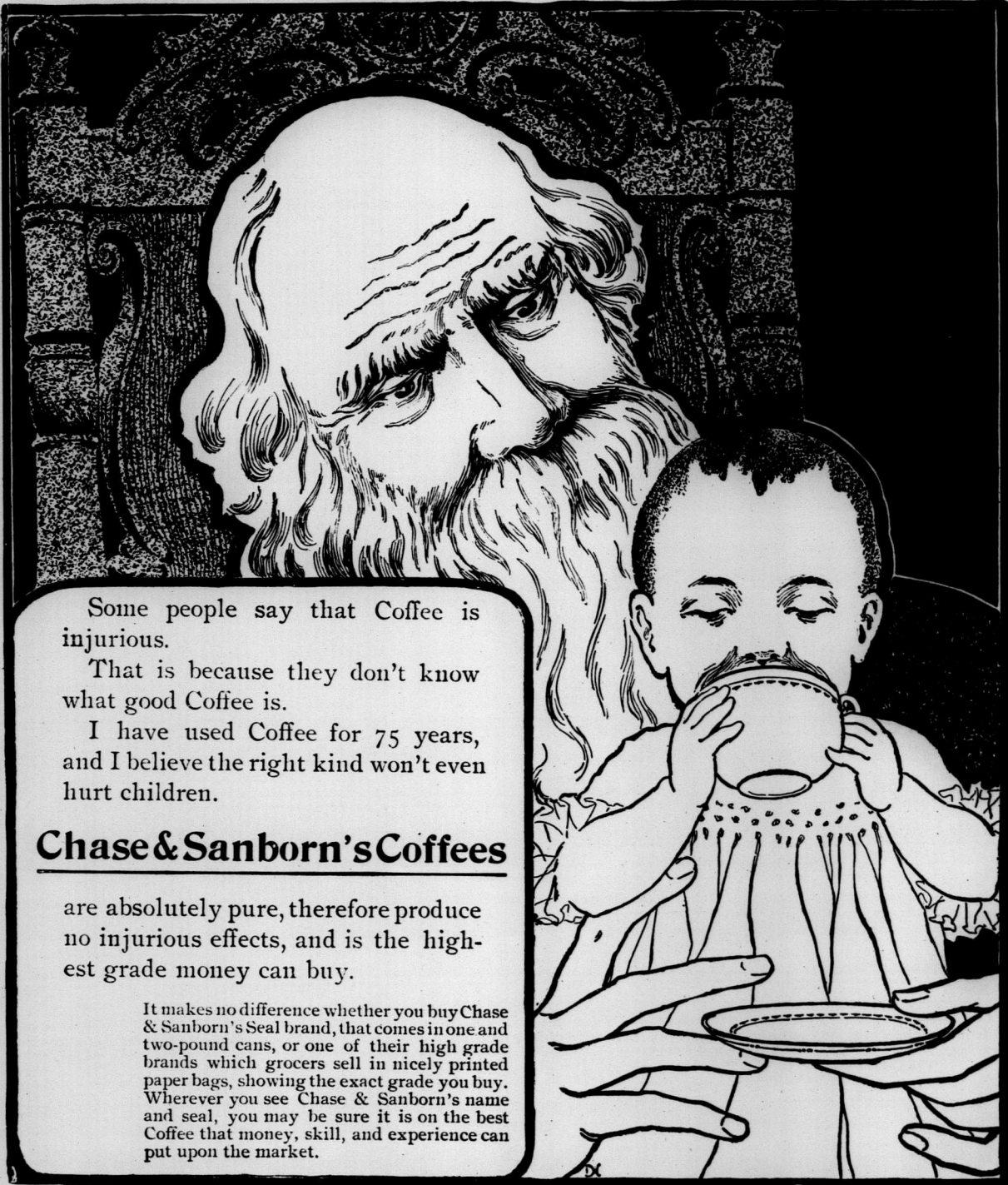
TERMS 3 PER CENT. 30 DAYS.

Specialty of High-Class Teas, Coffees, and Spices—wholesale.

**E. D. MARCEAU,** 279 to 285 St. Paul Street, **MONTREAL.**



*To send office  
3/27/01*



Some people say that Coffee is injurious.

That is because they don't know what good Coffee is.

I have used Coffee for 75 years, and I believe the right kind won't even hurt children.

**Chase & Sanborn's Coffees**

are absolutely pure, therefore produce no injurious effects, and is the highest grade money can buy.

It makes no difference whether you buy Chase & Sanborn's Seal brand, that comes in one and two-pound cans, or one of their high grade brands which grocers sell in nicely printed paper bags, showing the exact grade you buy. Wherever you see Chase & Sanborn's name and seal, you may be sure it is on the best Coffee that money, skill, and experience can put upon the market.

**CHASE & SANBORN,**  
**MONTREAL.**



# Keen's Mustard and Keen's Oxford Blue

are so well-known throughout Canada that advertising would appear unnecessary. But we keep hammering at the name

## KEEN

and we hope that everyone will think of KEEN'S when they want . . . . .

### Mustard and Laundry Blue.

## Current Market Quotations for Proprietary Articles

May 30, 1901.

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

### BAKING POWDER.

**Cook's Friend—**

|                               |         |
|-------------------------------|---------|
| Size 1, in 3 and 4 doz. boxes | \$ 3 40 |
| " 10, in 4 doz. boxes         | 3 10    |
| " 2, in 6 "                   | 80      |
| " 12, in 6 "                  | 70      |
| " 3, in 4 "                   | 45      |
| Pound tins, 3 doz. in case    | 3 00    |
| oz. tins, 3 "                 | 2 40    |
| oz. tins, 4 "                 | 1 10    |
| lb. tins, 1/2 "               | 4 00    |

**Diamond— W. H. GILLARD & CO.**

|                            |               |
|----------------------------|---------------|
| 1 lb. tins, 2 doz. in case | per doz. 3 00 |
| 1/2 lb. tins, 3 "          | 1 25          |
| 1/4 lb. tins, 4 "          | 0 75          |

### IMPERIAL BAKING POWDER.

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

### MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 "            | 6-oz.          | 0 80     |
| 4 "            | 8-oz.          | 1 00     |
| 4 "            | 12-oz.         | 1 50     |
| 4 "            | 16-oz.         | 1 80     |
| 1 "            | 2 1/2-lb.      | 4 50     |
| 1 "            | 5-lb.          | 7 75     |

### JERSEY OREAM BAKING POWDER.

|                          |      |
|--------------------------|------|
| 1/2 size, 5 doz. in case | 40   |
| 1/4 size, 4 doz. in case | 75   |
| 1/8 size, 3 doz. in case | 1 25 |
| 1 " 2 " "                | 3 25 |

### BLACKING.

**COONEY'S**

|                    |        |
|--------------------|--------|
| Boxes, each 4 doz. | \$1 50 |
|--------------------|--------|

**SHOE POLISH.**

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

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

### BLUE.

|                                                                                            |        |
|--------------------------------------------------------------------------------------------|--------|
| Keen's Oxford, per lb.                                                                     | \$0 17 |
| In 10 box lots or case                                                                     | 0 16   |
| Reckitt's Square Blue 12-lb. box                                                           | 0 17   |
| Reckitt's Square Blue 5 box lots                                                           | 0 16   |
| Nixey's "Cervus" in squares, 1 oz. in bags 1/2 and 1 oz. and in pepper boxes, 2c. and 10c. |        |
| Cooney's Royal Windsor, per gross                                                          | 4 80   |
| Universal, bag, per gross                                                                  | 4 80   |

### BLACK LEAD.

|                                                                            |      |
|----------------------------------------------------------------------------|------|
| Reckitt's per box                                                          | 1 15 |
| Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz. |      |
| Nixey's Refined Id. 2d. and 1s. pkts.                                      |      |
| " Silver Moonlight 5 and 10c. pkts.                                        |      |
| " Nixelene Paste Id. 2 1/2d. 5d. size.                                     |      |
| Nixey's Jubilee, round in 1 and 2 oz. blocks.                              |      |
| Cooney's Universal, per gross                                              | 4 80 |

### CORN BROOMS

**BOECKH BROS. & COMPANY doz. net**

|                              |      |
|------------------------------|------|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings             | 4 10 |
| " " C, 3 strings             | 3 85 |
| " " D, 3 strings             | 3 60 |
| " " E, 3 strings             | 3 35 |
| " " G, 3 strings             | 3 10 |
| " " I, 3 strings             | 2 85 |

### BISCUITS.

**PEEK, FRENCH & CO.**

|                    |                           |
|--------------------|---------------------------|
| Metropolitan mixed | 40 lb. tins 10c.          |
| Florence Wafers    | 8 lb. tins 35c.           |
| Venice Wafers      | 8 lb. tins 35c.           |
| Florence Wafers    | Small tins \$3.70 per doz |

### GARR & CO., LIMITED.

**Frank Magor & Co., Agents.**

|                                                                                |          |
|--------------------------------------------------------------------------------|----------|
| Cafe Noir                                                                      | 0 15     |
| Ensign                                                                         | 0 12 1/2 |
| Metropolitan mixed                                                             | 0 08     |
| Special price list of Fancy Tins for Xmas trade and other lines on application |          |

### CANNED GOODS.

**MUSHROOMS.**

**HENRI JONAS & Co.**

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

### FRENCH PEAS—DELOREY'S

**HENRI JONAS & Co.**

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

### FRENCH SARDINES.

**HENRI JONAS & Co.**

|                 |        |
|-----------------|--------|
| 1/2 Trefavennes | \$9 00 |
| 1/2 Rolland     | 9 50   |
| 1/2 Delory      | 10 50  |
| 1/2 Club A'pins | 11 50  |

### CHOCOLATES & COCOAS.

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

### OADBURY'S.

**Frank Magor & Co., Agents per doz.**

|                                          |          |
|------------------------------------------|----------|
| Cocoa essence, 3 oz. packages            | \$1 65   |
| Mexican chocolate, 1/2 and 1/4 lb. pkgs. | 0 40     |
| Rock Chocolate, loose                    | 0 40     |
| " 1-lb. tins                             | 0 42     |
| Nibs, 11-lb. tins                        | 0 35 1/2 |

**FRY'S.**

|                                      |         |
|--------------------------------------|---------|
| Chocolate—                           | per lb. |
| Caracacas, 1/4's, 6-lb. boxes        | 0 42    |
| Vanilla, 1/4's                       | 0 42    |
| "Gold Medal" Sweet, 1/4's, 6 lb. bxs | 0 29    |
| Pure, unsweetened, 1/4's, 6 lb. bxs. | 0 42    |
| Fry's "Diamond," 1/4's, 14 lb. bxs.  | 0 24    |
| Fry's "Monogram," 1/4's 14lb. bxs.   | 0 24    |

**Cocoas—**

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

### JOHN P. MOTT & CO.'S.

**R. S. McIndoe, Agent, Toronto.**

|                       |             |
|-----------------------|-------------|
| Mott's Broma          | per lb 0 30 |
| Mott's Prepared Cocoa | 0 28        |

|                                  |           |
|----------------------------------|-----------|
| Mott's Homeopathic Cocoa (1/4's) | 0 33      |
| Mott's Breakfast Cocoa (in tins) | 0 40      |
| Mott's No. 1 Chocolate           | 0 30      |
| Mott's Breakfast Chocolate       | 0 28      |
| Mott's Caracacas Chocolate       | 0 40      |
| Mott's Diamond Chocolate         | 0 23      |
| Mott's French-Can. Chocolate     | 0 18      |
| Mott's Navy or Cooking Chocolate | 0 28      |
| Mott's Cocoa Nibs                | 0 35      |
| Mott's Cocoa Shells              | 0 05      |
| Vanilla Sticks, per gross        | 0 91      |
| Mott's Confectionery Chocolate   | 0 30      |
| Mott's Sweet Chocolate Liquors   | 0 19 0 30 |

**COWAN COCOA AND CHOCOLATE CO.**

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

### CHEESE.

|                                    |        |
|------------------------------------|--------|
| Imperial—Large size jars, per doz. | \$8 25 |
| Medium size jars                   | 4 50   |
| Small size jars                    | 2 40   |
| Individual size jars               | 1 00   |
| Imperial Holder—Large size         | 13 00  |
| Medium size                        | 15 00  |
| Small size                         | 12 00  |
| Roquefort—Large size, per doz.     | 2 41   |
| Small size                         | 1 40   |
| Paragon—Large size, per doz.       | 8 25   |
| Medium size                        | 4 50   |
| Small size                         | 2 40   |
| Individual size                    | 1 00   |

### BAYLE'S POTTED.

**Robert Greig & Co., Agents, Toronto.**

|              |        |        |         |
|--------------|--------|--------|---------|
| 1/2-lb.      | 1-lb.  | 5-lb.  |         |
| After Dinner | \$2 40 | \$4 25 | \$18 60 |
| Devilled     | 2 65   | 4 75   |         |

### COFFEE

**JAMES TURNER & CO. per lb.**

|               |          |
|---------------|----------|
| Mexico        | 0 32     |
| Damascus      | 0 28     |
| Calro         | 0 20     |
| Sirdar        | 0 17     |
| Old Dutch Rio | 0 12 1/2 |

### CLOTHES PINS

**BOECKH BROS. & CO.**

|                                                      |      |
|------------------------------------------------------|------|
| Clothes Pins (full count), 5 gross in case, per case | 0 55 |
| 4 doz. packages 12 to a case)                        | 0 70 |
| 6 doz. packages (12 to a case)                       | 0 90 |

# Benson's Prepared Corn.

Right in the face of all sorts and conditions of competition from cheaper brands, Benson's Prepared Corn has steadily increased in sales from year to year. If convincing proof were needed that quality counts, here's a fact worth thinking of and acting on.

Benson's Prepared Corn has maintained its lead steadily for nearly half a century. It is the standard of excellence by which the quality of all other brands is judged. It is absolutely pure Corn, prepared in the most skillful, cleanest way. It does not compete in price, but relies wholly upon its high, unvarying quality, which is steadily maintained year after year. Other brands come and go, shifting like the trade winds, but "Benson's" rests for its reputation upon the one word that has made it famous—"quality."

**Edwardsburg Starch Co'y, Limited,**  
Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

**EXTRACTS.**

|                                       |       |                   |
|---------------------------------------|-------|-------------------|
| <b>HENRI JONAS &amp; Co.</b>          |       | <b>Per gross.</b> |
| 1 oz. London Extracts                 | ..... | \$6 00            |
| 1 oz. " " (no corkscrews)             | ..... | 5 50              |
| 2 oz. " " " " " " " "                 | ..... | 9 00              |
| 1 oz. Spruce essence                  | ..... | 6 00              |
| 2 oz. " " " " " " " "                 | ..... | 9 00              |
| 2 oz. Anchor extracts                 | ..... | 12 00             |
| 4 oz. " " " " " " " "                 | ..... | 21 00             |
| 8 oz. " " " " " " " "                 | ..... | 36 00             |
| 1 lb. " " " " " " " "                 | ..... | 70 00             |
| 1 oz. Flat " " " " " " " "            | ..... | 9 00              |
| 2 oz. Flat, Anchor extracts           | ..... | 18 00             |
| 2 oz. Square " " " " " " " "          | ..... | 21 00             |
| 4 oz. " " " " (corked)                | ..... | 36 00             |
| 8 oz. " " " " " " " "                 | ..... | 72 00             |
|                                       |       | <b>Per doz.</b>   |
| 4 oz. " glass stop extracts           | ..... | 3 50              |
| 8 oz. " " " " " " " "                 | ..... | 7 00              |
| 2 1/2 oz. Round quintessence extracts | ..... | 2 00              |
| 4 oz. Jockey decanters                | ..... | 3 50              |

**FOOD.**

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

**GILLETT'S POWDERED LYE.**

|              |       |        |
|--------------|-------|--------|
| doz. in case | ..... | \$3 60 |
|--------------|-------|--------|

**JAMS AND JELLIES**

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

|                       |       |      |
|-----------------------|-------|------|
| Orange Marmalade      | ..... | 1 50 |
| Clear Jelly Marmalade | ..... | 1 80 |
| Strawberry W. F. Jam  | ..... | 2 00 |
| Raspberry " " "       | ..... | 2 00 |
| Apricot " " "         | ..... | 1 75 |
| Black Currant " " "   | ..... | 1 85 |
| Other Jams, W. F.     | ..... | 1 55 |
| Red Currant Jelly     | ..... | 2 75 |

**Jams— T. UPTON & CO.**

|                                           |          |
|-------------------------------------------|----------|
| 1-lb. glass jars 2 doz, in case, per doz  | \$1 00   |
| 5-lb. tin pails, 3 pails in crate, per lb | 0 07     |
| 7-lb. wood pails, 6 " " "                 | 0 07     |
| 14-lb. wood pails, per lb                 | 0 07     |
| 30-lb " " " "                             | 0 06 1/2 |

**Jellies—**

|                           |          |
|---------------------------|----------|
| 1-lb. glass jars, per doz | \$1 00   |
| 7-lb. wood pails, per lb  | 0 06 1/2 |
| 14-lb. " " " "            | 0 06 1/2 |
| 30-lb. " " " "            | 0 06 1/2 |

**KNIFE POLISH.**

|                                                                             |       |
|-----------------------------------------------------------------------------|-------|
| Nixey's "Cervus" 6d. and 1s. tins                                           | ..... |
| For price list and sliding scale apply W. G. Nixey 12 Soho Sq. London, Eng. | ..... |

**LICORICE.**

**YOUNG & SMYLLIE'S LIST.**

|                                                    |        |
|----------------------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb                 | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box              | 1 25   |
| "Ringed" 5 lb. boxes, per lb                       | 0 40   |
| "Acme" Pellets, 5 lb. cans, per can                | 2 00   |
| "Acme" Pellets, fancy boxes (40) per box           | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00   |
| Licorice Lozenges, 5 lb. glass jars                | 1 75   |
| " " " " 20 5 lb. cans                              | 1 50   |
| "Purity" Licorice 10 sticks                        | 1 45   |
| " " " " 100 sticks                                 | 0 73   |
| Dalce, large cent sticks, 100 in box.              | .....  |

**MUSTARD.**

**COLMAN'S OR KEEN'S.**

|                                 |        |
|---------------------------------|--------|
| D. S. F., 1/4 lb. tins, per doz | \$1 40 |
| " " 1/2 lb. tins, " " "         | 2 50   |
| " " 1 lb. tins, " " "           | 5 00   |

|                              |      |
|------------------------------|------|
| Durham, 4 lb. jars, per jar  | 0 75 |
| " " 1 lb. " " "              | 0 25 |
| F. D., 1/4 lb. tins, per doz | 0 85 |
| " " 1/2 lb. tins             | 1 45 |

**BAYLE'S PREPARED MUSTARDS.**

Robert Greig & Co., Toronto, Agents.

|                          |               |
|--------------------------|---------------|
| 1/2-lb. jars 1-lb. jars, | .....         |
| Horseshoe " " " "        | \$1 75 \$2 50 |
| English Sandwich         | 1 75 2 50     |

**JONAS' FRENCH MUSTARDS**

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

|                  |        |
|------------------|--------|
| Pony size        | \$7 50 |
| Imperial, medium | 9 00   |
| Imperial, large  | 12 00  |
| Tumblers         | 12 00  |
| Mugs             | 13 20  |
| Pint jars        | 18 00  |
| Quart jars       | 24 00  |

**MATCHES.**

|                                |        |
|--------------------------------|--------|
| Eddy's Telegraph, single cases | \$3 70 |
| five cases                     | 3 50   |
| Telephone, single cases        | 3 60   |
| five cases                     | 3 40   |
| Eagle Parlor, single cases     | 1 60   |
| five cases                     | 1 50   |

**MINCE MEAT.**

|                                    |         |
|------------------------------------|---------|
| Wethey's Condensed, per gross, net | \$12 00 |
| per case of doz., net              | 3 00    |

**ORANGE MARMALADE.**

**T. UPTON & CO.**

|                                  |          |
|----------------------------------|----------|
| 1-lb. glass 2 doz. case, per doz | \$1 00   |
| 7-lb. pail 6 pails crate, per lb | 0 07 1/2 |

**PICKLES.**

**STEPHENS' A. P. Tippet & Co., Agents.**


|                                  |      |
|----------------------------------|------|
| Patent stoppers (pints), per doz | 2 80 |
| Corked " " " "                   | 1 90 |

**BAYLE'S.**

Robert Greig & Co., Toronto, Agents.

|                                      |               |
|--------------------------------------|---------------|
| 1/2-lb. jars 1-lb. jars,             | .....         |
| Pandora, per doz                     | \$2 15 \$3 60 |
| Sliced Sweet                         | 1 75 2 85     |
| Hot Stuff                            | 1 75 2 85     |
| Tobasco Sauce, 2-oz. bottle, per doz | \$1 25        |
| Tobasco Pods in vinegar, 1/2 pt.     | 3 25          |

**SODA.—COW BRAND**



**DWIGHT'S SODA**

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

**SOAP**



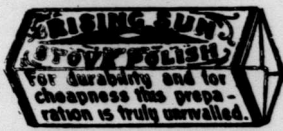
**MAYPOLE SOAP**

**A. P. TIPPET & CO., AGENTS**

|                             |         |
|-----------------------------|---------|
| Maypole Soap, per gross     | 12 00   |
| per gross, \$10.25          | 10 25   |
| Maypole Soap, per gross     | 15 30   |
| per gross, \$15.30          | 15 30   |
| Ortol Soap, per gross       | \$10.20 |
| Gloriola Soap, per gross    | 12 00   |
| Straw Hat Polish, per gross | 10 20   |

# RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

**STOVE POLISH.**



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



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

**STARCH.**

**EDWARDSBURG STARCH CO., LTD.**  
Laundry Starches— per lb.  
No. 1 White or Blue, 4-lb. cartons 0 05 3/4  
" " " " 3-lb. " 0 05 3/4  
Canada Laundry " " " " 0 04 3/4  
Silver Gloss, 6-lb. draw-lid boxes 0 07 1/2  
Silver Gloss, 6-lb. tin canisters " 0 07 1/2  
Edwards'g Silver Gloss, 1-lb. pkg. 0 07 1/2  
Kegs Silver Gloss, large crystal 0 06 3/4  
Benson's Satin, 1-lb. cartons " 0 08  
No. 1 White, bbls. and kegs " 0 05  
Benson's Enamel, per box " 3 00

Culinary Starch—  
Benson & Co.'s Prep. Corn..... 0 04 1/2  
Canada Pure Corn..... 0 15  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart 0 09 1/2  
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 08  
**KINGSFORD & OSWEGO STARCH**



40-lb. boxes, 1-lb. pkgs. 0 06 1/2  
SILVER GLOSS 6-lb. boxes, sliding cover 0 18  
GLOSS 12-lb. boxes each crates 0 07  
PURE 40-lb. boxes 1-lb. pack... 0 07  
48-lb. " 16 3-lb. boxes 0 07  
For puddings, custards, etc.  
OSWEGO 40-lb. boxes, 1-lb. packages " 0 07 1/2  
CORN STARCH }  
ONTARIO } 38-lb. to 45-lb. boxes, 6 bundles " 0 06  
STARCH }  
STARCH IN SILVER GLOSS " 0 07 1/2  
BARRELS } Pure " 0 06 1/2

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

**BRANTFORD STARCH WORKS, LIMITED.**  
Ontario and Quebec.

Laundry Starches—  
Canada Laundry, boxes of 40 lbs. 80 C 1/4  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs... 0 05 1/4  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lbs.. 0 05 3/4  
4-lb. " " " " " 0 05 3/4  
Barrels, 175 lbs. " " " " " 0 05  
Kegs, 100 lbs. " " " " " 0 05  
Lily White Gloss—  
1-lb. fancy cartons, cases 30 lbs. 0 07 1/2  
6-lb. toy trunks, 8 in case 0 07 1/2  
8-lb. enameled tin canisters, 8 in case " 0 07 1/2  
Kegs, ex. large crystals, 100 lbs. 0 06 1/2  
Brantford Gloss—  
1-lb. fancy boxes, cases 36 lbs... 0 08

Canadian Electric Starch—  
Boxes of 4 fancy pkgs, per case 3 00  
Celluloid Starch—  
Boxes of 45 cartons, per case .. 3 50

Culinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lbs... 0 15  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lbs... 0 16 1/2  
Crystal Maize Corn—  
1 lb. packages, boxes 40 lbs... 0 06 1/2



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



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

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

**TEAS.**



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



**KOLONA PURE CEYLON TEA**  
Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.  
Black Label, 1-lb., retail at 25c... 0 19  
" " 1/2-lb. " " " 0 20  
Blue Label, retail at 30c... 0 22  
Green Label " 40c... 0 28  
Red Label " 50c... 0 35  
Orange Label, retail at 60c... 0 42  
Gold Label, " 80c... 0 55

**TOBACCO.**

**THE EMPIRE TOBACCO CO., LIMITED.**  
Smoking—Empire, 3/8s, 5s and 10s.. 0 39  
Royal Oak, 2 x 3, Solace, 8s ..... 0 52  
Something Good, 7s ..... 0 48  
Chewing—Bobs, 5s and 10s ..... 0 36  
Currency, 13 1/2oz. bars, spaced 9s.. 0 39  
Currency, 6s and 10s ..... 0 39  
Old Fox, Narrow 10s ..... 0 40  
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44  
Snowshoe, pound bars, spaced 6s.. 0 44  
Snowshoe, 2x4, 6s ..... 0 44  
Pay roll, 6s ..... 0 41

**WOODENWARE**

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

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

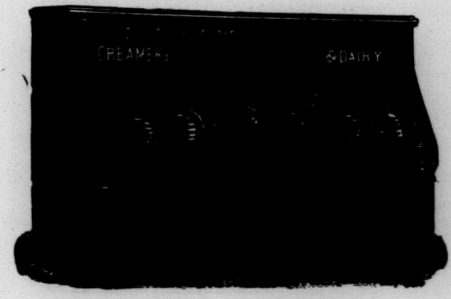
**YEAST.**

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

**Mediterranean Fruits**  
**Granulated and Raw Sugars**  
**Molasses and Syrups, Glucose, Etc.**  
**Excelsior Macaroni**  
**White Castile Soap**  
**C. A. CHOUILLOU & CIE.**  
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**Satchel Lunch Baskets**  
**Clothes Baskets,**  
**Butcher Baskets,**  
In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to  
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"SNOW"  
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is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.  
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LONDON, ENG.  
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Ontario Agents  
**John W. Bickle & Greening.**  
HAMILTON AND TORONTO.  
From whom Samples and Prices can be obtained.

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CHAS. F. CLARK, President.

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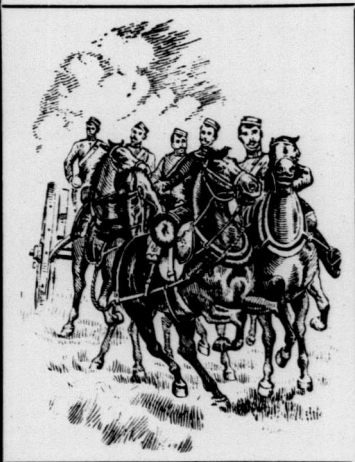
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