

PUBLISHED
EVERY
FRIDAY

THE

CIRCULATES
IN EVERY
PROVINCE

CANADIAN GROCER

AND
GENERAL
STOREKEEPER

COLMAN'S MUSTARD



BEST ON EARTH

BENSON'S ENAMEL STARCH

\$3.00 per box of 40 packages.

Made and guaranteed by _____

THE EDWARDSBURG STARCH CO.,

Works, CARDINAL, ONT.

Limited.

Front street East,
TORONTO.

164 St. James street,
MONTREAL.

ESTABLISHED 1858

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

AN IDEAL CHEESE

FOR
Hot Weather.



You can establish permanent trade with your customers by selling

Millar's Paragon Cheese

The T. D. Miller Paragon Cheese Co.

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

Ingersoll.

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

“Second to None”

There is a world of meaning in the words so often used, “second to none,” but the *careless* use of the words has almost destroyed their virtue. We use them ourselves in our advertising,

but we are cautious—we draw comparisons, but only when we know we are absolutely safe in doing it. And so we speak boldly now and use the words “second to none” in these two standards of highest quality which we quote below:

“Hand-in-Hand” Brand Bi-Carb. Soda

98 50/100 pure Bi-carbonate of Soda in the “Hand-in-Hand” Brand—think of the great strength in such purity as that! And it is very white, and the grade runs evenly also. Made by one of the largest companies in England—The United Alkali Company of Great Britain.

Codou's French Macaroni and Vermicelli.

“Second to none.” Not the cheapest, we'll admit, but “best” beyond a question. Made only from the very best quality of Russian wheat, by Vve. P. Codou & Fils, in Marseilles. Delicate, white, tender. Standard goods, and hence *best to handle*.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royal, Montreal.

23 Scott St., Toronto.

Ceylon ^{and} Indian TEAS

ARE THE ONLY

Pure - Cleanly - Wholesome

TEAS IN THE UNIVERSE.

NOTICE how they are advertised at the Fair. You can reap part of the benefits of it. Thousands of tea drinkers will try them, and a trial means a purchase and one purchase means another, so there you are. New converts every day.

Remember, they're grown, picked, fired and packed under the direct supervision of British overseers.

*"The Man
Who Don't
Believe."*

That's the grocer I'm after, the man who don't believe my statements about the increased profits that will accrue to him by handling my cigars. I want to convince him that I am not paying for this advertising space for the purpose of "talking through my hat."

I can back up every word I say, and all I ask is the opportunity to get in touch with the man who don't believe me—by that I mean the grocer who has not yet written in for a trial order of an assortment of a thousand or more of my cigars, which I offer to ship and prepay the freight charges on. No money passes if the Cigars do not suit.

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



YOU ARE INVITED.

Grocers who visit Toronto during the next week to attend the Toronto Industrial Exhibition are invited to visit Canada's greatest pickle factory, where are manufactured the famous

- "STERLING" Brand Pickles
- "STERLING" Brand Relishes
- "STERLING" Brand Marmalades
- "STERLING" Brand Jellies

Just look over your stocks before leaving home and see if there is not some of these lines that need sorting up.

T. A. LYTLE & CO.

124-128 Richmond St. West.

TORONTO.

**Tillson's
Molina
Rolled
Wheat**

Once, twice, thrice—repeat orders for Molina come in quick succession nowadays. This tells a plain story—up go sales when you stock with Molina, which you sell by the pound. It is the equal of any package cereal food, but for less money. There is no theory here—facts count—results justify the strongest statements we can make about this ideal, hot-weather, cereal breakfast food.

Remember that trite old saying *and act*—"Never put off for to-morrow what you can do to-day."

The Tillson Company, Limited
Tilsonburg, Ont.

*"In
The Name."*

At the risk of being set down as egotistical we claim this—that in the name "Jonas" there is a guarantee of highest quality rigidly maintained in Flavoring Extracts, which will protect any grocer anywhere against loss.

By "against loss" we mean, first, that Jonas' Flavoring Extracts will never become back numbers, which proves the wisdom of the investment and that a grocer's money is safe—second, that

*Jonas'
Flavoring Extracts*

when once sold to a customer will pave the way for continuous sales.

It is almost "touch and go" with these thirty-year-favorites, Jonas' Flavoring Extracts—they are half sold when a grocer stocks up with them, because they are so well known among the best class of cooks throughout the country.

In the name "Jonas" there is fame for excellence and unvarying quality of richness, purity, strength that makes a grocer safe when he orders them. Send for price list—it will prove profitable and interesting reading to you.

Henri Jonas & Co., Mfrs.,

Montreal.

THE
WATSON
FOSTER
COMPANY
LIMITED

WE DO NOT PROPOSE
TO REST UPON THE
HONOR OF A
SUCCESSFUL PAST. . .



BUT HAVE RATHER
REDOUBLED OUR . . .
EFFORTS TO MAKE
THE SEASON OF 1900-1



NOT ONLY A
COMMERCIAL BUT. . .
AN ARTISTIC SUCCESS
IN YOUR ESTIMATION



THE RESULT IS . . .
A LONG LINE OF . . .
EFFECTIVE STYLES IN
EXCLUSIVE DESIGNS



OUR TRAVELERS WILL
CALL IN JULY, AND
WE HOPE TO SECURE
YOUR ORDER ON THE
STRENGTH OF MERIT

While There are Others---

none can give you the values we are offering in **INDIANS** at 17c. and upwards, and **CEYLONS** at the same price.

If too busy to write for samples, bear us in mind when our travellers call. Don't miss a good thing like this.

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



Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



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

DOLLARS

are made by

selling . . .

PATERSON'S SAUCE.



Rose & Laflamme
Agents **MONTREAL**



Batty & Co.

ESTABLISHED 1894

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



SAUCES OF ALL KINDS.

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

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND GENERAL STOREKEEPER

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NO. 35

THE WAGES OF DEBTORS.

THE following is an extract from an address delivered recently by W. C. Sprague before the Mercantile Association of Michigan in session at Detroit:

"I myself have always inclined to the opinion that the law should be so constructed that a certain percentage of a man's wages should be exempt to him. If a percentage is determined upon, this will enable the creditor in every case to realize something. Let us suppose that

50 PER CENT OF A MAN'S WAGES

are allowed to be exempt. This will allow the creditor who brings the garnishee process in time to catch wages, and before they are paid, to get something for the pains every time. If a man's wages are \$10 a week, the creditor will get \$5; if they are \$25 a week, the creditor will get \$12.50. It matters not how little or how much the debtor may earn, he will always be certain that 50 per cent. of it is exempt to himself, and his creditor will always be sure that 50 per cent. of the wages are subject to the process of court. I submit to you the advisability of constructing a law on the percentage basis.

"I think we will all agree that

PUBLIC POLICY

requires that enough of a man's wages be exempt to prevent his becoming a public charge, and further, that with the cheapening of commodities that has been going on in recent years the present law is overgenerous to the debtor and requires amendment.

"I am of the opinion that the entire exemption law needs to be overhauled. This law has been on the statute books for many years. Times and conditions have

changed, and what was once equitable remains so no longer. Under the exemption law of this State I can as a lawyer so advise a man that he can be worth almost any sum of money and yet be in position to resist his creditors successfully.

"In the first place, he is entitled to real estate to the value of \$1,500. He is entitled to

PERSONAL PROPERTY TO ALMOST ANY SUM that you may name. For instance, he himself and every member of his family is entitled to all wearing apparel, free from exemption. It matters not whether the wearing apparel be homespun or sealskin, whether it be calico or silk. There is no limit to the amount which a man may put on the back of himself, his wife and his children. They may dress in broadcloth, satins and laces, and drive by your establishment behind an exempt pair of horses, and owe you for the dinner they have eaten, without fear of the loss of any of this finery by reason thereof.

"The debtor may sit down in a library to the value of \$150, and with books at their present price this library may extend from floor to ceiling on all four walls, much to the GRATIFICATION OF HIS MENTAL VISION and to your discomfiture.

"All family portraits are exempt, no matter what their cost or value. The spinning wheels, weaving looms, the stoves, no matter how expensive and valuable, and the sewing machine—and, mark you, but one, for this is a later amendment to the law, and hence not so liberal—are free from your process. A seat, a pew or a slip in church—but only, remember, such as is occupied by the person and his family—is

exempt. All arms and accoutrements kept by the person are exempt—probably that he may the better resist the onslaught of the creditors.

"To each householder is also allowed 10 sheep, with their fleeces and the yarn or cloth manufactured from the same, two cows, five swine, and provisions and fuel for the comfortable subsistence of such householder or family for six months.

ALL HOUSEHOLD GOODS,

furniture and utensils up to \$250 in value are exempt, and most of us know that, with the cheapening of commodities of recent years, this is a liberal allowance for a man who will not pay his debts.

"The tools, implements, materials, stock, apparatus, team, vehicle, harness, horses or other things to enable a man to carry on his profession, trade, occupation or business, not to exceed \$250, are his, free from the operation of the law.

"Sufficient hay, grain, etc., to keep for six months the animals mentioned are also exempt.

SOME RIDICULOUS EXEMPTIONS.

"It will be seen, therefore, that, with wages almost wholly exempt under the provisions of the law as it now stands, allowing a man to draw from \$1,400 to \$1,600 per year salary, and with clothing for himself and family to any limit of expense; with an elegant library; with sufficient tools and implements to conduct his business; the house and lot free from creditors; with sheep and cows and swine, and provisions for six months for same, a man may live in reasonable comfort in this land of ours without the necessity of paying his debts.

"I would suggest, at least, a limitation on the value of the wearing apparel, a closer limitation on the library and school books,

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE.

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

DORABLE
3000 TONS SOLD IN CANADA

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

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

a closer limitation on the amount of household goods, a closer limitation on stock, implements and apparatus, all of which will tend, when coupled with a more equitable garnishment law reaching wages, to give the merchant a better opportunity to protect himself, without any serious injury to the public good."

KINGSTON GROCERS' DAY OFF.

THE third annual picnic of the retail grocers of Kingston, Ont., which was held on Wednesday of last week, proved even more successful in every respect than the big days which they enjoyed in the past two years. Over 5,000 people assembled at the Kingston Exhibition grounds, and, although rain was threatened at one time, they were favored with delightful cool weather to watch the sports and games, which proved interesting throughout and at times exciting. All the events were well contested, and, as the programme was long and varied, almost every sportive grocer who attended left the grounds a winner of one or more prizes.

One of the most interesting events to the trade was the tug-of-war between wholesale and retail grocers of Kingston. Both teams were determined to win, and keenly contested every inch pulled. But the muscles of Capt. H. Smith, T. R. Carnovsky, D. Couper, L. Murphy, M. Corkey, C. N. Callaghan and J. McCulla, who represented the retailers, eventually proved stronger than those of the wholesale team, and they were declared winners.

Then the greasy pig was let loose and the grand stand was treated to an old-time exhibition of fun and excitement. The chase was productive of many comical and interesting incidents until the porker was finally secured by J. Hackett.

Another event which caused much fun was the dog race. As many of the dogs were amateurs at the racing game, and, as

they were followed by a great crowd of small boys, each shouting his loudest or laughing his hardest, there was a general pandemonium, which was not lessened in any way by the several upsets which complicated the race.

The following is the list of prize-winners:

Newsboys' race—L. Barry, K. Randall, W. Sloan, Jas. Hume.

Half-mile dash, grocers' boys—H. Smith, E. Rescorla, A. McIver.

100-yards' bicycle race, slow—T. R. Carnovsky, M. Corkey, A. McLean, jr., H. N. Robertson.

Half-mile foot race, grocers' employes—A. Singleton, C. Watts, W. Pickering, M. Porter.

100-yards' race, young ladies—Miss E. McNary, Miss S. Stansbery, Miss H. Rubery, Miss G. Little.

Two-mile bicycle race, open—N. Robinson, C. Powell, Bert Robinson, G. Marsh.

Quarter-mile foot race, open—Geo. Shannon, Sergt. Fowler, J. Burns, P. C. Graham.

Half-mile trotting race, grocers' delivery horses—M. Corkey, H. Wilkinson, J. Redden.

Comfort soap race—Miss Maggie Monk, Miss Mabel Simmons, Mrs. Lawson, Mrs. Fitzgerald, Miss Ida Shaw, Miss Maud Simmons.

Half-mile bicycle race, ladies—Miss G. Prenter, Miss B. Stratford, Miss A. Lemon, Miss E. Coleman.

100-yards' foot race, retail and wholesale grocers—D. A. Shaw, H. N. Robertson, L. Murphy, A. Glover.

100-yards' mile trot, green horses—M. Corkey, A. Bryant, H. Wilkinson.

100 yards', officials' race—A. Glover, H. N. Robertson, A. McLean, jr., J. Hopkinson.

100-yards' mile running race—D. Fallon, A. Glover, J. Crawford.

100-yards' quarter-mile foot race—Geo. Cooper, J. O'Neil, J. Cornelius, W. Pickering.

100-yards' dog race—J. Tiltson, A. Kemp, J. Devine, Leo Lawless.

100-yards' press race—S. Porter, A. Blomley, N. Woodrow.

100-yards' mile bicycle race, grocers' employes—O. Knott, J. Gardiner, J. Gage, C. N. Callaghan.

100-yards' city travelers' bicycle race—O. Knott, J. Gage, H. N. Robertson.

100-yards' 100-yards' foot race, grocers' employes—G. Cooper, A. Singleton, J. Cornelius.

The success of the day is attributable in a large measure to the labors of the secretary and treasurer, John Gilbert; the scorer, D.

A. Shaw, and the following committees who looked after all the races so thoroughly:

Managers—T. H. Johns, D. F. Dennis, W. H. Dyde, Dan. Couper, J. Henderson, J. Lemmon.

Horse Races—J. Carson, M. Conroy, H. Wilkinson, G. Crawford, A. R. Martin.

Bicycle Races—Herbert Robertson, A. Davis, T. Carson, D. McGein, D. McRae.

Foot Races—J. Kelley, M. P. Nolan, H. Dunlop, T. R. Carnovsky.

Torchlight—H. Smith, Capt. Sharp, J. Hopkinson, D. Reeves, A. Glover.

General Committee—J. S. Henderson, J. Crawford, J. Redden, A. McLean, J. Ward, W. R. McRae, W. G. Craig, M. Sutherland, G. Robertson, J. Hickey, R. W. Robertson, R. J. Carson, J. Nicolle, T. J. Leahy.

A unique feature connected with the annual outings of the Kingston grocers is a grand procession, which is held the evening previous to the picnic, and which is popularly known as the "Parade of the Knights of the Tin Scoops." While the procession this year was not as brilliant as the last one, it was of a high standard, many of the rigs being excellently decorated. The prize-winners were: James Crawford, W. J. Moxley and Albert Glover.

NEW FIRMS STARTING.

Cassels & Shouldice are opening a confectionery store in Hamilton.

Frank Leach is starting as tobacconist in St. Thomas, Ont.

James Fawdry is opening a grocery store in Innisfail, N.W.T.

Charles Comeau is starting as grocer in St. John's, Que.

Stanley Sugatt is opening a grocery store in Halifax.

W. G. Vissers has opened a general store in Vars, Ont.

James Pidgeon has opened a general store in Woodside, Que.

O'Neill Bros. have started a general store at Bridgeport, N.S.

You Ought to Know

people are sick of the "stuff" sold as spice.

THEREFORE

they want wholesome, cleanly prepared and unadulterated goods, such as our "L. P. & Co." brand.

"WE ARE SELLING CHEAP."

LUCAS, STEELE & BRISTOL, - - Hamilton, Ont.

'PHONES 447, 488, 1258.

The Leaders of all English Tobaccos

ESTABLISHED

1749



JAMES TURNER & CO., Sole Agents for Canada, HAMILTON.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



EXHIBITION NOTICE!

We extend a cordial invitation to our numerous customers and friends to pay us a visit when in the city.

THOS. KINNEAR & CO.,

Wholesale Grocers.

49 Front Street East, TORONTO.

Within five minutes' walk from corner of King and Yonge.

WILLS OF BUSINESS MEN.

A BISCUITMAKER'S WILL.

THE late Wm. Christie, the well-known biscuit manufacturer, of Toronto, left an estate valued at \$926,990, of which \$449,500 is invested in the firm of Christie, Brown & Co., Limited.

To the son of the deceased, Mr. Robert Christie, is bequeathed sufficient shares in the company to make, with his own holdings, 3,000 shares of \$100 each; to Reuben Harvey, sufficient shares to make, with those he already holds, 100 of \$100 each; to Charles E. Edmonds, sufficient shares to make, with those he already holds, 50 of \$100 each. The residue of the stock in the company is to be held in trust by the executors, the income from which is to be equally divided among the three daughters of the deceased. The residence goes to the widow of the deceased, who is also to receive an income of \$10,000 per annum.

The executors and trustees appointed are: Mary J. Christie, widow of deceased; J. J. Palmer, a son-in-law; Robert J. Christie, his son, and Charles E. Edmonds, of Toronto.

The late Mr. Christie did not make his money by stock-jobbing schemes and other forms of manipulation which are so common

to-day. He made it by attending to his own business. He never catered to the craze for cheap goods. What he aimed at throughout the whole of his career was the supplying of a first-class article. And, in pursuance of this, he would never allow an article to be sold as first-class when there was the least doubt in his mind as to whether it was or not.

A PAWNBROKER'S ESTATE.

Harris Rosenthal, the pawnbroker who died recently, at Toronto, left an estate of \$7,100, of which \$6,000 was cash in the bank. He died intestate, and The Provincial Trust Co. are applying for administration papers. The widow and five children will inherit.

A SHOE MERCHANT'S WILL.

John Gemmell, the late shoe merchant on King street, Toronto, left property valued at \$4,519. The only son is given the business and \$500 cash, a grandson, James Muir, receives \$500, and the residue goes to the widow.

A NEW JAM FACTORY.

The Simcoe, Ont., Canning Company are extending their business in almost every department. About 40,000 bushels of peas have been canned this season, and it is

intended that a much greater quantity of corn than usual will be put up. Two sets of hands will be employed throughout the corn season. The principal development, however, is a new jam factory, 60 x 24, in which jams of various kinds will be made. A brick storehouse, 80 x 50, will also be erected.

ST. CHARLES EVAPORATED CREAM

The factory which the St. Charles Condensing Co., of St. Charles, Ill., started in Ingersoll, Ont., has been in operation but a short time, yet this has been sufficient to demonstrate that the establishment of a Canadian branch was as wise as it was enterprising. The saving of freight and duty thus effected make it possible for the wholesale house to distribute the cream at a lower cost to retailers. The popular price and the high standard of value of this cream are factors which are bound to effect even greater growth in its sale than has been the case in past years.

This firm, in order to push the sale of their product, are offering special advertising matter to the trade. This can be secured by writing either to their head office in St. Charles, Ill., or the Canadian branch at Ingersoll, Ont.



Do You Sell Cheese?

If you do, your stock is not complete without **MacLaren's Imperial and Goat Brand Roquefort.**

They are sure to be asked for.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.



We cordially invite our many friends and customers to make their down town headquarters with us when visiting the Fair.

Our Staff, Offices and Telephones are at your service.

THE DAVIDSON & HAY, LIMITED

36 Yonge Street Wholesale Grocers TORONTO

A CHAT WITH MR. SWAN.

IN the hope of getting some pointers regarding the methods of grocers in large cities of Great Britain and France, I called on Henry Swan, of Swan Bros., King street east, Toronto, who lately returned from an extended trip in those countries. But my first question brought out the fact that Mr. Swan is a believer in leaving business cares and considerations aside when on a pleasure trip. "I needed a rest a great deal more than I needed business pointers," he declared, "so I did not spend my time examining into the particular characteristics of the grocery trade in Glasgow, London or Paris. There was enough to see in those places without studying grocery stores. I must admit, however, that often in passing these stores, in many sections of Britain, I was struck with their fine fittings. Many of them boasted fine marble and tilings, which gave to them an appearance of neatness and daintiness that much impressed one."

"Were you in many of them?" I inquired.

"No; I was not. I went into the solitary one I entered to see more closely the fittings. But, while there, I noticed several features not possible in Toronto. They expose

large quantities of provisions—bacon, hams, etc., on their counters. This, you know, we could never do in the summer time. Beside the meaty, even musty, smell I noticed there, we would suffer much from loss through the meats going bad if we exposed them. I noticed eggs, butter and cheese, too, displayed as I would not dare to do here in the hot weather. Apart from these two impressions I have brought home no ideas about the grocery trade."

"Well, then, what did impress you?"

"I think the great industrial activity of the Clyde, and of Glasgow itself, was the deepest impression of my trip. I have seen many cities, but, with the possible exception of Chicago, none ever impressed me as Glasgow did. The great works, the rush, the system, the air of solidity, and, lastly, the seeming capacity for business of the average Glasgow citizen. One sees there the value of real industry; solid, downright work in a community. Paris shows by contrast the steadiness, the industry of Glasgow or London. The Parisian seems to be a restless seeker after pleasure and activity; never satisfied, never content. He never seems to reach old age or even full maturity. The British people seem to be more contented and more matured—and immeasurably more industrious and capable of steady

work. I have seen the contrast in the individual way often. I have learned, too, that it is to the steady, capable worker that the permanent reward comes, while the pleasure-seeker must find it as he runs. A visit to Paris and London shows the same fact in a broader sense—in a national way."

"How does Toronto compare with those cities?"

"The best answer I can give to that question, and the one that comes most naturally to me, is that Toronto is 'home' to me and I was visiting the other cities. I still believe there is no place like home."

WOMAN'S MISSION.

"It would appear that woman's mission on earth is to annoy shopkeepers," remarked a provision merchant the other day.

"How do you make that out?" asked a friend.

"Well, yesterday a woman called here and asked to sample some cheese. She tasted no less than five different makes, and then coolly said she'd take a quarter of a pound."

"And did you supply her?"

"I simply said: 'My good woman, you've got that already,' and attended to the other customers. I don't think she'll annoy me again."



UPTON'S

Jams, Jellies and Marmalade

Are a Safe Investment.

They will give you and your customers satisfaction.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited
SOLE AGENTS.

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.

JOHNSLOAN & CO. have secured the agency for Canada for Lutz & Schramm Co., manufacturers of pickles and table delicacies, Alleghany, Pa. A carload of the goods is now on the way.

H. P. Eckardt & Co. received a shipment of pearl tapioca this week.

Warren Bros. & Co. are just receiving a shipment of canned clams.

Ralston's Breakfast Food may be had from H. P. Eckardt & Co.

Warren Bros. & Co. are in receipt of a shipment of new season's Brazil nuts.

"Sobrite" is selling well, so H. P. Eckardt & Co. report.

"Salada" Tea Co. say that the week ending August 25 was the biggest they ever had.

H. P. Eckardt & Co. are offering Japan tea dust and siftings at low prices.

Shredded pineapple, direct from the Bahamas, is for sale by Lucas, Steele & Bristol.

Californian prunes 40 50 and 90-100 may be had from H. P. Eckardt & Co.

Californian loose muscatels may be had from Lucas, Steele & Bristol. They have them in store.

You can buy an excellent brand of sockeye salmon at \$1.35 per doz. from The Eby, Blain Co., Limited.

Warren Bros. & Co. have a line of red sockeye salmon arriving in flat tins which their state are excellent value.

"Jumbo" matches retail at 5c. a box of 1,000 matches. These goods may be had from Lucas, Steele & Bristol.

Californian loose muscatels, in 50-lb. boxes, are now in store with W. H. Gillard & Co., as well as choice apricots in 25-lb. boxes, showing splendid quality and value.

"Gauntlet" and "Select" whole mixed pickling spices are specially prepared for The Eby, Blain Co., Limited, and are unequalled for pungency and flavor.

Labrador salmon, of fine quality, in kits and half barrels; Labrador herring, No. 1, in barrels and half barrels, and mackerel, in kits and half-barrels, now in stock with W. H. Gillard & Co. All these fish are of exceptional quality.

T. B. Escott & Co. have just arriving from Ceylon, by the steamship Laureldene, a large consignment of splendid value Ceylon teas, bought before the recent advance. They have also a number of other consignments showing excellent value,

and will be glad to send a sample to anyone inquiring for them.

New skinned and boneless codfish in 100-lb. cases; boneless fish in 25-lb. and 40-lb. boxes; quail on toast, boxes 24 1-lb. blocks; pure cod 24 1-lb. blocks and Labrador herrings in half-bbls. are in store and arriving with The Eby, Blain Co., Limited.

T. A. Lytle & Co., pickle manufacturers, 124-128 Richmond street west, Toronto, extend an invitation to visitors to the Industrial Exhibition to call at their factory and see for themselves the facilities they possess for the manufacture of pickles and marmalades.

ART OF LIVING LONG.

VIVEURS, as a rule, prefer to live well rather than long. Hence the well-known phrase, "short and sweet." Nevertheless, many persons would prefer "long and sweet." If one may judge by the zeal with which the newspapers give accounts of the few centenarians who here and there drag out a precarious existence, it would seem as if the doctor who could permit us to live to such an advanced age would deserve the benediction of his contemporaries.

Sir James Sawyer, in a recent lecture at Birmingham, has tried to satisfy this desire. The following is, according to him, what one must do to live 100 years:

1. Sleep eight hours a day.
2. Sleep on the right side.
3. Open the windows of one's bedroom at night.
4. Put a screen in front of the door.
5. Place one's bed away from the wall.
6. Take a bath the temperature of the body every morning, not a cold douche.
7. Take exercise before breakfast.
8. Eat little meat and make sure it is thoroughly cooked.
9. (For adults.) Do not drink milk.
10. Eat much grain in order to nourish the cells which destroy the germs of disease.
11. Avoid intoxicants, which destroy these cells.
12. Take daily exercise in the open air.
13. Keep no animals in living rooms. They may have the germs of disease.
14. Live as much as possible in the country.
15. Drink water, avoid humidity and the neighborhood of sewage pipes.
16. Vary one's occupations.
17. Take from time to time a short holiday.
18. Limit one's ambitions.
19. Restrain one's natural character.

These prescriptions are easy to follow. We do not guarantee their absolute efficacy, but there is no danger in trying them. And then, who knows?

PERSONAL MENTION.

Mr. L. J. Dickie, grocer, Oshawa, Ont., is, it is gratifying to know, recovering from a severe illness.

Mr. H. Alexander, of Cincinnati, Ohio, who, with his wife was returning from a holiday trip to Old Orchard, Maine, was in Toronto on Wednesday and made a friendly call on the trade.

Mr. J. W. Kelly, manager of the wholesale grocery business of MacKenzie & Co.,

Edmonton, N.W.T., was in Vancouver on business last week.

Mr. W. L. Hunter, advertising manager of The Eby, Blain Co., Limited, has returned from a pleasant vacation.

Mr. Fred J. Ward, of John P. Mott & Co., Halifax, N.S., was in Toronto this week, and, in company with Mr. S. McIndoe, the local representative, called upon the wholesale trade.

CHAS. E. DAWSON A BENEDICT.

On Wednesday, last week, August 22, one of Toronto's most popular wholesale fruit merchants, Chas. E. Dawson, of The Dawson Commission Co., Limited, was married to Miss Mary A. Moore, of Oakville, Ont. The wedding, which took place at the home of the bride in Oakville, was a very quiet affair, many of Mr. Dawson's friends not hearing of his intentions of becoming a benedict until the ceremony was over and he was back to work. Those closely associated with him in business, however, knew of the affair beforehand, and a very handsome dinner set was given him by his fellow wholesale fruit dealers in Toronto, and the employes of his own firm presented him with a fine reclining chair. As both Mr. Dawson and his bride were general favorites they have received many tokens of regard from those in the trade as well as from many not connected with it.

J. W. LARKIN MARRIED.

J. W. Larkin, general merchant and postmaster, Nobleton, Ont., was married a few days ago to Elizabeth, eldest daughter of Mr. and Mrs. Geo. Legge, Oak Ridge, Ont., and has just returned from a honeymoon trip to the Saguenay river, Quebec, stopping off at Murray Bay, Quebec and Montreal. On their return, Mr. and Mrs. Larkin came via Ottawa and through the Rideau Lake and Canal to Kingston. Mr. Larkin describes the trip as the most enjoyable of his life. He is now receiving from his numerous friends, included with whom is THE CANADIAN GROCER, the heartiest congratulations.

RATS CAUSE FIRES.

A Boston fire insurance company recently made an interesting investigation to discover if possible whether there is any reason for the popular belief that rats and mice set fires by gnawing matches. The experiment covered a period of three months. Rats and mice, singly, or several at a time, were confined in iron cages containing matches of various kinds and cotton waste. The mice, no matter how hungry they were, never gnawed the matches, but the rats set several fires, the sulphur matches being in each case the instrument.—Youth's Companion.

A Cordial Welcome To All.

You are invited to call and see us
if in the City during the progress of
CANADA'S GREAT FAIR
August 27th to Sept. 8th next.

MAKE OUR SAMPLE-ROOM YOUR BUSINESS HEADQUARTERS.
OUR STAFF AND TRAVELLERS WILL SHOW YOU EVERY ATTENTION.

THE **EBY, BLAIN CO.,** LIMITED
WHOLESALE IMPORTING
AND MANUFACTURING GROCERS. **TORONTO.**

TREATMENT OF SALESMEN.*

By H. M. Sousley.

SEVERAL years ago when I was going to school I had a little experience of about two weeks during vacation in canvassing—selling a patent cooking utensil. This two weeks, though only a short experience, has been of great good to me in business life. This experience caused me to have ever since a tender place in my heart for salesmen. Then I have tried to place myself in their place, and have treated salesmen accordingly.

I have received words of commendation from salesmen as to my kind way of giving them an audience, and have often received favors at the hands of salesmen, but, as I am to only tell of one case, I will try to explain my treatment to a salesman for which I received in turn a handsome discount on a bill of goods.

The young man called on me representing a house from which I had bought goods sometime before. He was a new man in this territory. I was not much impressed with the man at first, though I spoke to him kindly and told him I was not needing anything just then. As he favored in looks very much a friend of mine, I felt like I

*An essay which won the first prize donated by The Grocery World.

wanted to talk to him. He called two or three times without my buying anything; all the time I received him kindly, however, and soon began to joke with him a little, and finding him agreeable to this, by this means our acquaintanceship increased, and I gave him an order for a small amount.

I was in the market for some goods, and had gotten prices from several houses, then got prices from him, and found him to be only a dollar or so below another house on a purchase of \$75 or \$80. Well, I gave him the order, and after he had turned the order in and it had gone into the factory, of course I was not entitled to any change in price, and would have been satisfied at the price I bought, as that was low, but as I said after all this there was a decline, and the salesman wrote the house, asking if the order had gone to factory; they replied it had.

He then wrote them if possible give me advantage of decline anyway. All this without my knowing anything about it. When goods came they gave me an extra discount of 10 per cent. and 5 per cent., amounting to \$10 or \$12. This on such a sized order was a big thing. All of which I knew nothing of till goods and bill came.

This certainly paid me for kindly treating the salesman, and as good manners and

polite treatment cost nothing to the giver, and mean much to the one that receives them, and in turn mean profit to the giver, I would advise treating salesmen in a gentlemanly way. I have received other favors by kindly treating salesmen, but as I am only asked for one I will close.

REFRIGERATING BOAT A FAILURE.

The refrigerating boat Tillid, until recently engaged in refrigerating fish at Newfoundland for this country, is at Woodbury Island, Newfoundland. The scheme has been a failure, and Captain Paulson has returned to Gloucester. We regret to learn this, for its effect on future ventures for the advancement of the industry, and this was certainly launched under the most favorable circumstances. The company is said to have lost \$15,000.—Coast Guard, Yarmouth, N.S.

RAISED IN A HOT HOUSE.

"New Maple Sugar," so the label read.

"Rather early in the season, isn't it?" asked a customer.

"Wall, yes," replied the sugar vender, "but this was raised in a hot house up in Vermont."

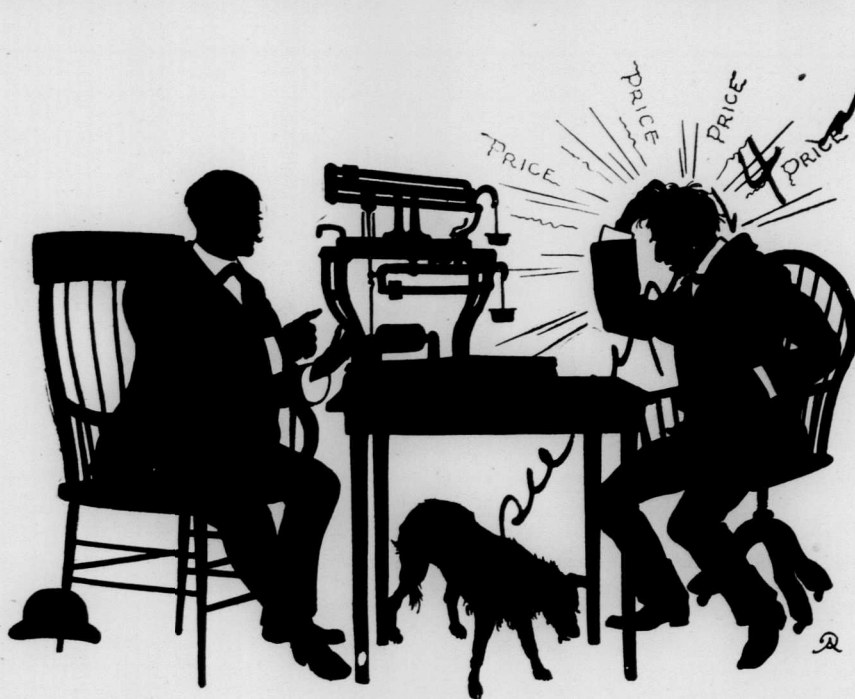
Beware
of imitations
of the one sauce.

LEA & PERRIN'S

J. M. DOUGLAS & CO.
Canadian Agents,
Montreal.

It is head and shoulders above all others.

DON'T LET THE PRICE WORRY YOU.



Get that notion out of your head at once, for the price is not to be considered at all when its money-making powers are considered.

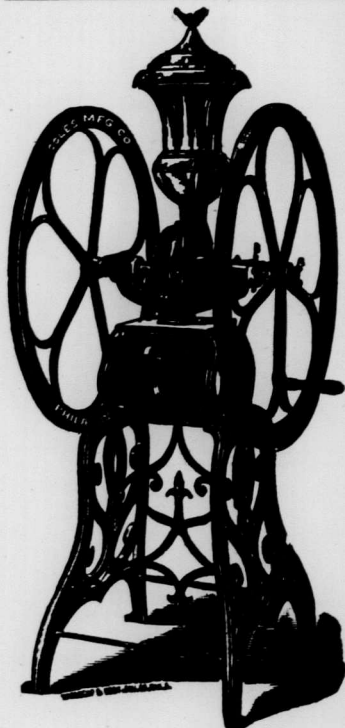
**IT PAYS FOR ITSELF.
IT COSTS YOU NOTHING.**

Where else can you invest your money at a better advantage, and where start to better your business, if not at its foundation? Your profits are the heart-throbs of business, and the **Money-Weight System** the secret of its success.

OUR SCALES ARE SOLD ON EASY
MONTHLY PAYMENTS.

THE
Computing Scale Co.
DAYTON, OHIO, U.S.A.

Or Money-Weight Scale Co., No. 47 State St., Chicago, Ill.
Money-Weight Scale Co., No. 142 Chambers St., New York, N.Y.
James A. Hossack, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Canada.
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The Canadian Grocers Know

a good mill when it is presented to them.

They have taken up the . . .

COLES COFFEE MILL

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

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

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Rowntree's

High-Class Confectionery.

Rowntree & Co., Limited, of York, England, desire to call the special attention of the Canadian trade to their well-known

Gum Pastilles and Jujubes.

The perfection of confectionery art of world-wide fame for purity and delicacy of make. Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, the large Yorkshire Factories employing over 1,500 hands.

Chocolate Creams of all varieties.

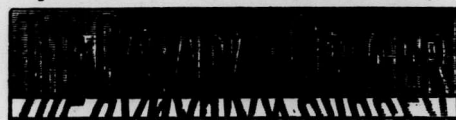
Rowntree's
ELECT COCOA

A delicious, highly-nourishing, and thoroughly digestible Cocoa, so economical in use that 120 breakfast cups can be filled from a 1-lb. tin.

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.



President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

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

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

AN EXPERIENCE AND ITS LESSON.

A GENERAL merchant doing business in a small town not 100 miles from Toronto has recently had an experience which has taught him a lesson which every merchant must learn, sooner or later, by observation or by hard experience.

It seems that early in July he received an offer from a firm, R. B. Smith & Co., who represented themselves as commission produce dealers doing business at Room 15, No. 50 Front street east, Toronto, and who offered him for eggs 1½c. per dozen more than he could get from any of the long-established commission houses in that city. He had never heard of the firm before; he had no reference whatever as to their standing or their honesty. But 1½c. per dozen is quite a consideration in eggs, especially when they are so near to the 10c. outside basis, and he asked for cases. Thirty cases were sent him, but not one of them bore the firm name of R. B. Smith & Co., but, instead, the name of a produce

house which has been doing business in Toronto for years, and has during all that time kept its name prominently before the readers of THE CANADIAN GROCER in its advertising columns. Instead of inquiring of this house whether R. B. Smith & Co. were legitimate dealers and were authorized to use their cases, Mr. ——— sent to Smith & Co., five cases of eggs. Soon a reply came enclosing \$15 as part payment on the first shipment and asking for further supplies. Immediately eight cases were shipped. Now the shipper is looking for R. B. Smith & Co. and his money, over \$30.

On inquiry, it appears that, last July, a Mr. Walsh rented Room 15 at 50 Front street east, Toronto, under the name of R. B. Smith & Co. for a year, paying one month's rent. But, before the first month was up, he decamped, seemingly having done enough business (?) to suit his fancy or his ambition.

The lesson is obvious. A great proportion of the world's trade undoubtedly depends on the trusting of one merchant by another. But in no case should it be expected, nor should it be the practice, to trust a new firm without credentials, without a record, and even without the proper instruments for the carrying on of the business it is engaged in. The fact that a new firm is offering a cent or so above the market price should induce country merchants to exercise even more than usual caution.

There is little reason why any merchant should be duped by such firms as this one, whose short stay in Toronto caused such sorrow to Mr. ———, but there is no reason why readers of THE CANADIAN GROCER should be so misled. This paper contains in its advertising columns the names of sound produce houses in all sections of the Dominion, and, moreover, the services of its editorial staff are, and have been, at the disposal of any subscribers wanting information concerning the stability or standing of firms they are interested in. And the proper time to get such information is before these firms get your money.

Lethargy creates rust in business and yet as a lubricant there is scarcely anything that will facilitate better a man's tendency towards failure.

GAMBLING BY CLERKS.

UNLESS one made a study of the gambling business of Montreal, one does not know what a great hold it has upon the youth and certain classes of the older people of the community. There is hardly a business man in the city but who has, if he knew it, one or more gambling clerks in his employ. And that the habit is injurious to any man's character is proven by the fact that if a Montreal employer knew his employe gambled he would dismiss him on the spot.

The fascination which gambling has for the young man who has dabbled in the game is indescribable. It fills his mind night and day, and in the daytime, at least, his mind should belong to his employer.

The idea of getting something for nothing lowers his idea of the value of money and of the use of it. If it does not drive him into a criminal life, it will at least make him imagine he can earn a living without work, and that he has a perfect right to do so. The last thing gambling can do is to increase one's desire to earn an honest living.

For these reasons, the business community of Montreal would be well rid of the bane. It does evil by robbing people of their honest wages, but its killing influence upon character is a far more objectionable feature.

While a man is wasting time he is allowing opportunities to slip by him.

VALENCIA RAISINS ARE DEARER.

VALENCIA raisins are gradually gaining in strength, the cables this week announcing an advance of 1s. per cwt. in Denia.

A three-fold reason for a firm market this season in Valencia raisins may be advanced.

The first is, that last year's crop was insufficient for the world's consumption by about two months' supply. Then this year's crop is not a large one and it is coming upon a bare market, while a third influence is, the extraordinary high price of currants.

Shipments of new season's fruit are on the way, and they are expected to reach the Canadian market about the third week in September.

OUR TRADE WITH THE BRITISH WEST INDIES.

AMONG the subjects discussed at the recent convention of the Board of Trade of the Maritime Provinces, none excited more general interest than that of the West Indian trade question. This is only what might be expected. Every part of the Dominion should be, if it is not, interested in the West Indian trade, but, as the Maritime Provinces are at present more directly interested than any other part of the Dominion, it would seem rather anomalous for an organization like the Maritime Board of Trade to meet without giving consideration to a subject of so much importance.

It is true the trade between Canada and the British West Indies is small, but fortunately the business men of the Maritime Provinces do not regulate their interest or their effort in that trade by what it is today. It is the possibilities that excite their interest and stimulate their effort.

Of the export trade with the British West Indies over 80 per cent. is from the Maritime Provinces, and of the aggregate trade (imports and exports) over 71 per cent. is credited to the Provinces down by the sea.

The aggregate value of the trade of the Dominion with the British West Indies during the fiscal year 1899 was \$2,660,146, of which \$907,895 was imports, and \$1,752,251 exports. While this is an increase over the two preceding years, it is not as large as it was in 1896 or in 1895. The following table gives the aggregate trade during alternate years for the past five years:

AGGREGATE TRADE WITH BRITISH WEST INDIES.			
	1895.	1897.	1899.
Imports.....	\$1,239,519	\$1,069,643	\$ 907,895
Exports.....	1,857,017	1,445,449	1,752,251
	\$3,096,646	\$2,514,192	\$2,201,943

Although, in the figures merely giving the total trade, there may be no food for satisfaction, at least a grain of satisfaction can be obtained when we come to analyze the more detailed statement dealing with the exports. Take for example the figures relating to grain, flour, butter, cheese, bacon and hams, soap, spirits and wines, lumber, household furniture and carriages. These may not afford a great deal of consolation, but they certainly should some. At any

rate they should encourage us. Of course, the most unsatisfactory feature of the export trade is the decline in the shipments of fish.

The following are, in quantities, the chief items of export from Canada to the British West Indies during each alternate year of the past five:

EXPORTS TO BRITISH WEST INDIES.			
	1895.	1897.	1899.
Horned cattle.....No.	39	56	111
Horses.....No.	453	264	163
Sheep.....No.	811	443	2,340
Grain.....Bush.	340,406	296,394	593,353
Flour.....Bbls.	3,561	199	21,899
Coal.....Tons	7,547	5,081	6,216
Codfish, etc.....Cwt.	234,678	215,638	190,214
Mackerel, pickled.....Bbls.	1,959	2,248	1,209
Herrings.....Bbls.	41,180	40,535	27,676
" " smoked.....Lb.	750,482	508,206	501,277
Sea fish, pickled.....Bbls.	10,266	7,333	13,673
Hay.....Tons	1,245	1,001	1,223
Butter.....Lb.	62,256	69,233	202,459
Cheese.....Lb.	104,462	73,627	141,118
Bacon and Hams.....Lb.	5,101	6,758	9,657
Pork.....Lb.	93,614	102,950	77,035
Soap.....Lb.	2,093	749	281,790
Spirits and wines.....Gals.	2,517	1,365	3,395
Sugar.....Lb.	259,570	237,568	1,044
Tobacco.....Lb.	57,518	21,426	11,634
Potatoes.....Bush.	134,871	168,295	102,540
Planks and boards.....M. Ft.	18,810	10,720	14,977
Shingles.....M.	10,989	10,925	24,183
Shooks, box and other.....	\$16,590	\$19,172	\$16,647
Household furniture.....	1,708	1,170	3,861
All other wood and mfrs. of.....	7,414	8,413	6,493
Wool and manufactures of.....	1,276	1,243	304
Books.....	709	4,037	7,064
Carriages.....	11,378	11,711	16,797
Cordage, etc.....	954	1,739	2,849
Cotton and manufactures of.....	3,614	264	472
Drugs, dyes, etc.....	22,226	24,934	15,722
Boots and shoes.....	13,071	13,038	11,216

But, if we are to sell more goods to the people of the British West Indies we must also buy more goods from them. Trade between nations cannot be one-sided and be permanent. Were it not for the countervailing duty which the United States puts upon European bounty-fed sugar, which accords West Indian cane sugar a greater preference than the Canadian preferential tariff, the aggregate of our purchases from the Islands during the past year or two would undoubtedly have been larger than they have been. But, as was pointed out by one authority at the recent convention of the Maritime Board of Trade, the United States countervailing duty on European beet sugar has depressed the price of the latter commodity, with the result that the Canadian refineries are going to Europe instead of to the West Indies for their raw product.

Aside altogether from the influence of the countervailing duties, the United States, with her larger market and better steamship service, has had a decided advantage over this

country in regard to the British West Indian trade. But they have now no longer the advantage in the way of steamship service that they had, for we are told that the service running out of Halifax and St. John is equal to that out of New York. In population, we are still, of course, a great distance behind the United States, but we are growing, and, with the improbability of the United States Congress ever ratifying the pending reciprocity treaties, the West Indies are naturally setting a higher value on the Canadian market than they otherwise would.

At present, the United States imports over \$14,000,000 worth of merchandise from the British West Indies, and exports thereto nearly \$9,000,000 worth.

We cannot hope to equal the United States for many years to come, but the more judicious effort we make the more rapidly will our trade with the British West Indies develop.

CEYLON TEA EXPORTS.

EXPORTS of tea from Ceylon are still increasing, and that rapidly. Mail advices from Colombo show that the quantity shipped from that port from January 1 to July 16 was 82,886,958 lb., against 70,058,989 lb. for the same period in 1899, an increase of over 18 per cent.

The most remarkable increase of the exports to any one country was to Russia, the quantity sent to that country being 147 per cent. larger than for the same period last year. The actual quantity was 4,508,416 lb., against 1,822,489 lb. in 1899. The quantity shipped to London was 65,067,867 lb., against 57,179,872 lb. for the same period last year. This is a gain of 14 per cent. Next to Russia the largest percentage of increase was on the shipments to America, which include Canada as well as the United States, namely, about 89 per cent., the quantity being 2,724,708 lb. from January 1 to July 16, this year, and 1,441,200 lb. for the corresponding period last year. The quantity sent to Australia was 8,628,686 and 8,011,906 lb., respectively.

The only countries to which the exports showed a decrease were Germany and Africa, but the quantities sent to those countries are comparatively small at any rate.

THE MANUFACTURERS' ASSOCIATION IS AWAKE.

THE convention of manufacturers which is being held this week in Toronto is the outcome of the new life and energy which the Canadian Manufacturers' Association has developed during the last six months.

For some years the association had been in little better than a state of coma, but, with the beginning of the New Year, it suddenly awoke. And to-day it is as wide-awake and as aggressive an institution as one could desire.

About six months ago, its membership was only about 132; to-day, it is 342, and is steadily growing.

But the life of the association is not merely reflected in its growth of membership. That is a most important feature, but, to our mind, the best evidence of its life and increased energy is to be seen in the efforts on behalf of the manufacturing industries of this country.

The discriminating freight rates on coal oil which the Grand Trunk and Canadian Pacific railways had established in favor of the Oil Trust and against the independent companies was a question which the Manufacturers' Association early grappled with, and grappled with in a vigorous manner. In part, at least, through the influence it brought to bear on the Dominion Government an Order-in-Council was passed instructing the railways to discontinue the discriminating rates.

For a time the railways continued the objectionable rates. Then the Manufacturers' Association again interested itself in the matter and urged the Government to enforce its Order-in-Council. With this request the Government stated it could not comply. If the Order-in-Council was not obeyed it was the duty of one or more of those who were affected thereby, and not the Government, to bring the railways into court. Against this position the Canadian Manufacturers' Association took a decided stand, holding that it was a strange thing indeed if the Government could not enforce its own Order-in-Council. Eventually, however, the railways put into effect the Order-in-Council without the matter being brought into the courts. What impelled them at last to do

this can only be conjectured. But most people will rightly think that the importance of the Canadian Manufacturers' Association had something to do with it.

The arbitrary regulation put into force by the railway companies a few months ago regarding shipment of merchandise at owner's risk has been given a great deal of attention by the association. So far its efforts have not been successful, but it is certainly entitled to some credit for what it has tried to do.

One thing the association has accomplished, for which it certainly deserves a great deal of credit, is in regard to improved methods of issuing the monthly trade returns of the Dominion. For a long time reform along this line has been urged by THE CANADIAN GROCER and other newspapers. A few months ago the Manufacturers' Association took a live interest in the matter and submitted a plan which the Department of Customs has adopted. No returns have yet been issued under the new system, but the returns for July, which will appear in the new form, are now in the hands of the printer.

Prompter settlement of claims by shippers against the railways and technical education are among the subjects in which the association is at present taking a lively interest.

The association may make mistakes, but, as long as it perseveres as it is now doing, it cannot but be helpful in advancing the commercial interests generally of the Dominion, as well as the interests of that branch of industry in whose welfare it is more directly concerned.

THE BUSINESS MAN A STUDENT.

THE trade journal cannot do all the studying of markets and economic conditions for the retail business man. It does much that he cannot do, but he should do much that it cannot do. The sphere of the trade journal's study is a wide one; that of the merchant is narrow. When the business man has digested the results of the trade journal's study, and also the fruits of what he has done on his own account, he ought to be competent to do a successful business.

If he has made this study, the retailer ought to know how much stock he is going to buy for his fall trade before he enters the traveler's sample-room. Otherwise, he is liable to buy too much or too little, according as he is over-ambitious or over-cautious.

It is no easy matter to make an estimate of the proper amount to buy. Such a judgment comes from a faculty that is developed by study.

Of course, the ideal amount to buy is the amount which will be sold. It is a matter, then, of calculating how much customers will want. This involves the whole science of business. At its best, business is a speculation. Goods are bought in the hope, and seldom in the certainty, that they will be sold. The business man simply tries to foretell the people's taste and ability in quality and quantity.

In the great majority of cases, this prophesying cannot be done in the sample-room. If it were done only here, every merchant in the country would be overloaded with stock, for it is the traveler's business to sell, and he colors all things, including his conversation, with that end in view. Of course, the traveler often gives good, wholesome advice, but sometimes his eagerness to sell breeds wrong impressions, and against these the retailer must be on his guard. Therefore, he must study, in order to discriminate.

Just as the general manager of a bank makes a study of the economic condition of the country over which his agencies work, in order to formulate his plans of operation, so the business man, to be eminently successful, must study the financial position of the sections in which his customers live. If his patronage is spread mostly through a farming section, his purchases should be proportionate to the size of the wheat, oat, hay, pea, barley or apple crops. If, on the other hand, his patronage consists almost entirely of town trade, he must act according to the condition of the manufacturing industries of the town. Often he must consider both. In any case he must become a student of political economy. Unless he does so, he cannot expect to make his purchases of the proper size. Prophesying in business is not chance work, it is the work of the brain.

The merchant lives in a school of political economy. Part of his lessons he learns by reading, part by observation.

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and to get your Japan Tea customers to try it once. They will never afterwards drink the artificially colored, hand-rolled and unhealthy teas of Japan. Give us a small order and we will send out a large lot of lead packet samples to a list of your customers. It pays a much bigger profit than any Japan Tea and gives much better satisfaction to your customers. You may return it if you do not find this to be so.

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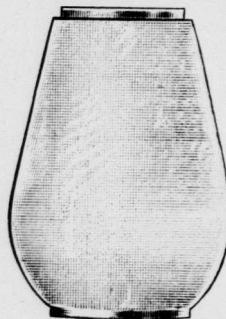
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Telegraphic address: "Sandbach," Demerara. Codes used:—Scott's Editions, 1880, 1885 and 1896; A. B. C. Fourth Edition; Watkin's 1884, and Appendix; Lieber's Standard.

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Can any grocer afford to be without it?

T. B. ESCOTT & CO., London, Ont.

MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS.

Toronto, August 30, 1900.

GROCERIES.

FOR this time of the year the wholesale grocery trade is in a fairly satisfactory condition, and in most lines the tendency of prices is upward. The sugar market is developing strength in both Europe and America, and, although, locally, prices are unchanged, they are firm, with the demand improving. In foreign dried fruits, there is still a great deal of interest to be noted, particularly in currants, which are still, on the whole, firm. Valencia raisins are quoted 1s. dearer. In canned goods there has been no particular change in the situation, and there is not likely to be any until something more definite is known in regard to the pack of tomatoes and corn. So far the outlook is for a good pack in both these lines. Canned fruits are firm, but in little demand. Coffees are quiet, but the outside markets rule strong. Spices are on the whole steady. The same is to be said of rice and tapioca. In teas, the Japan market continues firm with a little more inquiry on the local market. In Indian and Ceylon teas the market is a trifle easier in London. Payments are only moderate.

CANNED GOODS.

There have been some inquiries received on this market during the past week for spot salmon. Some of the inquiries have been for good round lots, but, as far as can be learned, none of the inquiries have resulted in any business. Some of the wholesale houses report that they have done a little business in canned salmon for future delivery, but there is little or no disposition, as a rule, to do business of that kind, although some of the houses are quite willing to accept orders subject to pack. Advices to hand this week from the Coast are anything but reassuring. Up to August 21, only about 120,000 cases had been put up by the Fraser river canneries. This meant an average of 2,650 cases per cannery. It appears that the highest quantity which any

cannery had put up to that date was 6,000. One packer writes that this season is the worst in his experience.

In canned vegetables the situation is without change. The factories are busy putting up tomatoes, and some of them have started on corn. There is quite a good supply of early tomatoes, but, from information which THE CANADIAN GROCER has received, the later varieties of tomato plants are not yielding as heavily as anticipated, a great deal of stalk instead of fruit being produced. At the same time, however, a good season's pack is anticipated unless some unforeseen circumstances take place. There is at present very little disposition either to buy or sell canned tomatoes, or, in fact, canned vegetables of any kind, for future delivery. Futures are quoted at from 80 to 85c. For spot tomatoes 85 to 90c. are the ruling figures. A good pack of corn is anticipated, but the market remains firm, as this season's product will, of course, come upon a bare market. Spot

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

corn rules at from \$1.10 to \$1.15 to the retail trade, and futures are quoted at 77½ to 80c., but these latter quotations are purely nominal, as no business is being done.

Canned fruits continue firm, particularly strawberries, of which the packers are only able to deliver 60 per cent. of the quantity ordered. The pack of peaches, it is generally conceded, will be fairly large.

COFFEES.

The price of coffee in both the Rio and mild grades is firm this week in both Europe and America. Locally, trade is quiet and prices without change.

SUGAR.

The wholesale grocers have been experiencing a light demand for sugar during the last week or two, but, within the last few days, a general improvement has taken place, and a good business is being done. With the near approach of the canning and preserving season of peaches and other seasonable fruits an improvement in the demand is in order. The refineries have not yet experienced much benefit from the improved trade which the wholesalers are enjoying, but they have been in the last few

days receiving more inquiries. As far as the price of sugar is concerned, the outlook is bullish, on account of the strength of the outside markets. There have been several advances in the European raw market, and a scarcity of raws is threatened in the United States. So far, there has been no advance in refined sugars, either in the United States or Canada, but the market is naturally firm, in sympathy with the raw market. The price in Toronto for Montreal granulated is still \$5.38, and for Acadia \$5.33. Yellows run from \$4.68 up.

RICE AND TAPIOCA.

There have been no new developments in this line, either in rice or tapioca. Trade is steady and fairly good, with prices fairly firm, particularly in regard to tapioca. We quote \$3.50 to \$3.75 for B rice, and \$3.40 to \$3.65 for CC. Tapioca runs from \$4.50 to \$4.75.

NUTS.

The first shipment of new season's Brazil nuts has arrived on this market. The quality is rather better than usual, but prices are high at 15 to 16c. per lb. to the retail trade. Valencia almonds are a short crop, and prices are high in sympathy. The price of filberts also rules high, but shippers say that they will be lower by the time shipments arrive.

TEAS.

Local representatives of Japan tea houses report the receipt of several inquiries this week for new season's teas on spot, and, while there have been a few transactions, the volume of business has not been large. Old season's teas in first hands on spot have been practically cleaned up, which may account for the increased inquiry for spot teas of new season's growth. In the transactions which have taken place in new season's teas, the lots have been small. In Indian and Ceylon teas, there is scarcely anything doing between brokers and wholesale houses, and the outside markets are a little easier. Mail advices from London, under date of August 17, state that large supplies of Ceylon teas at auction have caused many buyers to pause before continuing to operate at the recent advance, and there has been a slight setback in the price of both Indian and Ceylon teas. The average decline in Ceylon teas for the week was ¼d. There has been rather a good inquiry during the past week for China green teas of medium grade. The situation in regard to China greens is somewhat uncertain, and cable inquiries sent from this

side have not received any replies. "They do not know where they are, over there," said the representative of one China tea house.

FOREIGN DRIED FRUITS.

CURRENTS—The demand on the local market is good on retail account and prices are firm. We quote: 8½ to 9c. for Filiatras; 9 to 9½c. for Patras, and 10 to 12c. for Vostizas in cases. Some orders for importation have also been placed during the past week, but there does not appear to be any speculative buying.

VALENCIA RAISINS—Increased interest is being shown in this market on account of an advance of 1s. per cwt. in the primary market. Shipments of new fruit are on the way, and they are expected to arrive here about the third week in September. The odd box of old fruit on this market is quoted at 8¾ to 9c.

MALAGA RAISINS—According to mail advices the crop of Malaga raisins will be fairly large. Some cable quotations have been received this week but just how they compare with last year we are at the moment unable to state.

CALIFORNIAN RAISINS—The crop of Californian raisins will be a large one, but with the high price on Valencia raisins and the influence of the combination in California, fairly steady prices are looked for.

CALIFORNIAN EVAPORATED FRUITS—The market for dried apricots is rather bullish, the original estimate of 1,500 cars has been reduced to 700 cars, and prices have advanced 1c. per lb. since the opening of the market. Advices from California state that there has been a heavier export demand on European account than usual. A good crop of peaches is anticipated, but some are of the opinion that it will not be as large as anticipated.

PRUNES—Telegraphic advices from California state that the crop of prunes in that State will not be as large as some expect. The crop this year will run largely to the smaller sizes. Last year, it will be remembered, there was scarcely any small fruit, but an abundance of large fruit.

GREEN FRUITS.

There is no let up in the rush of fruit to the Toronto fruit market and through that channel to the retail trade of the city and to the country dependent on this market for supplies. The early varieties of peaches, pears and apples are arriving in enormous numbers, making in combination with liberal arrivals of plums, muskmelons, early grapes and Californian fruits a decidedly brisk market. Though large arrivals of Crawford peaches are not yet reportable, a few baskets of this variety are coming and sell readily at 50 to 75c., which price is likely to hold unless receipts next week are very large. St. John peaches are offered freely all the way from 25 to 60c., according to size and condition. All varieties of plums are offering liberally, but, as the demand is good, prices are well maintained at 40 to 60c. An advance over these quotations may shortly be noted, as the crop does not seem to be as large as anticipated. In pears, the best cooking variety, the Flemish beauty, is selling well at 25 to 40c., and Bartlett's, the favorite eating pear, at 30 to 35c. for qualities fit for shipping. Grapes are arriving in moderate quantities,

though they will not be coming in at their heaviest rate for a couple of weeks yet. Champions are now worth 15 to 20c. and Moore's Early at 30 to 40c. Muskmelons are arriving in heavy quantities, and sell all the way from 30 to 50c. per doz. Many tomatoes are being sold direct to the retailer from wagons by the growers, yet a good movement is noted on the fruit market. Prices range from 12½ to 15c. per basket. Sweet potatoes are in liberal supply but moderate demand at \$4.50 per bbl. Duchess apples are coming in freely and in good condition. They are worth 15 to 25c., according to quality. Red peppers are offering at 50c. but will shortly be offering in larger quantities and probably at lower prices. There are still a few lawtonberries arriving at 5 to 8c. per quart. Californian fruit is on the market this week in excellent condition. The pears at \$2.50 per crate are exceptionally fine. Peaches are worth \$1.40 to \$1.50 and plums \$1.50 per crate.

There is a good movement of bananas at \$1.25 to \$2.25.

COUNTRY PRODUCE.

EGGS—Owing to the extreme heat of the past week, the receipts of strictly fresh eggs have been light. The loss through shrinkage is unusually large. Therefore, for really new-laid eggs from nearby points, 13 to 13½c. is asked, but, for the ordinary run of fresh eggs, 12 to 12½c. is a fair quotation.

BEANS—There is little doing. Prices are nominally \$1.70 to \$1.75 for hand-picked, and \$1.50 to \$1.60 for mixed.

DRIED AND EVAPORATED APPLES—While the market is dead, and there is no likelihood of much movement, prices have shown a great weakness. The market is looked for to open at about 3 to 4c. for dried, and 4 to 5c. for evaporated.

HONEY—The market has not yet fully opened, but, as the conditions are becoming known, the feeling is growing steadily firmer, and higher prices are predicted. Dealers locally now offer to pay from 3 to 4c. for buckwheat strained, 7½ to 8½c. for clover strained, and \$1.50 to \$1.60 for clover comb. The movement as yet is light. Buyers are holding for 1c. per lb. more than the figures quoted for strained and 15 to 25c. per doz. more for the comb.

BUTTER AND CHEESE.

BUTTER—The supply of prints, both dairy and creamery, is limited, and an advance of 1 to 2c. is noted. Creamery in solid packages is also higher. We quote: Dairy prints, 19 to 21c.; tubs, 17 to 18c.; creamery prints, 23 to 24c.; boxes, 21 to 22c.

CHEESE—The market at country boards shows a weaker feeling, but this feeling is reflected but lightly on this market. Prices are steady at 11 to 11½c. per lb. to the retail trade.

PROVISIONS.

The scarcity of lard is attracting general attention. Packers report the offerings of hogs as light, which condition, coming when the market is also bare of lard, has strengthened prices greatly, especially as butter is at such a high figure. We now quote tierces at 8½c., tubs at 8¾ to 9c., and pails at 9 to 9½c. All meats are firm and in good demand. Breakfast bacons and hams show an advance of ½c., the bacons

selling at 12½c., hams at 13 to 13½c., and shoulder hams at 10c.

FISH AND OYSTERS.

While a few cull oysters arrived on the market on Wednesday and were sold at \$4.50 per pail of 500, the oyster season will not regularly open until Monday, next week. Prices of fish are steady, ciscoes showing the only change, an advance of 25c. We quote as follows: Trout, 8 to 9c.; whitefish, 7 to 8c.; perch, 3c.; blue pike, 3c.; grass pike, 4½c.; yellow pickerel, 7c.; herrings, 3c.; steak cod, 6c.; haddock, 5c.; white halibut, 13c.; frozen salmon, 12c.; fresh sea salmon, 17 to 18c.; redsnappers, 11c.; fresh mackerel, 15c. each; haddie, 6 to 8c. per lb.; ciscoes, per 100, \$1 to \$1.25; salt herrings, splits, \$2.75 to \$3 per half-bbl.; boneless fish, 4½ to 5c.; quail-on-toast, 4½ to 5c.; pure cod, 5½c.; shredded cod, \$1.80 per box.

HIDES, SKINS AND WOOL.

HIDES—Prices are steady. A moderate business is doing. We quote: Cow-hides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steer hides are worth ½c. more. Cured hides are quoted at 8c.

SKINS—The feeling keeps weak, and there is little doing. We quote as follows: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring lambskins, 40 to 55c. each.

WOOL—There is no change, either in conditions or prices. We quote for combing fleece, 15 to 16c., and for unwashed, 9½ to 10c.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The market has steadied down, and looks as if the present prices might hold good for some time. Manitoba No. 1 hard is quoted 84 to 85c., Toronto freights, and 86 to 87c. grinding in transit. We quote the local street market as follows: Wheat, white and red, 69 to 70c. Toronto; goose, 64c. Toronto; peas, 60 to 61c.; oats, new, 28 to 29c.; old, 30 to 31c.; barley, 40 to 42c.; rye, 50 to 52c.

FLOUR—The movement is moderate. We quote: Manitoba patents, \$4.50; Manitoba strong bakers', \$4.25; Ontario patents, \$3.40 to \$3.60; straight roller, \$3.25, Toronto freights.

BREAKFAST FOODS—A good fall trade is starting to open up. Prices are steady throughout. We quote: Standard oatmeal and rolled oats, \$3.40 in bags, and \$3.50 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4.00.

MARKET NOTES.

New Brazil nuts are on the market.

The oyster season opens on Monday.

The price of currants is still advancing.

Lard is ¼ to ½c. dearer. Still higher prices are predicted.

Some of the canning factories began to pack corn last week.

Valencia raisins have advanced 1s. per cwt. in the primary market.

Dairy and creamery prints are 1 to 2c. dearer. Tubs and boxes show a rise of 1c.

Honey is likely to be dear this season. The dried and evaporated fruit market is likely to open up very weak.

\$18.00; selected heavy short cut mess pork, boneless special quality, \$20.00; Hams, 12 to 14c., and bacon, 11 to 14c. per lb. Refined lard compound (Fairbank's) 7 $\frac{3}{4}$ c. per lb. in tierces and 8 $\frac{1}{4}$ c. per lb. in pails; Snow White and Globe compound, 7 $\frac{3}{4}$ c. per lb. in tierces and 7 $\frac{3}{4}$ c. in pails; cottolene, 8 $\frac{1}{4}$ c. per lb. in tierces and 8 $\frac{3}{4}$ c. in pails; pure Canadian lard, 9 to 9 $\frac{1}{2}$ c.

FLOUR AND GRAIN.

FLOUR—In flour, only a small jobbing trade is being done, and the market is quiet at about steady prices. We quote as follows: Manitoba spring wheat patents, \$4.50; winter wheat patents, \$3.75 to \$4; straight rollers, \$3.50 to \$3.60; in bags, \$1.60 to \$1.65, and Manitoba strong bakers', \$4.00 to \$4.20.

GRAIN—The grain market is quiet. We quote: Manitoba wheat, No. 1 hard, Fort William, 79c.; oats, 30 $\frac{1}{2}$ c.; corn, 43 to 44c.; peas, 71c.; rye, 65 to 66c.; barley, 52 $\frac{1}{2}$ c.; buckwheat, 57c. afloat.

FEED—The tone of the feed market is firm under a good demand. We quote: Manitoba bran, in bags, \$16; shorts, \$16; mouille, \$18 to \$22; Ontario bran in bulk, \$15, and shorts, \$16.50 to \$17 per ton.

OATMEAL—The market is featureless. Rolled oats range from \$3.30 to \$3.45 in the wood, and \$1.60 to \$1.67 $\frac{1}{2}$ per bag.

HAY—There is a good demand for baled hay, and the market is active at firm prices. We quote: No. 1, \$9; No. 2, \$8.00 to \$8.25, and clover, \$7 to \$7.50 per ton, in carload lots.

CHEESE AND BUTTER.

CHEESE—The market has failed to recover the decline and prices are steady. We quote: Finest Western Augusts, 10 $\frac{3}{4}$ to 10 $\frac{7}{8}$ c.; finest Western Julys, 10 $\frac{5}{8}$ to 10 $\frac{3}{4}$ c.; finest Eastern Augusts, 10 $\frac{5}{8}$ to 10 $\frac{3}{4}$ c.; finest Eastern Julys, 10 $\frac{1}{2}$ to 10 $\frac{5}{8}$ c.; Quebec makes, 10 $\frac{1}{8}$ to 10 $\frac{3}{8}$ c.

BUTTER—The market is steady under a fair demand. We quote: Finest creamery, 21 $\frac{1}{2}$ to 22c.; seconds, 20 $\frac{1}{2}$ to 21c.; dairy butter, 17 $\frac{1}{2}$ to 17 $\frac{3}{4}$ c.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., August 29, 1900.

IN spot business, local markets are rather quiet. The past week is not, however, without considerable interest. The feature most noticed is the advance in currants. Prices on new goods are not yet named. Dried fruit is largely to the front, Valencia raisins being bought at quite advanced figures. Dealers await with much interest the opening of the Californian and Malaga markets. Flour is weak, particularly Ontario grades, the difference in price between them and Manitoba being very

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That's all you require to
know about Canned Meats.

marked. The high price and light local stock of cheese is another feature of the market. Cream of tartar is still quite high and firm. The lower price in brooms has quite stimulated the demand.

OILS—There is good sale in burning oil at present prices, sales being largely for future; but there is a noticeable increase in present consumption. Lubricating oils have but a fair movement; prices are held steady, and contracts for future are freely made. In paint oils, there is a rather better movement; prices are held firm. Cod oil continues to be received.

SALT—Liverpool coarse salt is being received. Prices keep firm, freights being high. There are quite large stocks held, and the demand is good. English factory-filled has also been received. In Canadian there is rather quieter business. 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—Salmon has more interest. Prices are higher. There is a fair stock held, on which prices have been advanced. The demand is for cohoes. In vegetables, prices show no change. The stock of corn has proved ample; in fact, quite a shipment was made during the week to Montreal. Strawberries, which were scarce, are now in good supply, and are costing more money. American peaches are being offered. Packers there look for higher figures. Trade is more active in blueberries than usual, our market showing an improved demand. They are local-packed. For Western trade, quite a few are put up in gallon tins. The sale for gallon apples for future delivery is not as large as last season. Quite a few will be carried over by dealers. In local fish, there

is a firm market. Sardines are more freely received. Haddies will not be a large pack, and prices tend firmer.

GREEN FRUITS—Sales are active. Apples are receiving increased attention. New Brunswick stock is largely supplying the market, though some "American Sweets" are still being received. The sale of Californian pears, peaches, and plums continues large. Prices show little change. The quality is particularly good. In barrel pears quality shows improvement, and there is a good sale. A few Delaware grapes are to hand. Canadian plums are here in quite large quantities. There is not a very active sale. In Canadian peaches there is a fair demand. They are largely taking the place of the eastern American fruit for family preserving. In bananas, there has been a good supply this week. In oranges, except in a retail way, few are seen. Californian fruit chiefly supplies the trade. In lemons, there is steady business, but prices quite high, and quality hardly standard.

DRIED FRUITS—Currants have been perhaps the most interesting line in grocery trade during the week. Our dealers were largely caught short, but some few are better fixed. A quotation of 40s. for barrels 1899 crop received this week was somewhat of a surprise, even in a market somewhat excited before. Valencia raisins have been affected, but it is futures, and not old goods, as in currants. Shippers have all advanced figures, and the market seems very firm. In figs, the plague scare has resulted in quite an excited market in Californian goods. Prices, which had been withdrawn, are again named, and show quite an advance. Spot raisins are scarce. In seeded, the light-weight carton is not proving a seller. Evaporated peaches and apricots have been advanced on the Coast. This is a small market, and little is done before Christmas. Evaporated apples are dull. In onions, American stock has been received. There is a good movement in peanuts. Fancy grades are rather lower, but tend upward; extras show no change.

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—SAMPLES AND PRICES ON APPLICATION—

DAIRY PRODUCE — Cheese are of great interest. Prices are much higher than was generally expected. The spot stock is light, but prices out of store are about those at which factories are holding. Local demand calls for small cheese. In butter, there is a decided upward tendency, and good butter is scarce. In eggs, prices are well maintained. Receipts are not large. Quality continues to hold good.

SUGAR—There is a good sale. The demand is being largely for granulated. Prices show little change.

MOLASSES — Demand is somewhat quiet, but dealers hold prices firm. Stocks are not large. Already in both Porto Rico and Barbadoes quite free sales have been made on Western account. In New Orleans prices are tending rather higher. There is a wide range in quality.

FISH—There were fair receipts of fresh shad during the week. The quality is fine. Quite a few are being pickled. The pack is not a large one. They are considered quite a delicacy. In pickled herring, while prices are high, they are lower than a year ago, and the quality is better. Chiefly bay herring received. A few large eastern are offered, but supply very light. In smoked herring, old stock well cleaned up. New goods soon expected. In dry cod, market rather dull. Pollock show light sale, and rule low. Boneless fish are still in light sale. Pure boneless cod, though high, is having increased sale. We quote as follows: Large and medium dry cod, \$3.00 to \$3.25; small, \$1.75 to \$2.00; pickled shad, \$4.50 to \$5.00; haddies, 4½ to 5c.; smoked herring, 8½ to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.65 to \$1.70 per 100; pickled herring, \$1.75 to \$1.80 per half bbl.

PROVISIONS—In beef and pork, there is but a fair sale, and prices are firm. Some Prince Edward Island pork is to be seen here. In lard, stocks are not large, and prices tend higher. There is but little doing in smoked meat.

FLOUR, FEED AND MEAL—There is about \$1 between Manitoba and best Ontario flours. This is too much. Millers claim prices have been too low. In oatmeal, there is little change, but there is a fair sale. Oats are rather easier. Feed continues difficult to get. Millers' agents cannot fill orders. In beans, there is little heard. Buyers are awaiting prices on new stock. In cornmeal, the sale is active. Hay is low. The crop has proved to be quite large. There is little or no fall demand for seed here. We quote as follows: Manitoba flour, \$4.90 to \$5.00; best Ontario, \$4.00 to \$4.10; medium, \$3.75 to \$3.85; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.30 to \$2.35; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.75 to \$1.85; prime, \$1.60 to \$1.70; yellow-eye beans, \$2.25 to \$2.45; split peas, \$3.80 to \$4.00; round, \$3.25 to \$3.40; pot barley, \$3.85 to \$4.00; hay, \$9 to \$9.50; timothy seed, American, \$1.50.

TRADE NOTES.

Robert Jardine, representative of The Pure Gold Manufacturing Co., is just home from St. Stephen, where he reports good sales.

Gilbert Bent & Son are offering large Eastern pickled herring, in half barrels. Prices are firm and the catch has been small.

Mr. Berryman, representing The Gwattney-Bunkley Peanut Co., of Smithfield, Va., called upon the trade during the week in company with the local representative, J. Hunter White.

F. J. Cheeseworth, selling "Cow" brand soda, called on the trade this week with N. D. Hooper, the local representative. They also placed some bulk goods.

Thos. B. McGovern, of Messrs. Delafield, McGovern & Co., New York, together with Geo. K. Berton, the local agent, called on the trade during the week.

TRADING STAMPS OUTLAWED.

A LAW which goes into effect in New York on September 1 renders trading stamps illegal and prevents their use. Such a law has long been in force in Massachusetts. In Connecticut and Rhode Island, the merchants haven't succeeded in getting legal protection. The statute is too late to do much good, but it will answer for a funeral sermon. The trading-stamp scheme, which grew up over night and flourished like a green bay tree for a while, is rapidly becoming a subject for the obituarist. In Connecticut, it is already practically extinct, says The Hartford Post, and during the past year its descent of the toboggan slide of popular disfavor has been rapid. The device looks plausible at first blush, but experience shows that in the long run it doesn't produce a tithe of the net results of systematic newspaper advertising. The trading stamp was a costly experiment.

At the session of the Connecticut General Assembly last year a bill outlawing trading stamps and similar coupon schemes was introduced. Petitions from merchants in various parts of the State backed up the proposition. The judiciary committee recommended the rejection of the original bill and the passage of a substitute. The substitute measure found favor in the House, but ran into a morgue in the Senate. The combined opposition of the trading stamp companies defeated the bill. Thereupon merchants' associations in several parts of the State showed what could be accomplished without law, and they entered into a voluntary agreement to discontinue the use of the stamps. Not far hence is the day when the use of trading coupons will be a reminiscence and nothing else.—New England Grocer.

Mr. L. Chaput, sr., of L. Chaput, Fils & Cie., Montreal, has returned to business after a six weeks' holiday at Old Orchard. He has been greatly benefited by his holiday.

**The Canadian Grocer
will move into its splendid
new home this week,
at No. 10 Front St. East,
Toronto, a few steps
from its old address.**

This move has become requisite in order to secure larger premises for the accommodation of our rapidly increasing staff and the additions made to our plant, rendered necessary by the increase in size and circulation of all our publications.

We will be pleased to have our friends call upon us when they are in to the Fair, or in the city at any time, and make our offices their headquarters. They may receive their mail matter here if they wish.

The Special Edition of "The Grocer" this year will be bigger and better than ever.

THE MacLEAN PUBLISHING CO., Limited.

MONTREAL--Board of Trade.

TORONTO--10 Front St. East.

WINNIPEG--391 Main St.

St. JOHN, N.B.--3 Market Wharf.

LONDON, ENG.--109 Fleet St.

NEW YORK, U.S.A.--150 Nassau St.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

EUROPE continued a buyer of actual coffee in this market and inquiries were received from Europe for samples of the lower grades of mat coffee.—New York Journal of Commerce.

Latest mail advices from the West Indian Islands report prospects for the growing sugar cane crop as favorable with the cane generally well advanced for this season of the year.

Receipts of coffee at Rio and Santos the past week were 376,000 bags, against 330,000 bags last week, 367,000 bags last year and 288,000 bags in 1898. United States Warehouse deliveries for the week were 52,603 bags.

TARRAGONA ALMONDS.

Advices to the trade state that the crop of Tarragona almonds now about to be gathered promises the lightest outturn on record; and, as the last two seasons' crops were very short, there is said to be little old fruit available. The spot market in some quarters was advanced to-day. Sicily shelled almonds are reported to be held at extreme figures for shipment. And on this account Jordans and Valencias are sought for.—New York Journal of Commerce, August 28.

TEA IN NEW YORK.

The volume of line business transacted continues to reach only very moderate proportions, and prices showed more or less irregularity. Holders of Japan and country green teas showed especial confidence in the situation and declined to trade unless they obtained full market values. There appear, however, to be some rather weak spots among holders of black teas, and with bids in hand, indications were that brokers could shade quoted prices. The market for invoices was quiet.—New York Journal of Commerce.

CURRANTS IN ENGLAND.

Another phenomenal rise has taken place in the price of all descriptions of currants, and the market closes at 39s. per cwt., duty paid, for provincial. No such price is on record for nearly 50 years—that is to say, since 1853. At that period, however, the price rose to 116s. per cwt. Latest reports of the gathering of the new crop go to show that the yield is likely to be even less than the smallest estimate yet received, and, to make matters worse, the Greek Government has found itself obliged to decide that the retention law must remain in operation, so far as 10 per cent. of the crop is concerned. There has been hardly time to admit of

any indication that consumption is being checked by the high prices, and a fair distributive trade is being done, while large purchases of both 1899 and 1900 crops are being made by merchants and speculators, who, apparently, have made up their minds that a further rise is inevitable—Produce Markets' Review.

A HEAVY PACK OF CORN.

Just at present the outlook is for a very heavy pack of corn. The crop is in fine condition. Many new factories will be operated this year, especially in Ohio and New York. The sales for future delivery have not been as heavy as in former years. Taking into consideration the increased cost of production, present prices are low, and no more than they should be had the cost of tin cans been below the prices ruling this season.—American Grocer.

DEMAND IMPROVING FOR EAST INDIA COFFEES.

Inquiry among dealers in East India coffees brought to the surface the fact that considerable more interest is being shown in mat coffees, which for some months past has been ruling flat and featureless. It was learned that sales have been made of some 1,100 mats of Kroe at 17¼ to 18c. Ballys have been taken by Europe at 13 to 13¼c., with offerings from the East almost nil. Palembang coffee for shipment cannot be done at under 14½c., while the spot market is ruling quiet at 12½ to 13c., although at the inside figure, there is only one seller. New York Journal of Commerce, August 24.

AMONG TORONTO RETAILERS.

“Does the Exhibition effect your trade to any extent?” I asked D. J. Kelly, of Kelly Bros., on Tuesday. “Indeed, yes,” was his answer, “many of my customers keep boarders; a few are hotelkeepers; practically all have friends to see them during Exhibition weeks. Naturally they buy more goods at this time, in consequence. Besides, at this time of the year many of my customers who go away for the summer come back to the city and bring friends with them.”

“Do you make any special effort to get this trade?”

“No, it comes from our regular customers. We prepare for it, though, by buying increased quantities of table goods, such as fruits, vegetables, etc., as well as cheese, eggs, sauces, etc. We never look for as good a demand for butter during the Exhibition as during the two weeks previous. Very many people coming into the city

bring to their friends a basket or a tub of butter. Each may not bring much, but the aggregate has always been enough for us to feel it. You know that during the past few weeks choice dairy butter has been quite scarce, except at high prices. This scarcity will be relieved and we must be content with a much smaller butter trade. But the increased sale of fruits, etc., will more than compensate for this loss.”

THE RAMBLER.

TRADE CHAT.

AT a recent meeting of the Woodstock, Ont., Cheese Board, the Hon. R. M. Ballantyne stated that frequent complaints had been heard on the Woodstock and other boards of the high coloring of cheese. The whole of the cheese from this section, he said, was too highly colored. Most makers used 1½ oz. of coloring to 100 lb. of milk, whereas 1 oz. was quite sufficient. If some attention were paid to this feature of the manufacture of cheese, and less coloring put in the cheese would give a great deal better satisfaction.

Drew, Hare & Co., who recently started a grocery business in Oshawa, Ont., report business as satisfactory.

The Killarney Trading Stamp Co., Limited, general merchants, Killarney, Man., have been incorporated.

R. T. and W. H. Stout, manufacturers of cheese boxes, Ingersoll, Ont., have dissolved. R. T. Stout continues the business.

A butter and cheese manufacturing association has been formed at Red Deer, Alberta, N.W.T. Over \$1,300 has already been subscribed.

Among the exports to the United States one day last week were 7,000 lb. of “Salada” tea to Buffalo, 9,000 lb. to Detroit, 9,000 lb. to Pittsburg, and 15,000 lb. to Boston.

R. D. McGibbon, Q.C., a creditor of the Montreal Cold Storage and Freezing Co., has been granted a winding-up order for that company. A. W. Stevenson has been appointed provisional liquidator. A meeting of parties interested has been called for September 12, to appoint a final liquidator. The total liabilities are estimated at between \$300,000 and \$400,000.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets,

TORONTO

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

Our Hobby:

PAPER.

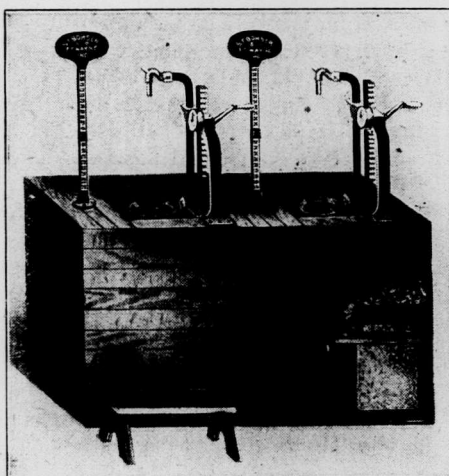
DOUGLAS AND RATCLIFF

PAPER DEALERS

... Telephone 1773.

34 Church Street, TORONTO

Emerson, the Philosopher



THIS OUT SHOWS
 Our Double First Floor Outfit
 FOR
..HEAVY OILS..

These tanks are built with a "pocket" in which the pump stands always submerged in oil, hence there is no "sticking" or "gumming." Accurate GALLONS, HALF-GALLONS AND QUARTS. They will handle Varnishes, Raw and Boiled Linseeds, Turpentine, Fillers and Non-Lubricants generally to your entire satisfaction. Catalogue free. Send your address.

Wrote — "To feel that our efforts are appreciated is the sweetest part of life." The Good, Gray Poet's words "ring true." Appreciation is sweet when it comes not as flattery, but as an honest sentiment. We submit the following:

FORT WAYNE DRUG CO.
 IMPORTERS AND JOBBERS OF
Drugs, Varnishes, Oils, Chemicals and Sundries.

FORT WAYNE IND.,
 May 17, 1900.
 S. F. BOWSER & Co.,
 Fort Wayne, Ind.

GENTLEMEN:—We are pleased to say that the Fifteen Oil Tanks which we have of various sizes are in first-class condition after being used over a year. All of these have rendered excellent service. We would be at a loss if it were impossible for us to duplicate any order for these goods. We cannot understand how any house can call themselves well equipped conducting a first-class business without the Bowser Self-Measuring Oil Tanks. With kindest regards, we are,
 Very truly yours,
 FORT WAYNE DRUG CO.
 Per F. W. Sihler,
 Secy.

S. F. BOWSER & CO., P. O. Box 564, TORONTO.
 Factory: FORT WAYNE, IND.

THE AUER GASOLINE LAMP

100 CANDLE-POWER.

SATISFACTION GUARANTEED OR MONEY REFUNDED.

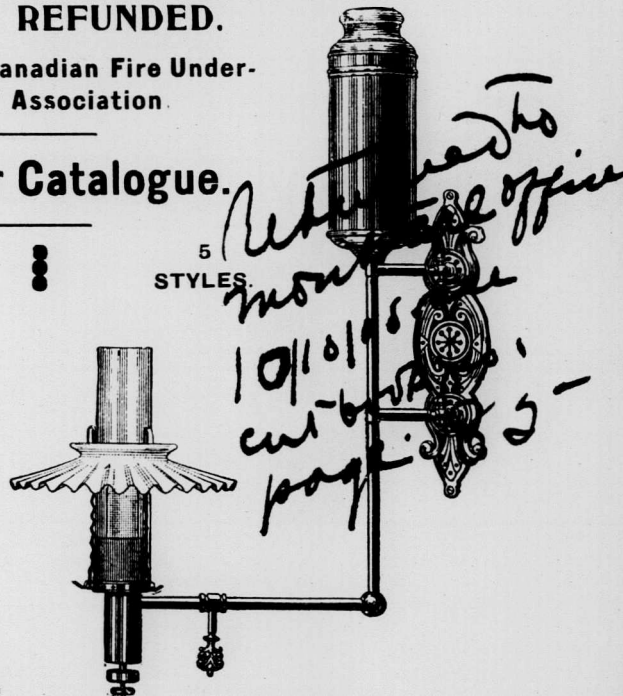
Approved by Canadian Fire Underwriters' Association.

Send for Catalogue.

NO. 5
 PRICE \$7.00.

5
 STYLES.

AUER LIGHT CO.,
 MONTREAL.



Sand for human beings has been recommended by a doctor. What everyone needs, according to this theory, is grit—real grit that is furnished by the silica in the sand, says The St. Paul Trade Journal. To get that, so the doctor says, the human being must swallow a portion of clean sand every day with his meals.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ODIAS CARTIER, general merchant, Lambton, Que., has assigned. A meeting of his creditors has been called for August 31.

Wm. Clary, baker, Rat Portage, Ont., has assigned to D. H. Currie.

J. A. Spenard, grocer, Quebec, has made a voluntary assignment to V. E. Paradis.

Assignment has been demanded of Arthur Vaillancourt, general merchant, St. Julienne, Que.

James Jamieson, confectioner and tobacconist, Toronto, has assigned to Sydney A. Paterson.

Eugene Moreau, general merchant, Becan-

V. E. Paradis, and a meeting to appoint a curator has been called for September 5.

PARTNERSHIPS FORMED AND DISSOLVED.

Casselman Bros., grocers, Montreal, have dissolved.

The Eagle Baking Powder Co., Montreal, have dissolved. A. P. Murray retires.

J. K. Pearcey & Co., flour dealers, St. John's, Nfld., have dissolved, G. C. Fearn retiring.

Estabrooks & Burpee, general merchants, Upper Gagetown, N.B., have dissolved. H. A. Estabrooks continues.

Thomas Gurd, general merchant, Bothwell, Ont., has admitted J. J. Mahan under the style of Gurd & Mahan.

Thos. Steele, general merchant, Ridge-

S. R. Frame, grocer, Halifax, N.S., has sold out.

Francois Marchand, grocer, St. John's, Que., has sold out.

The assets of Alphonse Bastien, grocer, Montreal, have been sold.

The assets of the Great Pacific Tea Co., Montreal, have been sold.

The assets of A. H. Garneau, fruiterer, etc., Magog, Que., have been sold.

The assets of S. J. Brenner, grocer, Montreal, are to be sold by tender.

B. W. Dunett, general merchant, etc., Pakenham, Ont., has sold out his stock.

The stock of the estate of George T. Walker, grocer, St. Thomas, Ont., has been sold.

O. B. Koenig, general merchant, Lucknow, Ont., is advertising his business for sale.

George Kernahan, general merchant, Thedford, Ont., is advertising his business for sale.

The Brigden Fair Trading and Elevator Milling Co., Brigden, Ont., is advertising its business for sale.

J. A. Gass & Son, grocers and crockery dealers, Halifax, are selling out their crockery department.

CHANGES.

Wm. J. Robertson, grocer, Hamilton, is giving up his business.

J. Stanton Rockwell, grocer, etc., Kentville, N.S., is giving up business.

Widdis & Graham, grocers, St. Thomas, Ont., have sold out to P. S. Poole.

W. W. Southin, general merchant, Ladysmith, B.C., is giving up business.

W. H. Guild, general merchant, Lower Steviack, N.S., is giving up business.

Mrs. A. G. McLeod, fruiterer, etc., Selkirk West, Man., is giving up business.

C. J. Upton, general merchant, Watford, Ont., has been succeeded by Goodhand & Miller.

Thomas Parkinson, general merchant, Thedford, Ont., has sold out to W. C. Tudor.

Douglas & Falconer, general merchants, Lorway Mines, N.S., have sold out to J. McInnis.

Mrs. Wilfrid Gauthier has registered as proprietress of W. Gauthier & Co., grocers, Outremont, Que.

P. H. Boughner, general merchant, Mapleton, Ont., has sold out to D. D. Yorke, of Harrietsville.

Wm. Spence, grocer and dry goods dealer, Niagara Falls South, Ont., has sold out to D. W. Coyne.

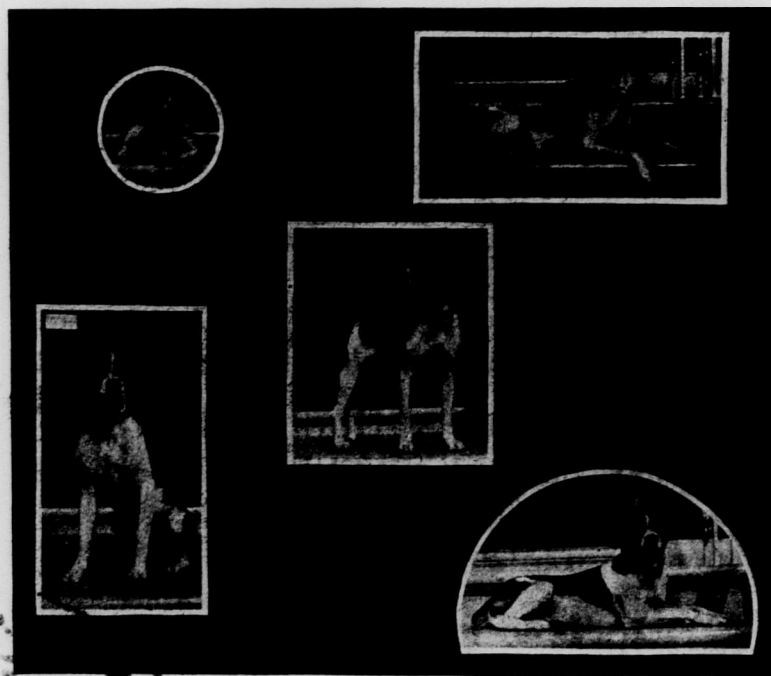
FIRES.

The Wolseley Milling Co., Limited, flour dealers, Wolseley, N. W. T., have been burned out; insurance \$11,500.

DEATHS.

M. Hennessy, grocer, Montreal, is dead. Wm. M. Denton, grocer, Westport, Ont., is dead.

M. C. Myers, grocer, etc., Barry's Bay, Ont., is dead.



The Watson, Foster Company's Mascot, "JACK," owned by Mr. S. S. Boxer, Montreal.

cour, Que., has compromised at 25c. on the dollar, cash.

V. E. Paradis has been appointed curator of Jules Cote, general merchant, Lac Bouchette, Que.

V. E. Paradis has been appointed curator of A. R. Hudon & Co., general merchants, Hebertville, Que.

A. Dion, general merchant, Lambton, Que., has assigned. A meeting to appoint a curator will be held on September 5.

Chattel mortgage on the stock of C. R. Gordon, general merchant, Manitou, Man., held by Codville & Co., has been foreclosed.

Herbert E. Hatch, general merchant, Glendale, Man., has assigned to H. V. Fieldhouse, Neepawa, Man. A meeting of his creditors will be held on August 31.

Joseph Pelletier, general merchant, St. Samuel de Gayhurst, Que., has assigned to

town, Ont., has admitted James A. Dart under the style of Steele & Dart.

Ross & Burton, general merchants, Copper Cliff, Ont., have sold out. D. C. Burton will continue the business in his own name.

Susan E. Bown, Florence L. Bown and Neil R. Jeffrey have registered copartnership under the style of The Candy Kitchen Co., Yarmouth, N.S.

The Dauphin Milling Co., flour dealers, Dauphin, Man., have dissolved. J. G. Harvey retires and Samuel Gable and Samuel Code continue.

Fuller Bros., general merchants, Arkona, Ont., have dissolved. Thos. H. Fuller has retired and W. J. Fuller has been admitted under unchanged style.

SALES MADE AND PENDING.

The stock of J. E. Poitras, general merchant, St. Jerome, Que., has been sold.

CO-OPERATIVE TEA GARDEN'S CO'Y

CEYLON

Awarded Gold Medal

At the **Paris Exposition, 1900**

For Fancy and Commercial Teas. This was the highest award made for Teas.

GILLESPIES & CO'Y, Montreal

Agents for Canada.

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.

B

"BEE"

STARCH

B

THE SEASON'S SUCCESS.

LIVE GROCERS ARE MAKING MONEY SELLING IT.

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

REDUCED RAISIN ESTIMATES.

BEARING out, to some extent, the reports that have come forward from time to time regarding damage and a probable shortage in the 1900 crop of raisins, the correspondent on the Coast of one of the leading operators here writes that late conditions have been such as to materially change the views of both growers and seeders in the Fresno districts. "Instead," he says, "of there being a crop of cured raisins of 4,000 carloads, as was first estimated, it is now considered somewhat doubtful whether the output will exceed that of last year, or a total of 67,500,000 lb. Considerable damage is reported from some vineyards by red spider and thripe.

"The hold-over from last year is comparatively small, so that the new crop will come practically on a bare market. It is stated that last year at the beginning of the new crop there was a hold-over of between 500 and 700 carloads, so that this season conditions are more favorable to the association than has been the case in several years. The holders of stocks of old raisins, mainly outside the association, are strong in their views on good quality, and little doubt is expressed that with the stronger situation abroad all supplies now held will be harvested within the next few weeks at higher prices. The shortage of the crop of

Sultanas abroad, estimated at about 40 per cent., will be a factor in this season's crop of Californian raisins."

Regarding the situation from the Eastern point of view, a dealer said to-day: "It seems a little singular, but at the same time characteristic of the raisin growers, that on the eve, as it were, of the naming of prices, reports of serious damage to the crop should be so diligently circulated. Last year estimates, according to no less an authority than M. T. Kearney, based on careful calculations, showed at about this time that the whole crop for the State would be between 2,500 and 2,800 carloads. The result showed, according to my advices, considerably more than that outturn. These reports are, no doubt, circulated for an object, but, as a matter of fact, have ceased to be of material influence among the distributors. In other words, the cry of 'wolf' raised by Californian producers, as in the case of the boy in the legend, has been heard so frequently that it no longer attracts the attention desired.

"The deal recently consummated by which the total stock of old raisins is reported to have gone into the control of two or three firms certainly stiffens the situation. All along we have been led to believe that the hold over from last year was much smaller than the figures given (150 carloads) would indicate. It is signifi-

cant that nothing is said about the quality of the goods, and some opinions here are that a large part of the purchase is made up of Orientals and Pacifics and not of the choicer grades. In view of the approaching season for new goods the following table giving the production of raisins in California since and including 1872 are of some interest to the trade:

1872.....	50,000	1887.....	16,000,000
1873.....	118,000	1888.....	19,000,000
1874.....	180,000	1889.....	25,000,000
1875.....	220,000	1890.....	38,000,000
1876.....	380,000	1891.....	52,000,000
1877.....	640,000	1892.....	57,000,000
1878.....	960,000	1893.....	85,000,000
1879.....	1,300,000	1894.....	103,000,000
1880.....	1,500,000	1895.....	91,000,000
1881.....	1,800,000	1896.....	68,000,000
1882.....	2,300,000	1897.....	65,000,444
1883.....	2,800,000	1898.....	70,000,000
1884.....	3,500,000	1899.....	67,500,000
1885.....	9,400,000	1900.....	67,000,000
1886.....	14,060,000		

"California is the only State in the Union that produces raisins and Fresno county grows over three-quarters of all grown in the State. Practically, the cultivation of grapes for raisins began some years prior to 1870, but the product did not make any great showing until some years later. The falling off in the last three or four years is accounted for by adverse crop conditions, and is not due to any marked decrease in the cultivation. The total acreage of wine, raisin and table grapes in the State, according to competent authorities, is about 157,000, and the various interests are valued in excess of \$85,000,000."—New York Journal of Commerce.

**"Condor" Tea,
Japan.**

Cafe de Mad. Huot.

**"Nectar" Tea,
Black.**

Don't wait until the tide is at its flood to be in the swim, but
put in your cash now.

371 Half-chests Nice Leafy, Perfect Liquoring Siftings, at 6½c.
50 Bags Whole Penang Pepper, - - - at 15c.

This is the house to buy your Teas, Coffees and Spices.

E. D. MARCEAU

296 ST. PAUL STREET,

— MONTREAL.

THE ART OF WINDOW DRESSING.

SOME TIMELY SUGGESTIONS.

GROCERY WINDOW TRIMMING.

THE accompanying illustration of a grocery window may perhaps seem a little elaborate for the average grocery store, but, no matter how extensive and elaborate the illustrations in this journal may be, yet they convey numerous ideas that can be carried out on a small scale. The reproductions are displays made by expert, high-salaried window-trimmers, and are displays that sell goods.

THE GROCER will reproduce with pleasure any neat, novel window trims that are sent in. If you have a grocery window that has attracted special attention, have it photographed and sent to us. The object of these columns is to give the groceryman suggestions and information that will help him to carry out "money-bringing" window trims. We want to work up an interest with every merchant in the country in this line, and, if the right kind of interest can be aroused and an exchange of ideas made through these columns, THE GROCER'S object will be attained, and the businesses of the merchants interested will receive benefit thereby.

DO WHAT YOU CAN.

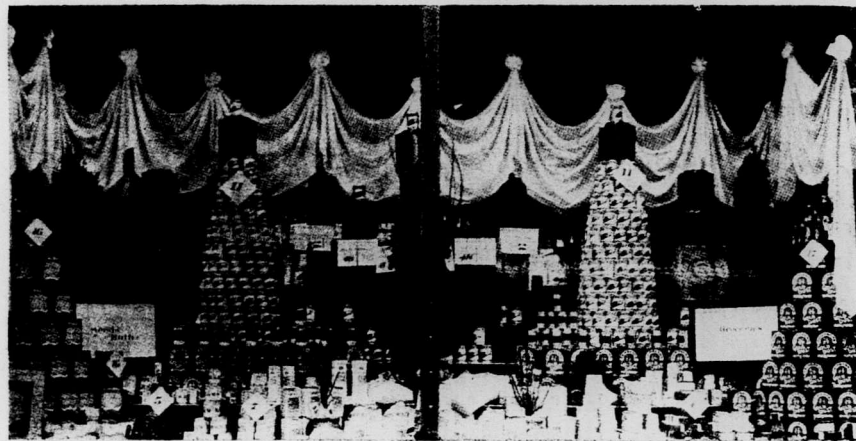
The reproduction presented in this number is a display made by Seigel, Cooper, New York. One of our readers may say after looking at it, "Oh, well, this is too extensive and elaborate for my business. I haven't the windows or the goods to make such a display." But the lesson is before you. If you can't write as well as the headline in the copybook, write as well as you can. Catch the idea of the design. You can use that anyway, on a large or small scale as suits your requirements. You may not do as well as the window you are reproducing, but you will do better than if you had an ordinary, unattractive display to copy from.

We call attention to the price tickets in this illustration. You will notice how every line of goods shown bears a price card. This is one of the most important points to be remembered in successful grocery trims. I consider a display of groceries robbed of its effectiveness unless it is thoroughly ticketed. Don't be afraid to tell the public the prices of your goods. If they are not marked too high, you need not be ashamed to show them. Goods always appear good value when ticketed. Goods will often sell themselves without the aid of a salesman if they have a price or descriptive card on

them. Merchants are finding this out to their advantage every day.

FINDING IDEAS FOR GROCERY TRIMS.

In many cases, some of the best window designs ever produced were found by looking through illustrated magazines, such as The Ladies' Home Journal, Munsey, Scribner, Puck, Judge, etc. There are in these magazines dozens of illustrated advertisements that convey numerous ideas which can be introduced into the window display. Grocery trimmers in search of novel ideas can find by looking through these books, the daily papers and the trade journals hundreds of ideas that are practical and easy of reproduction at little expense.



An Attractive Grocery Window.

As this is the preserving season, now is the time to get in a display of gem jars. These require to be made as stocky as possible so as to convey the idea of a large stock. A showy card with the price list on it will sell the goods for you. Displays of spices would also be in keeping at this season.

Beautiful, tempting displays of fruits can be made just now. Fancy glass or china dishes or fancy fruit holders can be nicely arranged with assorted fruits and displayed along with confectionery in the window. Some fruitmen in the American cities have adopted a plan whereby they can dispose of fruit in larger quantities than by any other known plan. It is done in this way: Different sized fancy baskets are purchased in which are placed an assortment of fancy fruit. In one place in particular I noticed a window trimmed in this way. A large card in centre read similar to this: "Be-

fore you go aboard take one of these baskets filled with delicious ripe fruit with you. Your choice, 25c."

Of course, this particular fruiterer's store was in close proximity to the dock, where tourists were passing all the time. The idea might not be practical to the average fruitman; nevertheless it could be experimented with. It was certainly a success in the case mentioned above.

HOUSE-CLEANING GOODS

should be given another boom through the windows during September, as people are generally cleaning up at this time in preparation for the winter, and, of course, such articles as scrub brushes, whisks, brooms, dusters, stove polish, pails, tubs, soaps, etc., will be in demand. All these above-named goods, along with dozens of other lines of goods required for cleaning house, can be put into the window in some artistic and catchy way, and, if everything is well ticketed with the description and price of it,

the returns in dollars are sure to come in. A great scheme, and one that if tried will be found very satisfactory, is this: Have a set of steps made one behind the other to a height of about five feet, in other words, a stand built like a stairway either circular or straight. Place it in your window and cover it over with either cloth or clean white manila wrapping paper; take as many baskets as the stand will conveniently hold and fill up each with something out of stock. For instance, take canned goods, fill one basket with canned corn, another with beans, another with tomatoes, and so on. On each basket put a neat price card such as the following:

```

.....
:
: NICE FRESH CORN
: 8C CAN.
:
:
.....
    
```

Arrange each of the baskets on a slant,

one above the other; arrange the bottom of the window in the same manner; raise your blinds, and you have a display that cannot fail to stop every housekeeper who passes it, and good results will follow. Take any lines of goods you wish and arrange them in a similar way, and it will be found to work in great shape. Just try this idea once, by way of an experiment. Have everything well ticketed. The idea is useless unless the prices stand out prominently. Hundreds of dollars' worth of goods can be sold in this way without the aid of a salesman, any more than doing up the parcel and taking in the money.

A good, taking display, and one that is sure to sell a lot of goods is made with gelatine. If you have a good stock of same to draw from, set up a table in your window, cover it with a nice linen tablecloth, and arrange the packages of gelatine in little pyramids on it. Have a good cook make up four or five nice jellies from the different flavors, in pretty molds; lay each of these nicely on a high glass cake-dish (after you have laid on a nice white napkin), and place them on the table well apart, put a price and descriptive card in a conspicuous place in the window, and watch the results. You will find that a scheme of this kind will help your sales wonderfully. A lady will take to a window of this kind in great shape. Make an appropriate background, and take care to have everything in the surroundings perfectly bright and clean, otherwise it will be a failure. Other lines of groceries can be made up and shown in the same way. The sacrifice of a few boxes of gelatine is an insignificant matter when one considers the increased sales they have produced.

SHORT TOMATO ACREAGE IN THE UNITED STATES.

Writing from Baltimore on Wednesday, Thos. G. Cranwell & Co. state: "From present indications, packers throughout Maryland and Delaware will get to work on tomatoes about September 1. There will be some tomatoes packed before, but the houses will hardly be running freely until that time. A few straggling lots of tomatoes are coming into Baltimore, but they are not to be taken into consideration at all, as the quality is insignificant and the prices very high. Last season, there were no peaches of any consequence to work on, so that all the packers were compelled to work on tomatoes to keep their houses going. They began packing the latter part of July, and, though they had practically nothing to work on but tomatoes, they had no difficulty in keeping their houses running to their full capacity during the month of August. As compared with last season, therefore, the

season this year will show fully a month's work less. These conditions have been brought about by one of the severest droughts that has ever visited this section. It has simply played havoc with the early blossoms, so that the packers will have to look almost entirely to the late crop for their pack. If frost holds off long enough, it may be possible to make up the shortage to some extent, but that is an absolutely unknown quantity, and remains to be seen. The acreage of tomatoes this year, as compared with last, is 40 per cent short; this is not guesswork, but it is a fact that can be easily substantiated by investigation. If there had been a full crop on this acreage, there would have been no scarcity of tomatoes, but, now that we can't, under any circumstances, have a full crop, it is evident that the pack will have to be a light one. The conditions throughout the large tomato-packing States in the West are similar. The acreage is less, and the early tomatoes have been badly hurt."

MANITOBA MARKETS.

Winnipeg, August 27, 1900.

TRADE has been very fair all the week and dealers seem satisfied with everything, excepting collections, which are still slow. The C.P.R. strike is still unsettled, but it has now been agreed to submit it to arbitration.

FLOUR—Trade throughout the week has been fair and prices have remained without change. Quotations now are: Ogilvie's Hungarian Patent, \$2.20; Glenora, \$2.05; Lake of the Woods, five roses, \$2.20; Patent, \$2.05.

CEREALS—All lines show nominal demand without change of price, last week's quotations holding good in every case.

DRIED FRUITS—The most interesting feature of the trade for the week is the situation of currants. A cable received on Saturday morning places the entire crop at 45,000 tons, and prices in primary markets have advanced to such an extent that new currants laid down here will cost 9 to 9½c. In sympathy with this price, the old stocks on hand have advanced to 9c. for barrels, half-barrels, and cases.

RAISINS—There is every indication that the opening price will be high, but just what it will be no man can tell, and jobbers here have to buy at what price they can get for first shipment, but it is further rumored that later prices are likely to be as high and higher than the opening. The stocks in this city, both of Spanish and Californian fruit, are unusually bare.

EVAPORATED FRUITS—Peaches and apricots are very firm and advancing. In regard to apricots, there seemed a doubt this

morning as to just what was a fair quotation. Peaches are quoted at 8¾c.

RICE—Although the price of rice has not actually advanced in this market during the week, the feeling is very much firmer. We quote: Japan, 5½c.; B rice, 4¾c.; Patna, 5½c.

COFFEE—Has again advanced and is now quoted at 12½ to 13c. for green Rio.

CANNED GOODS—In canned fruits, there is no change in situation. It is now definitely known that buyers here will receive 90 per cent. of raspberries, 60 per cent. of strawberries, and 10 per cent. of cherries, on the contracts signed. There is no change in canned vegetables.

CURED MEATS—Market has advanced on a number of lines and prices are very firm. Sugar-cured hams, 14c.; bellies, 12½c.; short backs, 10c.; long backs, 11c.; shoulders, 10c.; dry salt long clear, 9½c.; smoked clear, 10½c.; backs, 10c.; shoulders, 9½c.

LARD—Pure lard, 20-lb. pails, \$1.90.

GREEN FRUITS—Market is well supplied. The shipments of Ontario fruits that are coming in so far have been in very fair condition, but not all up to the Californian stock. Plums, \$1 to \$1.15; peaches, \$1 to \$1.15; tomatoes, 50c. per basket; Californian plums, \$1.35 to \$1.40; peaches, \$1.35 to \$1.40; pears, \$2.50 per box; crabs, \$5.50 per bbl. Lemons have advanced to \$7 per case. Oranges are without change. Bananas are \$2.50 to \$2.75 per bunch.

BUTTER—Creamery is in fair supply and is bringing 19c. f.o.b. factories. Dairy butter is fairly firm as to price, but the grade is bad, and prices run from 12 to 14c. for the best.

CHEESE—Very fair supply coming in, and prices range from 9½, 9¾ to 10c., according to quality.

EGGS—Abundant supply and market weak—12c. Winnipeg.

GROCERS AND JOBBERS AGREE.

It looks, says an exchange, as if the grocers of Atlanta, Ga., have solved the problem of how to draw the line of jobbers selling to consumers. This question of keeping trade in its proper channel is a most important one and can be easily settled by the retailers if they will but act intelligently together. The Atlanta grocers and the jobbers have agreed upon a list of hotels, restaurants, etc., who are entitled to buy from jobbers' hands.

The assets of E. S. Larne, general merchant, St. Joseph (Beauce), Que., are to be sold by auction on September 5.

Pierre Pomerleau, general merchant, Halifax South, Que., has disposed of his Woodside branch to James Pidgeon.

The John L. Cassidy Co.

LIMITED

339, 341 and 343 St. Paul Street, MONTREAL.

TORONTO EXHIBITION

During the Exhibition our Western representatives will be found at Room 25, Merchants' Building, 50 Bay Street, showing full lines of the following :

- J. & G. Meakin's newest shapes and patterns, Enamelled and Gilt Dinner Ware, including 2 stock patterns.
- J. & G. Meakin's newest shapes and patterns, Enamelled and Gilt Toilet Ware.
- J. & G. Meakin's newest shapes and patterns, Printed and Gilt Dinner, Tea and Toilet Ware.
- J. & G. Meakin's newest shapes and patterns, Printed Ware.
- J. & G. Meakin's Semi-Porcelain Round Edge Hotel Ware, best in the market.
- J. & G. Meakin's White Granite, new shapes and patterns.
- Chas. Field, Haviland, Limoges, China, Dinner and Tea Ware, also stock patterns.
- Chas. Field, Haviland, China, Round Edge Hotel Ware.
- Wedgwood & Co's Enamelled and Gilt Dinner Ware.
- Wedgwood & Co's Printed and Gilt Dinner Ware.
- Wedgwood & Co's Printed Ware, new shapes and decorations.
- Cheap lines Printed and Gilt Dinner, Tea and Toilet Ware.
- Cheapest lines Printed Dinner, Tea and Toilet Ware.
- Large assortment of Carlsbad China, in assorted packages and open stock.
- Full line of cheap German China.
- Great variety in Decorated Lamps, Globes (Electric and Gas).
- New styles in Hanging and Banquet Lamps.
- Complete assortment American and Canadian Glassware.
- Great variety of Jardinieres, and Pots and Pedestals, including Majolica, Fancy Earthenware and Royal Bonn.

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

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

Superior Quality
Always Good

AN AGE OF FRUITS.

"WE are just on the threshold of developing the world's crop of fruits," says The Scientific American. "In the temperate zones the grains, cereals and cattle have reached a higher state of evolution than any other products; but the day for the fruits of the tropics is dawning. From South and Central America, from equatorial Africa and from the lands of the Orient, streams of tropical fruits will, in the near future, pour into Europe and America in return for the cereals, meats and products of the colder climes. Under modern agricultural methods, an abundance of fruits for the whole world can be raised in these warm regions at a cost so low that none need be so poor as to go without them.

"The importance of this change of food supply upon our national diet will be of interest to those engaged in the physiological study of the civilized man. With rich, nourishing tropical fruits so cheap, our meat diet, among the poor at least, must decline. The effect upon the physical and mental characteristics of the race will be interesting. One of the chief drawbacks to the more rapid spread of vegetarianism is said to be due to the insufficient variety of our common fruits and vegetables. The cultivation and development of the fruit crops of the tropics by white settlers must inevitably tend to remove this restriction.

"Fruit culture in the tropics is at present in the most primitive stage; except in a few notable instances, these tropical products are grown just as Nature first produced them. Little or no attempt has been made

to double the yield or to improve the quality. The policy of the native farmers has been to do no more than was actually necessary. In view of the changes in tropical geography of the world wrought by recent wars, the question of the future of the agriculture and horticulture of these lands is rapidly assuming great importance. If the possibilities of the soil and climate under improved culture and the application of farming implements and machinery are all that leading scientists claim, the world's food supply ought to be doubled and tripled in the next decade or two.

"According to scientific horticulturists, these improvements will be along two lines. The first will be the improvement and development of the soil so that its utmost capacity can be measured. As in the north, the earth will be fed, and not simply robbed of its fertility. An acre of pineapples, bananas or cocoanuts, under a good system of culture, should produce twice as many fruits as it does to day. Modern machinery and farm implements will help the crops in thus utilizing the fertility that has been buried in the subsoil for thousands of years. The loosening of the top soil, and the consequent freeing of the imprisoned nitrogen, should stimulate the growth of the trees and plants so that they will assume a greater size and productivity.

"But, while intensive methods of agriculture and horticulture in the direct line of cultivating the soil will have marvelous effects, the greatest improvements are looked for in the improvement of the plants and products by careful selection, hybridization and grafting. Our horticulture owes much to these simple processes. The white men

have brought from the tropics plants which have been adapted to cold climates. If the same methods are employed to improve the tropical plants in their own homes, the results must be even greater. This has already been demonstrated in the banana, cocoanut, pineapple and orange groves of South and Central America."

SHE MEANT WELL.

Last summer, a woman shipped her husband's remains and a dog over the Dominion Atlantic Railway. At Coldbrook, she appeared at the door of the baggage car to see how they were getting along.

"How does he seem to be doing?" she asked, with a sniff.

"Who, the corpse?" inquired the baggagemaster kindly.

"No, the dog."

"Oh, he's comfortable," replied the baggageman.

"Anybody been sitting down on him?"

"Who, the dog?"

"No, the corpse."

"Certainly not," replied the baggageman.

"Does it seem cool enough in there for him?"

"For who, the corpse?"

"No, the dog."

"I think so," grinned the baggagemaster.

"Does the jolting appear to affect him any?"

"Affect who, the dog?"

"No, the corpse."

"I don't believe it does."

"You'll keep an eye on him, won't you?" she asked, wiping a tear away.

"On who, the corpse?"

"No, the dog."

And, having secured the baggageman's promise, she went back to her coach, apparently contented.—New England Grocer.

—THE DEMAND FOR—

REGISTERED
Bow Park
BRAND
HAMS

is rapidly increasing, and grocers will find them "easy sellers."

They are largely advertised and are giving perfect satisfaction.

WRITE US FOR PRICE LIST.

REGISTERED
Bow Park
BRAND
BACON

THE BRANTFORD PACKING CO., Limited,

BRANTFORD, ONT.

MANUFACTURERS
WHOLESALEERS
COMMISSION MERCHANTS
MANUFACTURERS' AGENTS

Gentlemen :

The annual Special Autumn Number of "The Canadian Grocer" will be issued on the 19th of October this year. It will be gotten up in the best style of the Printer's Art. A copy will be mailed to every grocer and general store keeper in the Dominion. You can reach prospective customers in every city, town, village, and cross-road-corner store by advertising in it.

A page costs \$30, half-page, \$17.50, quarter-page \$10, eighth-page \$7. The MacLean Publishing Co., Limited.

MONTREAL—Board of Trade.

TORONTO—26 Front St. West.

WINNIPEG—391 Main St.

LONDON, ENG.—109 Fleet St., E.C.

NEW YORK—105 Nassau St.

A CORNER FOR CLERKS.

Personal and other items for this department will be gratefully received.

I DON'T BLAME HIM.

BY MRS. M'CONAUGHY.

WHENEVER C. heard of a person making a little money for himself in an illegal way, he was wont to remark :

"Well, I don't blame him a bit. His employers don't give him half enough wages, and if he can add on a little by his wits, let him do it. His employers can't miss such a trifle, and it will add a good many comforts to him."

Such being the man's theory of life, it is not strange if he kept a good lookout for chances to "better his own condition." He was a man of good address and efficient working habits, and had secured a very good paying position, supporting his family well. He understood his business thoroughly and was several times promoted, and the chances were good for rising to the highest position in it. But that greed for a little more gain and that hollowness of principle that led him to think the end justified any means, proved most disastrous to his interests. The extra dollar or less he absorbed daily might seem like quite an addition to his income, but it proved dear money. By and bye an old Jew came along who made acquaintance with several parties in the business and adroitly drew them out, until enough evidence had been acquired, when he appeared in his true character of a detective, and the men were discharged. It was a bad outlook for men with families to support at the beginning of a new season. To be discharged "under a cloud" was no recommendation to a new situation.

One familiar with C.'s sentiments remarked that the occurrence was no surprise to him. The man who can say of a criminal "I don't blame him," is not one to be long trusted. Condoning crime in others is but a step removed from crime in ourselves.

The pier of one of our great steamship lines was once found to be riddled through and through with the little insect which feeds on such timbers; so it had to be all repaired, or some day it would have crushed like a shell. A man whose principles are eaten through is not more reliable and far harder to repair.

It is the fashion of the day to "make light" of almost everything, however serious, distressing, or wicked, and it is an evil, undermining fashion. It throws all

things into a false light, just as stained glass does a landscape. Straightforward candor is the mark of a noble nature, and a far better spirit to cultivate than the hollow, mocking tone which turns life, with all its solemnities, into a jest. Alas! too often the jest turns to the apples of Sodom, and only ashes and bitterness remain. A fine, discriminating sense with regard to right and wrong cannot be cultivated too assiduously, and it is a letter of recommendation that never deceives.

HE COULD NOT REMEMBER NAMES.

A clerk in a Toronto retail store tells the following story at his own expense: "It has always been difficult for me to remember the names of customers. I could remember their faces, but with regard to their names it was quite different. At last I hit upon the following plan: When a customer ordered goods which were to be delivered, I would ask, as I stood with pencil and paper in hand, in the event of not being able to remember the name, 'let me see, how is it you spell your name?' Then when the name would be spelled to me I would remark, 'why yes, of course.' This worked all right until one day I asked a customer to spell her name, and she in a snappish manner replied: 'Why S-m-i-t-h, what other way do you expect I would spell it?' That settled my scheme. I never now ask people how they spell their names."

PROSPERITY IN DAWSON CITY.

THE United States consul at Dawson City, under date of July 16, writes as follows: "Dawson appears to be starting in on a new era of prosperity. Warehouses and wharves are being built; a new steamship company, with three good vessels, started to do business this month; a new post office is in course of erection; and estimates are in for a new court house and a new gold commissioner's office, as well as for an executive building for the commissioner of the Yukon Territory.

"We are now having a plentiful supply of vegetables, brought in by steamers and scows. Potatoes that retailed for \$1 per lb. a month ago, can be had now for 20c. per lb., or 8c. per lb. by the sack; beef and mutton are down to 40c. per lb. Notwithstanding this, prices at restaurants are just the same.

"Three cases of smallpox have developed lately; all have been isolated, and the utmost vigilance is exercised by health officers.

"The local council, in order to raise a sum of about \$100,000 per annum, has had property, etc., liable to taxation in Dawson assessed as follows:

Land	\$1,007,330
Improvements	1,487,580
Volume of business	9,392,800
Incomes	1,448,100
Total	\$13,435,810

"Mining machinery keeps coming in in large quantities; working by machinery pays well to any who have the money to invest."

POPULARITY

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

EMPIRE

SMOKING TOBACCO

In 5, 10 and 15c. Plugs.

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

EMPIRE is well advertised.

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

EMPIRE is A BIG PLUG FOR LITTLE MONEY.

Made by

THE EMPIRE TOBACCO CO.,
LIMITED
MONTREAL, QUE.



Curiosity !! About what?

About Mustard.

Do Grocers know why people eat Mustard?

**Good Mustard
The Best Mustard**

KEEN'S MUSTARD

is used to bring out the flavor of the meat.

But then you must sell them the best Mustard,
which, as we said before, is **KEEN'S**.

Current Market Quotations for Proprietary Articles

August 30, 1900.

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

BAKING POWDER.

PURE GOLD.	
3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
5 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	
oz. tins, 3 "	3 00
oz. tins, 4 "	3 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
Diamond—	
W. H. GILLARD & CO	
1 lb. tins, 2 doz. in case	per doz 2 00
3 lb. tins, 3 "	1 25
1/2 lb. tins, 4 "	0 75
JERSEY CREAM BAKING POWDER	
1/2 size, 5 doz. in case	40
1/4 size, 4 doz. in case	75
1 " 3 " "	1 25
1 " 2 " "	2 25
OCEAN WAVE BAKING POWDER.	
per doz	
No. 10, 5-ounce Cans, round or square, 4 doz. in case	\$0 75
1/2-lb. Cans, round only 3 doz. in case	1 30
14-oz. Cans, round only 2 doz. in case	1 80
16-oz. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only 1/2 and 1 doz. cases	9 00



BLACKING

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

CARR & SONS.

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

SHOE POLISH.

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

BLUE.

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

BLACK LEAD.

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

OEN BROOMS

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

BISCUITS.

PEEK, FREN & CO.	
Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins \$3.70 per doz
CARR & CO., LIMITED.	
Frank Magor & Co., Agents.	
Cafe Noir	0 15
Ensign	0 12 1/2
Metropolitan mixed	0 09
Special price list of Fancy Tins for Xmas trade and other lines on application.	

CANNED GOODS.

MUSHROOMS.	
HENRI JONAS & CO.	
Mushrooms, Rionel	\$14 75
" 1st choice Dutheil	17 50
" 1st choice Lenoir	18 50
extra Lenoir	20 00
Per case, 100 tins.	

FRENCH PEAS—DELORY'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 Alps	11 50

CHOCOLATES & COCOAS.

Epps's cocoa, case of 14 lbs., per lb.	0 35
Smaller quantities	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40
Roek Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2
TODHUNTER, MITCHELL & CO'S.	
Chocolate—	per lb.
French, 1/4 s—6 and 12 lbs.	0 30
Caracas, 1/4 s—6 and 12 lbs.	0 35
Premium, 1/4 s—6 and 12 lbs.	0 30
Sante, 1/4 s—6 and 12 lbs.	0 26
Diamond, 1/4 s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, 1/4 s, 8 and 14 lbs.	0 30
Pearl	0 25
London Pearl	12 and 18 " 0 22
Roek	" " 0 30
Bulk, in boxes	0 18
Royal Cocoa Essence, pkgs., per doz.	1 40

Chocolate—	
FRY'S.	per lb.
Caracas, 1/4 s, 6-lb. boxes	0 42
Vanilla, 1/4 s	0 42
" Gold Medal " Sweet, 1/4 s, 6 lb. bxs.	0 29
Pure, 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, 14 lb. bxs.	0 24
Cocoa—	
per doz	
Concentrated, 1/4 s, 1 doz. in box.	2 40
" 1/2 s, " "	4 50
" 1 lbs. " "	8 25
Homeopathic, 1/4 s, 14 lb. 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 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
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	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	18 00
Medium size	15 00
Small size	12 00
Paragon—Large size, per doz.	8 25
" Medium size	4 50
" Small size	2 40
" Individual size	1 00
COFFEE.	
JAMES TURNER & CO.	
Mecca	per lb 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

Yardley's Violettes de Parme Perfume



Is still the reigning favorite almost everywhere. During the last 18 months our sales of this perfume alone in England amount to over 50,000 bottles.

We guarantee it to be of the very finest quality. No better extract on the market. 1, 1½, 2, 3-oz. bottles; also 1 and 4-dram sample bottles.

Savon Violettes de Parme

{ 3 Tablets in } Exquisitely boxed and
a Box. Perfumed.

Creme de Violettes de Parme

Unrivalled for keeping the skin soft, smooth and cool.

ASK OUR CANADIAN AGENTS,

The Greig Manufacturing Co'y, Montreal,
to show you THIS SERIES.



CARR & CO'S BISCUITS

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

We will bring you out assorted cases.

Dominion Agents:

Frank Magor & Co.,
16 St. John St., Montreal.

For British Columbia:

C. E. JARVIS & CO.,
Vancouver, B.C.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

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

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

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

HENRI JONAS & Co.	
1 oz. London Extracts.....	\$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
4 oz. " glass stop extracts.....	3 50
8 oz. ".....	7 00
2½ oz. Round quintessence extracts.....	2 00
4 oz. Jockey decanters.....	3 50

FOOD.	
Robinson's Patent Barley, ½ lb. tins.....	1 25
" " 1 lb. tins.....	2 25
" " Groats, ½ lb. tins.....	1 25
" " 1 lb. tins.....	2 25

JAMS AND JELLIES.	
SOUTHWELL'S GOODS.	
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 90
Red Currant Jelly.....	2 75

P. G. JELLY POWDER.	
Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz.	
P. G. ICINGS.	
Chocolate, 2 doz. cases	\$1.25 per doz.
Lemon, white, pink, canary and Kerneline	2 doz. cases, \$1.00 per doz.

T. UPTON & CO.	
Raspberry, Strawberry, Red Currant, Pineapple.	
1-lb. glass jars, 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb.	0 06½
7-lb. wood pails, 6 ".....	0 06½
14-lb. wood pails, per lb.	0 06½
30-lb. ".....	0 06½

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
" " 5 lb. cans.....	1 50
"Purity" Licorice, 200 sticks.....	1 45
" " 100 sticks.....	0 73
Dulce, large cent sticks, 100 in box....	0 75

MUSTARD.	
COLMAN'S OR KEEN'S.	
D. S. F., ¼ lb. tins, per doz.....	\$1 40
" " ½ lb. tins.....	2 50
" " 1 lb. tins.....	5 00
Durham, 4 lb. jars, per jar.....	0 75
" " 1 lb. ".....	0 25
F. D., ¼ lb. tins, per doz.....	0 85
" " ½ lb. tins.....	1 45

BAYLE'S PREPARED MUSTARDS.	
½-lb. jars 1-lb. jars	
Horseradish..... per doz., \$1 20	\$1 75
English Sandwich..... " 1 20	1 75
Mustard (with fine herbs) " 1 20	1 75
Packed in our self-sealing half and one-pound jars, two dozen in a case.	

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

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

MINCE MEAT.	
Wethey's Condensed, per gross, net	\$11 41
" " per case of 3 doz., net.....	2 85

ORANGE MARMALADE.	
T. UPTON & CO.	
1-lb. glass, 2 doz. case, per doz.....	\$1 00
7-lb. pails 6 pails in crate, per lb....	0 07½
Silver Pan, 1-lb. fancy glass jars, 2 doz. n case, per doz.....	1 30

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

SODA—COW BRAND	
Case of 1 lbs. (containing 60 pkgs.) per box, \$3.00.	
Case of ½ lbs. (containing 120 pkgs.) per box, \$3.00.	
Case of lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, \$3.00.	
Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00.	



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"Daisy Fruit"

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

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GUELPH, ONT.

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are manufactured by

The Wm. Cane & Sons Mfg. Co'y, Limited
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St. John's, Nfld.

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AT RIGHT PRICES.

FANCY BANANAS.

" LEMONS and ORANGES.

" PINEAPPLES.

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

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SATISFYING FULLY, RECUPERATING QUICKLY,
DIGESTING EASILY.

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Manufactured by

THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor

CORNWALL, ONT.

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

If so, we can supply you.

THE . . .

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Oakville, Ont.,

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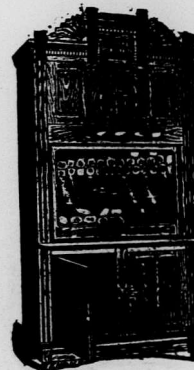
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3rd. Because it is well built.

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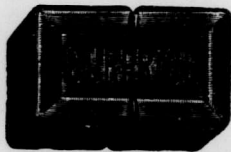


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is the best domestic starch ever offered to the Canadian trade. It is very simple to use, gives a beautiful hard finish to linen and cotton goods, and is sold at popular prices by all dealers at 10c. a package. One package goes as far as two of the ordinary cold water starches.

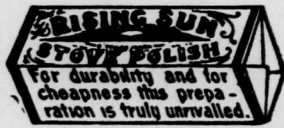
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SOAP



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

STOVE POLISH.



Rising Sun, 6-oz. cakes, 1/2-gross bxs. \$ 8 50
Rising Sun, 3-oz. cakes, gross bxs. 4 50
Sun Paste, 10c. size, 1/4 gross boxes... 10 00
Sun Paste, 5c. size, 1/4 gross boxes.... 5 00



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

STARCH.

EDWARDSBURG STARCH CO., LTD.

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

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

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

KINGSFORD'S OSWEGO STARCH.



SILVER GLOSS { 40-lb. boxes, 1-lb. pkgs., 0 08
 { 6-lb. boxes, sliding covers
 { (12-lb. boxes each crate) 0 08 1/2

PURE—40-lb. boxes 1-lb. pack..... 0 07
 " 48-lb. " 16 3-lb. boxes.. 0 07
 For puddings, custards, etc.
OSWEGO } 40-lb. boxes, 1-lb. packages..... 0 07 1/2
CORN STARCH }
ONTARIO } 38-lb. to 45-lb. boxes, 0 08
STARCH } 6 bundles
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.



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SALADA CEYLON.
Wholesale. Retail

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



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

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



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

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



Cases, each 60 1-lbs..... 0 35
 " 80 1/2-lbs..... } 0 35
 " 30 1-lbs..... }
 " 120 1/2-lbs..... 0 36



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

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

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THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 3s, 4 1/2s and 9s.... 0 36
Royal Oak, 2 x 3, Solace, 8s..... 0 52
Something Good, 7s..... 0 53
Chewing—Currency, 13 1/4 oz. bars, spaced 9s..... 0 39
Currency, 6s and 10s 0 39
Old Fox, Narrow 10s 0 44
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44
Snowshoe, pound bars, spaced 6s.. 0 44
Snowshoe, 2x4, 6s 0 44

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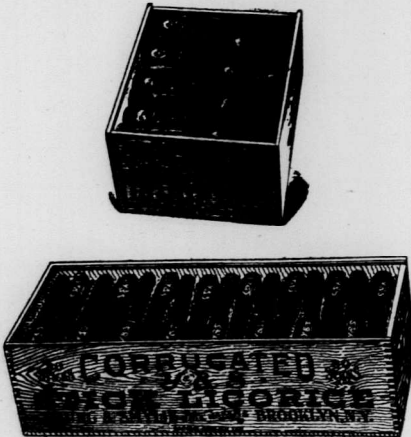
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Washboards Leader Globe 1 75
 " Improved Globe..... 1 70
 " Standard Globe..... 1 80
 " Solid Back Globe 1 90
 " Jubilee (perforated)... 2 45
 " Crown..... 1 50
F.o.b. Toronto.
Matches, Kodak, per case (10 gross in case)..... 3 50

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We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLYABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/2 lb. boxes. Write for illustrated catalogue.

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BLOW PIPES, 300 TO BOX
Styled, TRIPLETS.

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NUTRITIOUS **COCOA**



PREPARED BY THE MILK CO.

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Wethey's Condensed Mince Meat

— IS —

DELICIOUS WHOLESOME

AND

A GOOD SELLER.

Once Tried — Always Used.

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J. H. WETHEY,

Sole Manufacturer

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Crosse & Blackwell, Limited

New Season's

Candied and Drained Peels

LEMON ORANGE CITRON MIXED (O. L. & C.)

In 7-lb. Tins, In 7-lb. or 10-lb. Wood Boxes, In 1-lb. Cartoons.

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