

**PAGES
MISSING**

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE
CANADIAN GROCER
AND
GENERAL STOREKEEPER

**COLMAN'S
MUSTARD**



BEST ON EARTH

CARR & CO.,
LIMITED

Carlisle,
England.



Frank Magor & Co.

Agents for the Dominion.

16 St. John St., MONTREAL

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



Are the sole manufacturers of
the original

CAFE NOIR BISCUIT

No other firm can approach them.

THE CANADIAN GROCER



GOOD PROFITS and MANY FRIENDS

are made by selling . . .

MILLAR'S PARAGON CHEESE

Manufactured by _____

THE T. D. MILLAR PARAGON CHEESE CO.,
INGERSOLL, ONT.

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

A popular name — **“ROBERTS”**

especially when connected with

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

CANADIAN BUTTER NUTS are made specially for the Canadian market.

Are pure and wholesome. Made from best materials. Attractive package.

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

EBENEZER ROBERTS, LIMITED, LONDON, ENG.

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

Symington's

“Edinburgh”
Coffee
Essence

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,
EDINBURGH and LONDON.

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

They Cost Something,
Of Course!

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to “charge up” numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.



If Your Customer Wants Credit

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

For Sale in
Canada by

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

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

A Smiling Face.

A contented customer is a good advertisement—one of the best you can have. You can't have contented customers with smiling faces if you sell goods of inferior quality, because poor quality is remembered long after low price is forgotten. "A Smiling Face" is worth dollars and cents to you. Keep your customers contented and happy. *Sell them quality that you know is right.*



Codou's Macaroni.

Made always from Russian Wheat, and that is one reason why it is so delicate, tender and white. Tough Macaroni won't win the smiling face and satisfaction—*Codou's Macaroni wins both.*

Cox's Gelatine.

Free from adulteration—it is absolutely clean. The standard of highest quality the world over. For the holiday cooking it will be in great demand as usual. Proved "best" by the test of a half century and more. Sell it and you sell satisfaction. You win "A Smiling Face" with Cox's Gelatine.

Sold by Leading Wholesalers Everywhere.

ARTHUR P. TIPPET & CO, AGENTS,

8 Place Royale, Montreal.

23 Scott St., Toronto.

Create a Reputation

and business will follow. It is a recognized fact that the sun is the most powerful light in the solar system—so also is “*reputation for selling high-grade goods*” the most potent “*light*” for attracting regular and profitable customers to your store. Keep this light continuously shining—don't let it grow dim by selling goods claimed to be “just as good” as the standard.

JONAS' FLAVORING EXTRACTS

are the recognized “standards.” They have attained a splendid repute among careful housekeepers—the class that pay their bills. They will light the way into the good-will of the woman's heart and purse, and prove most effectual in creating a reputation for your stock. Their absolute purity, great richness and unequalled strength leave a distinct impression on the mind of the purchaser. Create a good reputation for your goods—business will follow. Sell **JONAS' FLAVORING EXTRACTS** and a continuous demand will follow. Send for interesting facts and price list.

HERE'S A LIST

that you should be interested in. Your stock is incomplete if you do not order a goodly supply of the following, which have just been received by us :

OLIVES

Spanish Queen and Manzanilla Olives, from R. Aguilar, Seville, Spain, in varied quantities.

FRENCH PEAS

from F. Delory, Lorient, France. Moynes, No. 1 half fins, fins, tres fins, and extra fins.

SARDINES

Just received 200 cases quarter-pound tins Trefavennes.

The present would be an opportune time to place your order with us for any quantity of the above-mentioned lines. Better goods at better prices could not be desired

Just here we would state that the demand being evidenced for that famous military dressing :

JONAS' MILITARY DRESSING

is exceedingly brisk, which amply demonstrates its popularity.

HENRI JONAS & CO.

St. Paul Street, MONTREAL.



On Guard!

If you want to hold your Cigar trade, I can help you do it. If you want to be "on guard" against the fellow across the street, who is fighting for some of your Cigar trade, it's ten to one that my Cigars will not only hold your present trade, but will win some of his trade also.

My "Pharaoh" 10 cent and my "Pebble" 5 cent are the two strongest leaders. They have held the trade and won new trade for over a thousand grocers in Canada. Let me send you a trial order of a thousand or more at my expense.

Payne's Cigars.

J. BRUCE PAYNE, Mfr.,
Granby, Que.

"Sterling" Brand Pickles

—CANADA'S
—BEST.

The grocer who would secure the best class of trade must always keep in stock the best class of goods. In pickles and relishes there is no doubt that the famous "Sterling" Brand holds a supreme position. Grocers should at this time of the year see that their stocks are well assorted.

T. A. LYTLE & CO.

Limited

124-128 Richmond St. West, Toronto.

You or your Competitor

Every day it is dawning upon some grocer the advantage which comes to the dealer who determines to make TILLSON'S PAN-DRIED ROLLED OATS the only kind which shall pass into his store. Another season is at hand when it will pay to make a special effort with Breakfast Foods.

If not you, perhaps the man across the street will be the first to seize this opportunity.

Are the best known, best advertised, best flavored Rolled Oats too good for your trade?

FROM TWO LETTERS LAST WEEK ABOUT

"Your goods are very popular with us"—

"Have sold hundreds of bags with splendid satisfaction."

Tillson's
Pan-Dried
Oats

THE TILLSON CO., Limited, Tilsonburg, Ont.

La Presse office 4-10-01

A Group of Tea House Girls in a Japanese Tea House.

JAPAN TEA

The success of **JAPAN TEA** is entirely due to its high quality---it will go a long way towards making your tea department a success, because it contains all the essential elements of purity, cleanliness, delicacy of flavor, because it attracts purchasers that require a tea that can be depended upon to satisfy their tastes.

JAPAN TEA

is handled by leading dealers everywhere, and the call for it is continually growing.


**JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.**

Trafalgar Chambers, Sun Life Building
Annex.


Tel. Main 4142. MONTREAL, CANADA.

May 16 1902
to E. Gillett
Toronto

ROYAL



DRY HOP
YEAST CAKES



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

IF
YOU
WANT

to make your starch business the talk
of the town, sell

IVORY
GLOSS
STARCH

If you want to increase your profits
and have contented customers sell

IVORY
GLOSS
STARCH.

Manufactured by
THE ST. LAWRENCE STARCH CO.,
Limited,
PORT CREDIT, ONT.

PURE GOLD

HERBS

The nice, clean, up-to-date kind. Get your orders in early for our new package, *it's a dandy*. The best goods done up in a manner to make them sell easily. *The Pure Gold way.*

Pure Gold Co., = Toronto



Selected Valencias

What we have left show the finest possible condition. We are offering at specially low prices. — As an investment it will pay you to look into this and BUY.

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



See this Bottle

Is it familiar to you ?

The Best

Coffee

on the market

2

sizes,



Essence

to-day.

5-oz. and

10-oz.

Rose & Laflamme,

Agents,

MONTREAL



Batty & Co.

ESTABLISHED 1824

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

Buying, Handling and Selling Coffees.

ONE OF THE PRIZE ESSAYS.

By HARRY COOPER, Toronto.

TO buy coffee properly entails a complete and ever-freshly-renewed training. No old-time training will stand the wear and tear of time, unless kept up to date by constant testing, by taste and comparison.

How best to get this education will, perhaps, be of interest. The first essential is

A SET OF STANDARD SAMPLES.

These can be procured from any New York house upon sending an express order for as much as you care to spend, not failing to specify the grades and varieties of coffees you are desirous of experimenting with. These secured, you will immediately roast some of each and compare carefully with local samples. This comparison, with the New York price list in your hand, will be extremely valuable, and a constant repetition of the practice of drawing and comparing will in due time give you a splendid insight into many coffees of real merit, which knowledge will be useful when your coffees come to hand. No coffee should be purchased without a sure knowledge of its "drink," and the extra trouble to make a draw (with fair experience and practice) is certainly not time lost. A man must buy to suit his trade. If a small trade in coffee is done,

BUY THE BEST BLENDS

from reliable houses, but try them early and often, or better still, get a set of standard samples, and having made up your own blend, order the constituent parts from the best house in the trade and blend together yourself. Another way is to order your blend, provided you have perfect faith in your jobber. Your New York price list will give you the proper price for any coffee; add 1-2c. freight and 10 per cent. duty; also 16 per cent. for loss in weight for roasting, and you have a fair actual cost. Direct shipments save the 10 per cent. duty. Always remember that "Java" and "Mocha" are corrupted terms, and genuine goods of this type, to be of value, will cost about 30 cents per lb., roasted. And other coffees are similarly treated.

HANDLING.

To buy well is to sell well. There is not much sense in taking all this trouble if the selling end is not properly looked after. There are grocers who undertake to roast their own coffee, forgetting that the finest roasters in America are liable to fail (so delicate is the operation), and how much more so the shop hand doing other things as well. Buy green coffee if you wish, but get a good firm to roast it, and then only 50 lbs. of each at a time; better to be short than to have stale goods. Of course, if it is cheap goods "on a run" greater quantities may be roasted. After coming from the roaster make up your blends and put into tins only, and grind to your customers' orders. If you buy roasted coffee it will come in tins and ought to be kept tightly closed when not being used. The use of chicory in our land is universal and most grocers use it. Many customers like it and do not know that it is the chicory which gives the body. At the same time, there are many heavy coffees, such as the Yankee likes, which make good drink without chicory. These are Bourbons, Costa Ricas, Guatemalas and Bucks; all good, strong-bodied goods and worth a good deal more attention than we give them. A

real good recipe for making coffee properly ought to be printed on every coffee package you send out. Most Canadian coffee is good enough until it is made and put on the table—then it is woefully poor.

SELLING.

To sell coffee, and plenty of it, ought to be the ambition of every grocer. The essentials, as outlined above, having been lived up to in a business-like manner, there should not be any difficulty in making large sales. The first thing is to fix the brands and prices, and then to hang on like "grim death" until results come. Just let us outline our schedule here:

No. 1—"Our Best," a pure high-grade.....	45c. per lb.
" 2—"Perfection," the same with 10 p.c. chicory.....	40c. " "
" 3—"Standard," a pure strong coffee.....	35c. " "
" 4—"Hotel," the same with chicory.....	30c. " "
" 5—"Popular," a fine Santos and Maracaibo.....	25c. " "
" 6—"Real Good," the same with chicory.....	20c. " "

This assortment is simple, making only three blends and yet six prices, and you can always tell the kind of coffee a customer has had by the price she has paid—a most desirable thing, because a woman can always remember the price, but cannot tell you whether she had a chicory coffee or otherwise. Nothing remains after having bought your goods right and handled them well, but to sell them intelligently. When a woman asks for coffee, try to learn her tastes and sell her the proper line—always keeping in mind that "anything" will not do for the man at the breakfast table.

All goods, as above, will show from 25 to 40 per cent. profit, and 100 per cent. profit will not sell coffee more than twice to the same buyer. Value tells in the long run, and always makes for good trade that stays with you.

TEA POSSIBILITIES IN THE UNITED STATES.

The American Grocer, recently referring to British-grown tea in America, says: "The overproduction of tea and the displacement of China tea, in the United Kingdom, by Indian and Ceylon sorts, naturally leads the British growers and British tea interests to canvass for new markets. While the United Kingdom is populated by a tea-drinking people the residents of the United States are given to a free use of beer and coffee, and to-day consume less tea per capita than at any time from 1870 to the present. And this notwithstanding a phenomenal increase in wealth, and a wage-earning population the most prosperous on the globe. The simple fact is that the American people do not take kindly to tea as a beverage, just as the people of the United Kingdom are not partial to coffee. It would be just as practicable to inaugurate a campaign to displace tea by coffee in the United Kingdom, as to carry forward a campaign in the United States to displace coffee and beer by an enlarged use of tea. The average American consumer does not care a rap about flavor, being satisfied with any sort of a warm beverage made from tea, provided that its flavor is not offensive to the palate. The popular taste does not favor the heavy-bodied, sweetish-flavored teas of India and Ceylon, when used straight. The popularity of such teas for blending is greater to-day than ever, but we have no faith in the people of the United States ever increasing their per capita use of tea to the old-time figures, especially so long as they can buy coffee from 10c. per lb. upwards."



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.

THE MAKING OF INDIAN GREEN TEA.

THE following, signed by H. Drummond Deane and addressed to the editor of Indian Gardening and Planting, Calcutta, recently appeared in that journal:

"With reference to your remarks on my system of green tea manufacture, in your leader in issue of September 8, there are, of course, much fuller details of the system issued with the machines, and even to these I can add a few useful hints saving time and money, which I am too glad to give to any purchaser of my machines. I have sent the ordinary details of manufacture to the secretary of the Indian Tea Association for the information of their green-tea committee, and hope that in Cachar, Sylhet and Kangra they may catch on, but I do not anticipate anything very extraordinary in averages, so I would only advise those whose ruling averages are low for black teas to make the trial.

"While on the subject, I am recently advised that it would probably be better not to describe the teas made on my process as Young Hyson, Hyson, Imperial and Twankay, as, owing to our different style of leaf, the appearance is not the same as the Chinese grades of those names, but to describe them as:

"No. 1. Extra choicest new-season's uncolored Indian green tea.

"No. 2. Choicest new-season's uncolored Green tea.

"No. 3. Choice new-season's uncolored green tea.

"If fannings are sent call them green tea fannings; but I advise that these be made into 'compressed tea.'

"My New York friends remark that by naming as above, whatever named tea a client asks for, they supply at once the nearest sample as regards liquor and call it by the name he asks for. Whereas if a client wrote and asked, for instance, for a choice 'Moyune' and their Indian tea

was marked 'Young Hyson,' probably no order would result, but if the same tea were marked 'Extra Choice No. 1 Uncolored Indian Green Tea,' they would send a sample at once, and probably sell it.

"Anyone trying my method should tell me elevation of estate, and if the season at the time of manufacture is wet or dry, hot or cold. Also describe roller and firing machines. I do not think an endless web machine could be used with my process, as the leaf must be handled during firing."

INDIAN TEA SITUATION.

COMMENTING on the table published by Mr. George Seton, giving results of Indian tea companies during the season 1900, The Financial Times says: "It will be observed that, despite an increase in the output of tea amounting to nearly 10 per cent., the profit per lb. has fallen to nearly one-half of what it was last year, the working cost being little under that of 1899. There is, however, one encouraging feature. Over-production is admittedly the root of the evil, and it is therefore gratifying to find that, notwithstanding the failure of the scheme to effect a combined reduction in the output, there is evidently a disposition on the part of the companies to follow out this principle individually. A glance at the figures representing the acreage shows that the increase in the area planted is only a little over 1 per cent. This can only be regarded as a very moderate proportion to meet the depreciation in the gardens, and goes to show that the different managements have fully realized the folly of large extensions. As to the outlook for the current season, it is as yet too early to express any reliable opinion. We are informed that in all districts, with a few exceptions, there was a considerable shortage in the tea crop at the end of August, owing, to a large extent, to the weather, which curtailed the pickings, and this being the case, it is certain that unless this falling off is made up

by the end of September, the crop will be materially reduced. It must not be overlooked, however, that there was a large surplus from the past season at the end of May, and the question is as to what stocks are held in private hands. The opinion expressed by an authority is that it is now but small, and in that event, if there should be, as is not unlikely, a shortage in the current crop, it is not improbable that we shall see better prices at Mincing Lane before very long. This view is corroborated by Messrs. Gow, Wilson and Stanton in their weekly report, issued yesterday, but, at the same time, they emphasize the warning that as young tea from the recent extensions of tea plantations in India is now coming into bearing, every effort will be required on the part of planters to reduce the output. In the meantime, it is interesting to note that the direct export of Indian tea to places outside the United Kingdom for the first half of the year was largely increased, no fewer than 5,774,600 lb. having been shipped, as compared with 3,344,200 lb. in the corresponding period." —Home and Colonial Mail.

CUBAN SUGAR CROP FOR 15 YEARS.

The following returns of the Cuban sugar crop are taken by The Journal des Fabricants de Sucre from The Revista de Agricultura:

Years.	Weight. Tons.	Value. Dollars.	Value per ton. Dollars.
1885.....	631,967	39,653,200	62.74
1886.....	731,723	41,508,300	56.72
1887.....	646,578	36,474,700	56.41
1888.....	656,719	45,219,900	68.85
1889.....	569,333	46,314,200	82.65
1890.....	632,368	40,137,900	63.47
1891.....	819,760	53,220,300	64.92
1892.....	976,789	64,220,000	65.74
1893.....	815,894	59,481,900	72.90
1894.....	1,054,214	57,598,100	54.55
1895.....	1,004,264	42,070,900	41.89
1896.....	225,221	12,123,300	53.83
1897.....	212,051	9,543,100	45.00
1898.....	305,543	13,877,900	45.42
1899.....	335,668	17,244,800	51.37
1900.....	300,073	17,583,500	58.59

Make a display of _____

EMPIRE GOODS IN YOUR WINDOWS OR ON YOUR COUNTER.

Empire Salmon
Empire Extracts
Empire Baking Powder
Empire Coffee

Empire Tea
Empire Tomatoes
Empire Mustard
Empire Brooms

They are attractively labeled.

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

Success Is Crowning Our Efforts.

Our imports in Mediterranean, South American, and Californian Fruits are the largest in the history of our firm.

— DON'T FAIL TO GET OUR QUOTATIONS ON —

Raisins, Currants, Prunes, Peels, Nuts, Dates and Figs.

BEST QUALITY—LOWEST PRICES.

JOHN SLOAN & CO., - - TORONTO.

Sloppy goods are a thing of the past. You cannot stay in business unless you sell good stuff. How few cheap raisins you now sell! All your customers must have best selected, so in Brooms, formerly 3 for a quarter was all the go---now you must have the best, we have them.

**All hand-made, under our supervision.
 No Dyed Corn.
 Every Broom Guaranteed.
 Every Handle Kiln-dried.**

SIGNAL-- Plain, well made, strong, on the heavy side, solid shoulder. Good, every day broom.

STANDARD-- From fancy green corn, the nicest Carpet Broom made, bound to give satisfaction.

BAMBOO CURLERS-- We introduced these years ago. How many Bamboo Curlers are now offered you proves we struck the right key. Our Curlers are still to the fore with larger sales than ever before.

MINING-- Just what is wanted for underground working, heavy, weighing 42 lbs. per dozen, wire string instead of twine, made from coarsest corn procurable.

James Turner & Co., Wholesale Grocers, Hamilton

The season has now commenced for **FISH.**

WE CAN SUPPLY YOUR WANTS.

Boneless in 25-lb. Boxes. Quail on Toast, 1-lb. Packages, 24-lb. Boxes.
Cod Steak, 1-lb. Packages, 24-lb. Boxes.
Skinless in 100-lb. Cases, Quintals and Half-Quintals.
Labrador Herrings in Barrels and Half-Barrels.

JUST ARRIVED: New Season's Peel—Best Brands, Lowest Prices.

Thos. Kinnear & Co., Wholesale Grocers,
49 Front St. East, **Toronto.**

TRADE CHAT.

S. J. MAJOR, wholesale grocer, Ottawa, has left with his wife for a tour through Europe, which will occupy about three months. During Mr. Major's absence, J. Cote will manage the business.

Lind, Kerrigan & Co. have started as wholesale grocers in London, Ont.

A new school factory will be built by the Fordwich, Ont., Cheese and Butter Co.

John Drew, general merchant, Snowflake, Man., had his kneecap injured the other day, but is about better now.

Herb. Bell, formerly with A. Beattie & Co., Stratford, Ont., has opened a grocery and fruit store on Ontario street, Stratford.

Ephraim Goldberg, merchant, Vancouver, has been fined \$25 for infraction of the early-closing by-law of that city. He will appeal.

N. E. Hicks, general merchant, Norwich, Ont., is being congratulated by his friends. He entered a "life partnership" the other day.

J. N. McKelvie, manager of Codville & Co.'s branch at Calgary, N.W.T., stated the other day that the crops of Alberta have been so good that they are having a marked effect on trade.

J. B. Doyle & Son have bought out D. R. Owen, successor to Dodge Bros., grocers, Woodstock, Ont. They are having the store refitted, and will add to the attractiveness of their store by handling cut-flowers.

Blyth, Ont., will vote on a by-law to loan C. H. Beese, of St. Marys, Ont., \$6,000 on consideration that he rebuild the Blyth flour mill, the money to be returned in 15 annual installments of \$400.

"H. AND H." IN MONTREAL.

James McIntosh, agent for "H. and H." in Canada, is making a strong campaign just now to get a footing for this cleanser in Montreal. He is having distributed from door to door a circular explaining the good qualities of "H. and H."; showing sound reasons why it should be always used when an antiseptic cleanser is wanted, and its advantages for general use and giving as references many large concerns who have adopted this soap because of its unique qualities. At the top of the circular is a list of the retail stores in which "H. and H." can be had.

Any inquiries coming to Mr. McIntosh are followed up immediately, thus helping the retailers who sell the cleanser to make good sales.

CANNERY FOR NAPANEE?

The Napanee Beaver notes that greatly increased attention is being paid in Lennox to fruit-growing. Mr. A. C. Parks, of Hay Bay, County Commissioner, has now nearly 100 acres of his farm devoted to fruit, 80 acres being in apples and about 20 in small fruits. He has sold this year 50,000 boxes of berries, and last year packed between 2,000 and 3,000 barrels of apples. Other farmers of the county are going extensively into fruit, and The Beaver foresees a bright future for fruit-growing in North Fredericksburgh. Canneries in Port Hope and Belleville so far have taken the small fruits of the district, and The Beaver calls for a Napanee cannery.

CATALOGUES, BOOKLETS, ETC.

CONFECTIONERS' CONVENTION REPORT.

The official record of the eighteenth annual convention of the National Confectioners' Association of the United States has just been issued. The record includes, in addition to a full report of the proceedings, a great deal of information of much value to those interested in the confectionery business. The report of the officers for the past year shows that the association is maintaining not only its membership and financial standing, but its power and vitality.



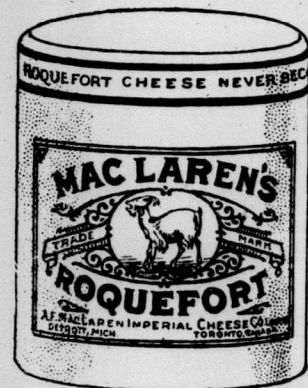
DO YOU SELL CHEESE ?

If you do, your stock is not complete without

*MacLaren's Imperial or
MacLaren's Roquefort*

in White Opal Jars

EVERY SALE INSURES SATISFACTION



IN STORE
NEW SEASON'S FRUITS.
SEE OUR TRAVELLERS.
THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

MANITOBA MARKETS.

WINNIPEG, September 30, 1901.

NOTWITHSTANDING the wet weather and the consequent check to threshing, trade has been very good. Many took the opportunity of being in town for the Royal visit to make purchases, and more than one wholesale house reports a very active business. Collections are improving, although wheat deliveries are not as large as were anticipated. There have been few changes in prices during the week.

FLOUR—no change in price has taken place. Market is very firm with possibility of higher prices. We quote: Ogilvie's Hungarian patent, \$2; Glenora patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.50; Imperial XXXX, \$1.15; Lake of the Woods, Five Roses, \$2; Red Patent, \$1.85; Medora, \$1.45; XXXX, \$1.15.

CEREALS—Rolled oats, \$2.20 net; standard and granulated, \$2.70; beans, \$2.55 to \$2.60; cornmeal, \$1.65 to \$1.75.

RICE—The market is normal. We quote: B rice, 4 to 4½c.; Patna, 5 to 5½c., and Japan, 5¼ to 5½c.

CANNED GOODS—Tomatoes are now quoted 5c. higher, in accordance with the higher prices made by canners in the East, but, as many houses quote on entirely

different grades, accurate quotations are difficult, if not impossible. Corn and peas will both be higher, judging from the demand and the very firm tone of the market. Other canned goods are without change for the week.

COFFEE—Rios are weak, and have dropped ¼ to ½c., being now quoted at 8½ to 8¾c. for No. 5.

EVAPORATED FRUITS—Apricots have again advanced, quotations now being 13½ to 14c. New prunes will arrive shortly, and prices will rule fully ½c. higher for all small sizes than last year. Prevailing quotations for small sizes are 4¾ to 5c. per lb. for 50 lb. boxes.

CURED MEATS—Market is very firm, and with possibilities of further advances. At present, prices rule the same as last week. Lard, however, has again advanced, and is now quoted at \$2.60 per 20 lb. for pure, while tierces and tubs are both 1c. higher per lb. Pure lard in cases is \$7.80.

BUTTER—The market shows few changes. Creamery is in better demand, and prices are higher. One sale is reported at 18c. factory, and 17½c. is offered quite freely. Round lots of choice, fresh dairy are in demand and hard to obtain. On the other hand, there is a heavy stock of seconds on the market. The best is worth 15c. at

Winnipeg, with 13c. downward for other grades.

CHEESE—Demand is good, and 8 to 8¼c. is being offered for the best grades.

EGGS—Choice candled eggs are worth from 15 to 15½c. Winnipeg, and the supply is limited. Strictly new laid retail at 30c.

NOTES.

The handsome new home of the Lake of the Woods Milling Co. on McDermott street will be open for occupation about the middle of October.

TORONTO JUNCTION MERCHANTS MEET

A branch of the Retail Merchants' Association of Canada was organized at Toronto Junction last week. The following officers were elected:

President—James Bond.
 1st Vice-president—W. W. Howell.
 2nd Vice-president—A. M. Gobel.
 Secretary—H. E. Snell.
 Treasurer—E. R. Rogers.
 Credit and Collecting Board—A. Chisholm and H. W. Raymond.

A WHOLESALE GROCER SELLS OUT.

C. H. Clerke, St. Stephen, N.B., has sold his wholesale grocery business to W. C. Purvis, of St. John. The business will be conducted under the name of Purvis & Graham. It is understood that all the old employes will be retained.



BETTER GOODS BRING BETTER PRICES

THE GROCER
 WHO SELLS **UPTON'S**

Jams, Jellies and Marmalade

has an infallible profit and a steady sale
 all year round.

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

TRADE IN COUNTRIES OTHER THAN OUR OWN.

CANNED SALMON IN LONDON.

HERE has been a good inquiry for salmon during the past week and quotations for the different grades are now most reasonable. Retailers in many instances have reduced their prices and the consumption already shows a great improvement. Once again it has been proved that when an article of food advances above a certain limit, no matter how strong the statistical position may be, the demand falls off to a large extent, and although the article in question may be a most popular one as in the case with salmon, yet a substitute in some way or other is readily found.—Produce Markets' Review, Sept. 14.

CURRANTS IN NEW YORK.

There arrived on the steamer Maniu, from Catacola, Greece, 2,500 barrels of currants and 10,910 barrels, 320 cases, 5,725 half-cases and 2,270 quarter-cases and 10 bags of currants from Patras. This is the first considerable arrival of the 1901 crop so far this season, and its immediate influence on the spot market has been to cause a decline in spot prices to the level at which goods were offering to arrive on that vessel, namely, 6c. to 6½c. for Amalia grade in barrels. It is stated in several well-informed quarters that a very large portion of the cargo to arrive on the Maniu has been sold in transit, and that stocks now unsold are comparatively light. Exclusive of the cases ex Maniu the total arrivals of the 1901 crop to date numbers 14,710 barrels. The market on the spot is reported fairly steady at the moment at from 6 to 6½c. for fine Amalia, but the influence of fruit to arrive is apparent.—N. Y. Journal of Commerce, Sept. 30.

THE UNITED STATES RICE CROP.

According to the advices received from New Orleans the movement of the crop continued small for the season of the year, and the market held firm. Demand was fairly active, keeping the market closely sold up; in fact, it was claimed that offerings were barely sufficient to meet the requirements of the trade. With the movement of plantation rice, however, offerings will rapidly increase, and with a crop of Louisiana and Texas estimated between 2,500,000 and 3,000,000 sacks it is not expected there will be a shortage. Many believe, however, that requirements will be greater than a year ago, due to the partial failure and high prices of potatoes. Reports from the Atlantic Coast markets continued to report fairly firm markets.—N. Y. Journal of Commerce.

COCOA IN TRINIDAD.

Mail advices received from Trinidad of the date of September 11 said: "Trinidad cocoa There is little or nothing doing in this article on account of the very small supplies coming in. Stronger advices from abroad have caused prices to become somewhat firmer, and we now quote at \$13.75 to \$14 for ordinary to good and \$14.25 up to \$14.50 for good to fine estates cocoa. Exports for the fortnight amount to 1,908 bags, of which 529 bags have gone to the United States. From October 1 to date shipments have been 135,469 bags, as compared with 153,199 bags for the corresponding period of

last year. Venezuelan Produce—Cocoa—Only about 200 bags have arrived during the fortnight which have found ready sales at prices varying from \$13.90 to \$14.25, according to quality. The weather—The heavy rains reported in our last have given way to a spell of fine and cooler weather which seems to betoken the advent of our 'Indian summer,' and is most favorable for all cultivation."

SITUATION IN CURRANTS.

A total of 2,200 tons of new currants of all descriptions per Rescue, Naranja, and Matyas Kiraly have been placed on the market during the week. All the other growths are, in varying degrees, excellent, Gulph being perhaps the least, and Vostizza the most, pleasing. Intermediate growths, as Amalias and Patras, are very attractive, especially after the almost total absence of such fruit during the past year. As might have been expected, the new currants have met with a hearty reception, and the prices established are not only reasonable, but conveniently adaptable to the usual range of retail prices. Sellers show a commendable willingness to meet buyers' requirements in the matter of price; and the only probable difficulty to be foreseen in the immediate future is a somewhat scanty supply after the first shipments have been cleared off. The development of the Greek Government plans for the assistance of growers, including facilities for advances against and storage of produce, together with, in some cases, the large profits realized by growers last season, have put this branch of the trade into a position to be less dependent than formerly on obtaining money by immediate consignments to foreign markets. On the other hand, merchants have shown this year an unprecedented reluctance to make the advances against consignments which have been usual for many years past. The whole tendency of these various circumstances, together with the fact that the crop is only a moderate one in point of size, is to severely limit heavy shipments at the opening of the season, and is in the direction of retaining the main stock of currants in Greece, whence they can be distributed more evenly throughout the year to the various consuming centres.—Produce Markets' Review, Sept. 14.

CANNED VEGETABLE SITUATION IN THE STATES.

The packing season has witnessed since the spring a decided improvement in the price of canned corn in some sections, notably in New York State. But, when we compare prices of the 20th of September, 1900, with the present prices of this date, from quotations of the Baltimore market, we find that country corn in 1900 was quoted here at 57½c. to 60c., and in 1901 is quoted at 65 and 70c., an average advance of about 13 per cent. But a comparison of the figures for New York State corn as the two periods mentioned shows quotations to be almost exactly alike, with too small a difference in value to figure a percentage on.

Beans, on the other hand, show a decided advance, string beans at this season being about 30 per cent. more than they were at the same time in 1900, and lima beans about 80 per cent. higher. Tomatoes, however, loom up strong, and are fully 25 per cent. higher in this

year of Our Lord 1901 than they were in the corresponding week of 1901.—Trade Baltimore.

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.

A consignment of new Eleme figs and Sultana raisins arrived this week for H. P. Eckardt & Co.

"Boston Luxury" coffee is bringing good business to John Sloan & Co.

Buyers of jam will do well to get quotations from H. P. Eckardt & Co.

John Sloan & Co. are sacrificing last year's selected raisins.

H. P. Eckardt & Co. are selling canned fruits at low prices.

T. Kinnear & Co. are in receipt of shipments of new currants, prunes, raisins and figs.

An active sale is reported by W. H. Gillard & Co. for Postum Cereals, 15 and 25c. packages.

Henri Jonas & Co. report that their famous military dressing is having a particularly good sale at the moment.

Now in store with W. H. Gillard & Co.: Carload each "Maple Leaf" and "Pine Tree" salmon, new pack, beautiful goods.

The "Salada" Tea Co. say business was never better, last week being a record-breaker for green Ceylon.

Henri Jonas & Co. have just received a consignment of 200 cases of choice Trefavenne sardines. Messrs. Jonas say that there is a great scarcity of these goods on the European market.

W. H. Gillard & Co. are just in receipt of some fine lines of fish: Shredded codfish, 10c. line, 2 dozen in case; boned and skinned cod, 100-lb. cases; No. 1 fine qtl. cod, pure cod, 1 and 2-lb. bricks; boneless fish, 1 and 2-lb. bricks, and boneless fish in 25 and 40-lb. boxes.

Henri Jonas & Co. are experiencing a specially brisk demand for their syrups. It might be mentioned that these syrups are put up in exceedingly handsome and tasty decanters, which can be used for vases or other purposes.

MR. GLOVER IN CHICAGO.

Mr. Wm. Glover, who travels on the Northern railway for Warren Bros. & Co., Toronto, left on Saturday last for a holiday trip to Chicago. Mr. Glover has for some time been trying to find time to visit the "Windy City," and, now that he is there, he is having a good time. That is, any rate, what his friends judge from the letters they have received from him.

LITTLE THINGS COUNT.

We have lately received a letter from Mr. J. Sutton Clark, who owns a canning factory in St. George, N.B., and not the least pleasing feature of it was the high-class stationery, that could not but please the recipient. Mr. Clark is the packer of "Royal Club" sardines, and he has had the Canadian coat-of arms richly embossed on his paper and envelopes. It would naturally give one the idea that Mr. Clark is a man of taste, and, consequently, that he knows how to pack a delicious sardine.

NEW PACK—NOW IN STORE.**"ANCHOR" BRAND SALMON**

GUARANTEED THE FINEST FRASER RIVER SOCKEYE FISH PACKED.

ALSO THE WELL-KNOWN **"HORSE-SHOE" BRAND—IMMEDIATE DELIVERY—**

SPECIAL PRICES ON

NEW CURRANTS, RAISINS, SULTANAS, PEELS.THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS, ETC.

TORONTO.**AMONG TORONTO RETAILERS.**

Trading Stamps and Early Closing. On Monday, the Toronto City Council passed a by-law prohibiting the giving, sale or use of trading stamps in that city after January 1, 1901. It is fully three months since the by-law was introduced, but its passage was postponed till after the summer holidays, and has since been delayed by pressure of other business. A by-law to amend the early-closing by-law to make it enforceable was also before the council for many weeks. It received its second reading on Monday, but the third reading was deferred in order that a deputation might be heard in regard to the amendment.

Decorate Your Stores. The merchants of Toronto, especially those on the principal streets, should make a big effort to make their premises gay and attractive next week. The event of a visit from the heir apparent to the British throne is a fitting occasion for celebration and should be taken advantage of by every loyal citizen. The preparations made so far would indicate that Toronto will be in gala attire, and if the merchants of the city all fall in line, the reception of the Duke and the Duchess of Cornwall and York will

prove a success not likely to be soon forgotten.

Two Failures. Two Toronto grocers have failed during the last few days. One of these, Joseph Carpenter, has for five years or so carried on a grocery and butcher business at 1120 Queen street west. His creditors met on Monday at the office of R. Tew, assignee of the estate, when it was shown that the liabilities are about \$2,000, with very small assets. W. H. Deverall was appointed inspector and the creditors decided to give Mr. Carpenter till Wednesday to make an offer. The other grocer who assigned was George Doxey, Parliament street. Mr. Doxey has also been in business for several years and has accumulated \$1,200 of liabilities, the assets being estimated at only \$150. The liabilities are principally of amounts under \$100. The creditors of this estate have been called to meet on Tuesday next by Clancy Bros., Harbord street, Toronto.

PERSONAL MENTION.

Mr. W. G. A. Lambe left on Wednesday night for a fishing trip to the Trent river.

Mr. C. S. Pickford, who has been in Halifax in charge of the West-Indian exhibit at the exhibition there, has returned

to Toronto where he will spend another couple of months in the interest of West-Indian trade. He is accompanied by Mrs. Pickford.

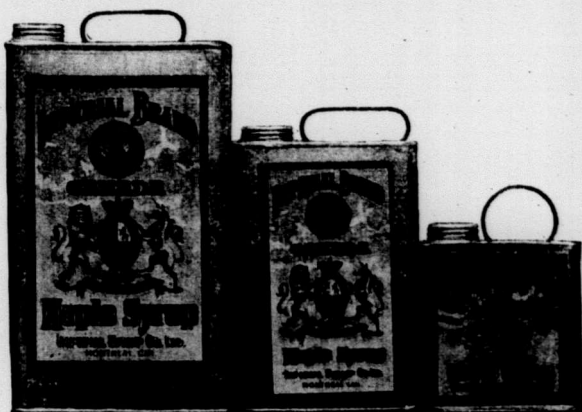
U. S. BUYING OUR TOMATOES.

Curtis Bros., the well-known manufacturers of tomato catsup at Rochester, N.Y., have had an agent in Ontario buying tomatoes lately.

"Their agent," remarked Mr. Wellington Boulter to THE CANADIAN GROCER, "wanted 20,000 bushels, and when I came away yesterday (Tuesday) from Picton 42 wagon loads were being shipped. The price paid was 20c. per bushel.

"The difficulty with us packers is that we are all out of cans. Owing to the strike in the United States we have simply not been able to get the cans from the factory that we had ordered. We will not get any more than 60 per cent. of last year's pack of tomatoes, let alone 70 per cent. according to our agreement with the syndicate.

"Of course you know that the season was about two weeks late this year at any rate. The syndicate, as you know, has advanced prices 2½c. per dozen, and it may possibly advance its figures still more."



Imperial Brand

MAPLE SYRUP

is the very kind your customers want. All who have tried it pronounce it to be without equal. Since first this brand was placed on the market it has met with wonderful success. Money refunded if not satisfactory.

PUT UP BY

Imperial Maple Syrup Co., Limited

88 Grey Nun Street,

MONTREAL

“Good
Enough.”

The day of “good enough” has gone by in the production of Salt. Modern methods have relegated the old-fashioned Salt of commerce to a back seat. Only **the best** will satisfy the particular cook to-day, and Windsor Salt anticipates her desire.

No woman is content with cooking that is simply “good enough” and no more is she willing to use Salt of inferior quality to produce the best results. “Good enough” won’t do for her any more than for you---**Windsor Salt is the best by test.** Facts prove it, sales prove it. If you are not selling it, won’t you prove it yourself by ordering it?---**prove it to-day!**

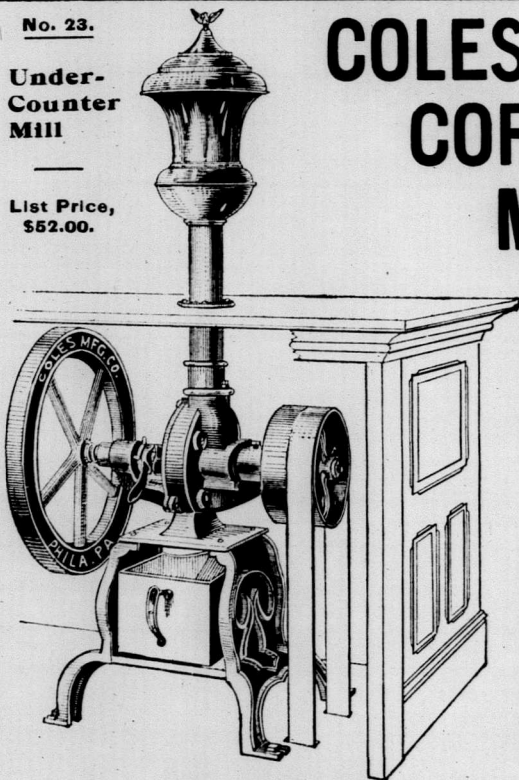
*Windsor
Salt.*

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

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Coffee.

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

A GREAT
LABOR-SAVER.

Our Grinders
wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA,
PENNA.

40 years' experience ought to count, and every barrel of vinegar we send out carries the benefit of that experience in its

Strength, Brilliancy, Flavor.

Wilson, Lytle, Badgerow
Co., Limited

TORONTO



President,
JOHN BAYNE MacLEAN.
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

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

THE CHEESE MARKET.

THINGS have gone away in the cheese market. Last fall's depression has recurred even earlier in the season, and that with prices $1\frac{1}{2}$ c. lower than last year and 2c. below those of the year before. Exporters do not know what to make of it. The past week has seen a drop of $\frac{3}{8}$ to $\frac{1}{2}$ c. per lb. on the Montreal wharf.

Three weeks ago so satisfied were students of the market that there must be an advance in the price of cheese, that they began paying higher prices at the country boards. Shipments were nearly 400,000 boxes behind those of last year, the English make was short, prices were abnormally low, and the outlook was for a short make here in consequence. All that was needed, so they thought, was to boom things a little and the market would necessarily become excited. The boom lasted a week or ten days, and was not responded to. As a

consequence, the market is back into its old position, and holders will be lucky if it does not recede any further. We understand that there are low offers being made over the cable.

The question is hard to solve at the present time. Hitherto our experience on this side of the water has been that John Bull's appetite could not be overjudged provided we gave him goods at the right price. But now Prof. Robertson says he is forsaking cheese for chicken, ham and bacon. One is apt to doubt that, for your Englishman is nothing if not conservative, particularly about his appetite. He still takes his beer, and how can he do without his cheese?

The real trouble seems to be that the English importer was caught on his fall purchases last year and he wishes to escape a repetition of such an eventuality. The "scare" has got into his head, and it seems impossible to get it out. There are numerous inquiries coming in for goods which goes to show that stocks on the other side are light, so that we can reasonably conclude that all the goods we will produce this fall will be wanted before next spring. But it would seem that if the Canadians wish to clear themselves on their season's purchases, they must carry a good portion of the stocks generally held in English winter warehouses. If they do decide to be content with lower prices, their decision will be disastrous to themselves, even though stocks are not as large as they were two weeks ago. After the manner in which they held out all last winter for lower prices we may expect them to set their shoulders to the wheel again.

GOOD PRICES FOR APPLES IN NOVA SCOTIA.

The short apple crop in Nova Scotia is not an unmixed evil. A correspondent in the Annapolis Valley writes us that although the crop is but 60 per cent. the quality is excellent, and the price at the orchards is \$3 per bbl.

The recent rains, our informant says, have improved all the late fruit and the pasture land, while there have not yet been any frosts to hurt.

THE DISPLEASED POLITICIANS.

QUITE a little discussion is taking place in the columns of the daily papers in regard to the avenue through which the honors were distributed among the score or more of Canadians who obtained them.

By a sort of courtesy the honors have of recent years been bestowed upon those whom the Federal Government recommended. In the recent instance, however, the rule was not followed. The Governor-General largely, if not altogether, took the matter into his own hands.

This, naturally, has not pleased the politicians. And it was not to be expected it would, for a species of patronage is involved in having a voice in the selection of those upon whom the Royal favors shall be bestowed.

Some of them have gone to the length of consulting Sir John Bourinot in regard to the constitutional aspect of the matter, but they have not got much consolation from that gentleman's opinion, for he distinctly says that in making colonial recommendations for knighthood and other Royal honors the Governor General is not required to take the advice of his Ministers.

The list may not be, perhaps, an altogether satisfactory one, but there has probably never been a better one in the history of the Dominion. And there have certainly been those that were a great deal worse.

Those selected for honors were not selected because of their political service. And for that let us be truly thankful.

What the people of this country are most concerned about is not so much how the honors are bestowed as about upon whom they are bestowed. That is how the business men, at any rate, look upon the question.

A CONVENIENT TELEPHONE.

Business expansion has necessitated the placing of a telephone switchboard in our Toronto office, and telephones have been located in the editorial, business, advertising and mechanical departments. This will prove of great convenience to our patrons as well as to ourselves. The call number is now either 2701 or 2702 main, instead of 2148.

A HINT TO SIR RICHARD.

The Canadian people are never above taking a hint. Let them note, then, that the Government of New South Wales has decided upon the establishment of full commercial agencies, not alone in London, but also in South Africa and China. There exists in London an agricultural agency established by the Victorian Government, and the New South Wales venture will, no doubt, follow somewhat the same lines. Moreover, branches are to be established in Italy and France in the hope of a considerable direct freight by the Australian steamers which call at Naples and Marseilles on their way home.—The Canadian Gazette, London, Eng.

IT is quite true that "the Canadian people are never above taking a hint."

But we regret we cannot say the same in regard to the Trade and Commerce Department of Canada, in whose care commercial agencies are supposed to repose.

The Gazette evidently recognizes that one of the needs of Canada is a commercial agency in London, and, possibly hopes, by drawing the attention of the Canadian people to what New South Wales is doing, to stir up, through the people, the Trade and Commerce Department.

Candidly we have little hope of the effort being successful. Sir Richard Cartwright has been importuned again and again in regard to the matter by organizations of business men, the trade press, and even by such influential papers of his own party as The Toronto Globe. But they have importuned in vain. Sir Richard Cartwright is more stubborn than the unjust judge. The latter did eventually supply the wants of the importunate widow. But Sir Richard appears to be as stolid and indifferent to the importunities of the business men of this country in regard to the appointment of a commercial agent at London as he was when the question was first mooted.

One of the ablest men in the Cabinet, as Sir Richard in many respects is, it was a grave mistake when he was appointed to the portfolio of Trade and Commerce. He never was in sympathy with the commercial men of this country. When they asked for bread he would with a great deal more pleasure prefer to give them a stone. And to-day his whole Department is largely permeated with the same spirit.

Matters of public interest, and which it was only right the public should obtain, have been refused by high officials in the

Department to important mercantile bodies seeking them.

We have in our mind at the moment an inquiry that was made at the Department of Trade and Commerce not long since by one of the important organizations in Canada for certain information of a public character. The applicant was, however, curtly told that it was none of the public's business. And yet, at the same time, the information was printed in one of the blue books, although the applicant was not aware of the fact at the time.

The portfolio of Trade and Commerce is one of the most important in the Government, and yet it is undoubtedly the one to which the least attention is paid.

What is wanted at the head of the Department is a man with the commonsense of

NOTICE TO ADVERTISERS.

As Thursday and Friday of next week will be observed as holidays, THE GROCER will go to press a day earlier. Copy, therefore, should be in our hands not later than Monday at 5 p.m. The insertion of matter after that date cannot be guaranteed.

Hon. Wm. Paterson, the insight and application of Hon. Wm. Mulock, or the energy and ambition of Hon. J. Israel Tarte, and until such an one is appointed in the room and stead of Sir Richard Cartwright not only will the Department be a sinecure, but the interests of the country will suffer as well.

ADVERTISING DELINQUENT ACCOUNTS

A GOOD deal of interest has been aroused by the aggressive action of the Utica, N.Y., Retail Grocers' Association in regard to delinquent accounts. This organization publishes and offers for sale in the local papers the accounts of customers who refuse to pay up, advertising not only names and addresses, but the amount owing in each case.

Col. Robert M. Floyd, Boston, Mass., vice-president of the International Bureau of Grocers, recently submitted the question of the legality of this method to Wm. B.

French, an authority on United States commercial law and equity. Mr. French states that in his opinion the system is dangerous, and likely to lead to much litigation.

He reasons that, as a false statement, calculated to injure the reputation or interests of any person, is libelous, and its publication is actionable, it is not necessary that the false statement should directly infer dishonesty, but if its import is of that nature it becomes a libel. Therefore, if a jury or judge determined that the publication of such an account was hurtful to the customer's reputation, the publishers would bear the onus of proving the correctness of the account. The publication of accounts by an association would, therefore, be a dangerous undertaking, unless exceedingly great care was taken re the accuracy of the accounts.

A RECORD SALMON PACK.

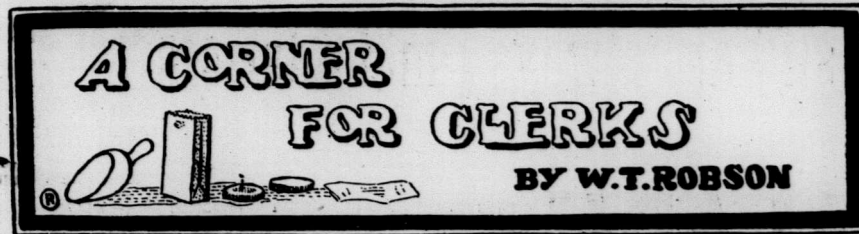
THERE is now no doubt that the salmon pack in Canada of 1901 is the largest on record.

Statistics received this week at the Fisheries Department, Ottawa, place the pack on the Fraser river at 920,313 cases, while the total for the whole of British Columbia is estimated at nearly 1,250,000 cases.

The previous record year was 1897, when the pack was 1,015,477 cases for the whole Province, to which the Fraser river canneries contributed 860,459 cases.

As it takes on an average 12 salmon to fill a case of the canned article, it means that something like 15,000,000 fish have been caught in the waters of British Columbia this season and put in cans. And, besides these, there are the salmon that are caught for other purposes, such as freezing, salting, etc. Quite a trade is being developed in dog salmon with Japan, a number of Japanese being engaged in British Columbia in shipping the fish to their native land in a pickled state.

There is no close season in British Columbia this year, and, as sockeyes are still running, a few of the canners on the Fraser are still packing, but, according to our advices, they are confining their operations to flat tins for the export trade.

**ALLEGED CANNED-SALMON POISONING.**

A CLERK writes me regarding a case of sickness resulting, it is supposed, from eating canned salmon. This is an old story. We have heard it often in the past, and it has generally been proven that the canned goods were not to blame, but that the illness resulted from some other cause, and the great trade of canning goes on increasingly, unaffected by these reports. When you stop to consider how this branch of our business has grown during the last few years, it is a source of wonderment how well and wholesome the goods thus prepared must be. Why, grocers who have sold hundreds of cases of salmon and canned goods have told me they have never heard of a single case of illness resulting from their use. From actual experience, there cannot be one tin in a million that is dangerous to health.

When a family is suddenly taken ill from some cause which they cannot understand, it is the easiest thing in the world for the doctor to say they have eaten something that has not agreed with them. The question is asked: "What did you eat for your last meal?"—a number of foods, but, among others, canned salmon. That settles it; the canned salmon made them ill. The doctor does not know what the grocer knows from experience. The chances are that the illness was caused by some other food.

I knew of a family, in summer, having a noonday lunch of salmon prepared liberally with vinegar, then serving iced milk. Now, the action of the vinegar on the milk made them ill. They had the idea the salmon was the cause of their sickness, and they circulated a report to that effect, when the real trouble resulted from their own inconsiderate menu. This is an average case of trouble resulting from the use of canned goods.

No food the public use is more scientifically prepared or more generally wholesome and nutritious. Canners are, as a rule, particular regarding the quality of the stock they use. It must be up to the standard or is rejected. Scientific tests are applied to the product by skilled men who have spent years in this branch of study, and it is almost impossible for a mistake to occur in any of our first-class factories. That these

stringent precautions are taken makes the grocer feel perfectly safe in recommending to his customers goods in which he has confidence.

PROMISES REGARDING DELIVERY OF GOODS.

"J.B.C."—Always keep your promises. If you tell a customer you will have the order there at 3 o'clock, be sure and do as you say, or the customer will not have confidence in you in future. Don't say 3 o'clock unless you know that the goods can be gotten there by that time. Just on this point is where many clerks make a mistake, by promising to do things for customers and never carrying them out.

When you make a promise, keep it. This means watchfulness in making promises. It is a very annoying thing to a customer to expect his goods at a certain time and then not get them for one, two or three hours after. I do not blame them very much if, after a repetition of this, they would leave the store. A clerk cannot be too careful in a case of this kind.

Try and have a reputation for prompt and careful delivery. Sometimes the driver is at fault, but generally it is the clerk who has neglected to have his orders ready for delivery. As one driver remarked to me only a few days ago, "I could deliver the goods if I could only get them. The trouble is I have to wait until they are ready, and that keeps me late. I get the blame, when the fault is with those behind the counter." Make every effort to have your part of it done at the right time. If there is any fault found, see that you are clear.

CLERKING IN LARGE AND SMALL STORES.

"W.R.S." does not like working in a small store. He would like to have a position with a large company.

There are advantages and disadvantages in working for a large company. One of the latter is that you lose your individuality to a great extent, and become as it were just a small piece of the machinery which, if not satisfactory, is quickly dispensed with. A man never knows how soon he may be dispensed with. He never has that personal contact with the head of the department or business as when working in a small store, where he is more like a partner than an

employee. These are considerations aside from the matter of wages.

I doubt if there is as good a chance to progress in a very large company as in a small concern. There are the special positions, very valuable in a large company, but they are for the favored few who, with energy, perseverance and executive ability, succeed in obtaining them. Competition is very keen, and every young man should consider carefully any change he makes. His own capabilities must be carefully considered. Ambition is a good thing when backed up with genuine ability.

The trouble with most young men is they want positions they are incapable of filling. Cultivate yourself along the line of work you expect to make your life employment.

There is so much to learn in any profession or business; and it appears to me that all businesses are getting more complicated every day.

WRAPPING RICE AND SUGAR.

"F. B.": Rice and granulated sugar should always be wrapped in a heavy manila bag. Those light kind are not the thing for goods that when once the package is broken run like shot. When a customer is carrying his own parcels, particularly farmers, it is a good act to put an extra paper on them.

BRANTFORD CLERKS ORGANIZE.

Many Brantford retail clerks met on Thursday night last week, and, after hearing an address from J. R. O'Brien, of Buffalo, president of the Retail Clerks' International Protective Association, decided to organize. The following officers were elected:

President—G. W. Slight.
1st Vice-President—H. V. Bauslaugh.
2nd Vice-President—C. H. Rutherford.
Secretary—H. D. Smith.
Treasurer—J. E. Church.

The number of charter members at the present time amounts to about 20. Another meeting will be held this week.

VISIBLE SUPPLY OF LARD.

The statistical position of lard is still a strong one. According to our telegraphic advices the world's visible stocks on October 1 were 149,763 tierces, against 202,574 tierces the previous month, and for the corresponding month of 1900, 1899 and 1898 respectively 400,467, 389,585 and 489,093 tierces.

The price of lard in Canada is 2c. higher than it was a year ago, and no one has any stock.

THE CANADIAN GROCER has made arrangements for receiving on the first of each month telegraphic advices regarding the world's visible supply of lard.

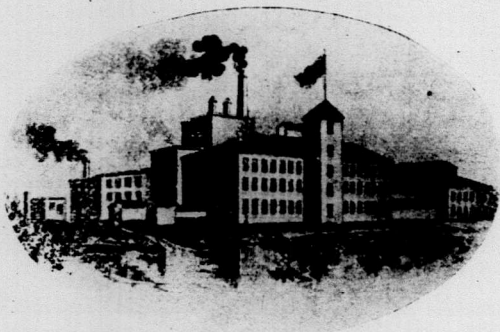
"Those who stand still are always timid advisers"

—Robert Louis Stephenson.

As Tea men the **"SALADA"** people have been forever on the alert to improve the condition of the world's Tea trade. How well they have succeeded regarding Black Teas is patent to every observant dealer the world throughout---and now they are at it hammering away with Ceylon Uncolored Green as a rival to Japan. It's better Tea, and, therefore, down will go Japans just as sure as the sun shines.

Samples and all information cheerfully sent to those interested enough to send a postal inquiry.

"Salada"--Toronto, Montreal.



LILY WHITE GLOSS STARCH

—o IS PACKED IN o—

Handsome 1-lb. Packets.

Beautiful 6-lb. Tins or Trunks.

100-lb. Kegs—Extra Large Crystals.

Strongest, Whitest and Purest.

The Brantford Starch Works, Limited,  **BRANTFORD, ONT.**

Jams Jellies

YOU know the goods we put out last season—they were the very best. Well, we are still doing the same, viz: Putting up A 1 Jam. If you are doing a nice trade you must have nice goods. Ours fill the bill.

THE CANADA BISCUIT COMPANY, Limited

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

King and Bathurst Streets, TORONTO

MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

Toronto, October 3, 1901.

GROCERIES.

SHIPMENTS of foreign dried fruits such as currants, raisins, figs and prunes have been arriving on the market somewhat freely during the week. Naturally this has been one of the features of trade. The shipments are only small, as is usual at this time. The most important shipments have yet to come forward. The weakness which has characterized the sugar market lately, resulted in a reduction in prices of 10c. per 100 lb. on Wednesday about noon, in sympathy with the United States markets. The feature in the canned goods trade is an advance of 2½c. per dozen which the syndicate has put into force. This has naturally imparted a stronger tone to the market, but the wholesalers have not yet made any change in their figures. The tea market rules firm for nearly all descriptions. Shipments of new China greens have arrived on the market this week, and a cable advice received a day or so ago says that green teas, generally, have advanced about 1c. Coffees are in moderate request, with the market somewhat irregular in regard to Rios.

CANNED GOODS.

It was announced last week that the syndicate had withdrawn its prices on tomatoes. Since then, prices have again been put on the market, and they show an advance of 2½c. per dozen. So far, the wholesale houses have made no change in their figures, but a firmer tone has been imparted to the market, and figures that were formerly shaded are now being firmly maintained. The ruling price to the retail trade for tomatoes is 82½c. for old and 85 to 90c. for new. It is now generally conceded that the pack of tomatoes will be little, if anything more than half of that of last year. Peas are quoted at from 82½c. up. The ruling price for corn is 80c. Canned vegetables, generally, are in fair demand for this time of the year, although the demand is of a sorting-up character.

A rather better demand for canned fruits is reported this week, especially for strawberries, cherries and peaches. Little or nothing is being done in canned meats. There is a fair amount of business being done in canned salmon, and, with low prices ruling for good fish, the consumption will doubtless be large this season. Quotations are: Fraser River sockeyes, \$1.42½ for 5-case lots and over, and \$1.45 for less quantities for the well-known brands and \$1.35 for brands not so well known; Northern sockeye, \$1.25 to \$1.30; pink salmon, 95c. to \$1; cohoes, \$1.05 to \$1.10. A report just received by the Fisheries Department at Ottawa says the pack on the Fraser river is 920,313 cases. It is estimated that the total pack in British Columbia this season will be about 1,250,000 cases, by far the largest on record. Recent exchanges from British Columbia say that there is still a run of sockeye, and

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

that a few of the canneries are still operating, but they are only packing in flat tins.

COFFEE.

The market for Brazilian coffees has been stronger on account of less favorable crop news. Besides this there was the influence of higher exchange, but at the moment there is an easier feeling again on account of the bears selling. Business on importation account in Canada is light; the views of buyers here being below those of the importers. The wholesalers report that the retailers are buying a little more freely than they were. We quote green Rios as follows: No. 7, 7½c. per lb.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9¼c.

SYRUPS AND MOLASSES.

There is a little doing in syrups, and the demand for molasses shows a little improvement. Advices from New Orleans report that the climatic conditions are favorable for the ripening of the growing cane, and that the outlook continues good for the crop of molasses. Although the crop will be late, it will not be as much so as it was at one time anticipated.

SPICES.

Advices from the primary markets state that there is a good demand for nearly all

kinds of spices, especially for cassia, pimento, cayenne and mace. There is quite a scarcity of white pepper, the price of which is firm.

NUTS.

Brokers on the local market report that the wholesalers in Canada have bought pretty freely for importation. The outlook for the nut crop, generally, is good. Ferd, Balleor & Co., of Messina, cable this week that they have shipped, at the end of September, all filberts sold to Canada for October shipment, so an early arrival of these nuts is anticipated, should no misfortune befall them in transit.

SUGAR.

The feature of the sugar market is a reduction of 10c. per 100 lb. in all refined sugars. This reduction took place on Wednesday about noon, and was in sympathy with the decline of 15c. which took place on the New York market on Tuesday. The reduction in New York left the net price of granulated at \$4.85 per 100 lb. The price of granulated on the Toronto market is now \$4.48 for Montreal granulated, and \$4.43 for Acadia. The raw beet sugar market has ruled fairly steady, the price for prompt delivery being 7s. 6¼d. Cane sugars in New York are firm, muscavados having advanced 1 16c. The decline in granulated sugar in the United States has been expected for some time, owing to the large margin upon which the refiners were working. The meltings in the United States last week were 33,000 tons, and the receipts, 12,522 tons.

RICE AND TAPIOCA.

Rice is meeting with a steady demand at unchanged prices. Cable advices report an advance of 6d. per cwt. in tapioca. The market has been firm for some weeks, and, as a consequence, there has been a little more buying on importation account in anticipation of an advance in prices.

TEAS.

The general position of the tea market is rather more favorable than it was a week ago. Advices from London state that the market for Indian teas is a little higher; in sympathy with the previous advance in Ceylon teas. The demand here for Indian and Ceylon teas is only moderate. Since last week some shipments of new season's green China teas have been received and they have been gradually bought up at full

prices by the trade. There is likely to be a distinct shortage of these teas, and high prices are ruling. Orders placed at limited prices have not been executed, and very few consignments of China green teas are likely to be seen on this market this season. A cable received in Toronto this week from Wisner & Co. reports a further advance of 1c. per lb. in China green teas generally. A cable received on Wednesday from Calcutta said that they were unable to ship Indian green teas up to the standard required for the Canadian market, owing to the small quantity of that description being brought forward. A cable received from Japan since our last reports that the market has advanced 1c. per lb. The third crop Japan teas are showing excellent quality, and it is thought that the inquiry for them has led to shippers demanding higher prices.

FOREIGN DRIED FRUITS.

CURRENTS—A further small shipment via Liverpool has arrived and it is meeting with a fair demand at $7\frac{1}{2}$ c. for cleaned fine Filiatras and $7\frac{3}{4}$ c. for Amalias. Futures, to arrive November 1, are quoted as follows: Filiatras, 6 to $6\frac{1}{2}$ c. per lb.; Patras, $6\frac{1}{2}$ to 7c.; Vostizzas, $7\frac{1}{2}$ to 8c. The primary market is firmer, and since our last review prices have advanced fully 2s. 6d. per cwt., and a cable received on Wednesday said the tendency was still upward.

VALENCIA RAISINS—Prices have fluctuated within a limit of about 2s. per cwt. since the opening of the season, and are now about $\frac{1}{2}$ c. below the opening figures. The little lot of new fruit that has arrived on this market via Liverpool is quoted at $6\frac{1}{2}$ to 7c. for fine off-stalk and $7\frac{1}{2}$ c. for selected. Wholesalers are quoting to arrive at 6c. for fine off stalk and $6\frac{1}{2}$ to 7c. for selected.

CALIFORNIAN RAISINS—A few Californian seeded raisins have been received on the market in 1-lb. packages. They are being quoted at 10c., but there does not appear to be anything doing in them.

MALAGA RAISINS—The invoices for the early shipments have been received, and the fruit is expected in the course of a couple of weeks. A good average crop is expected.

SULTANA RAISINS—These are a little firmer in the primary market.

FIGS—A small shipment of Eleme figs arrived on this market during the week. A novelty in the shape of "Briquettes" came with the shipment. "Briquettes" are nominally 10 1-pound packages of figs in a box. They are put up by Pralopazzi Bros., Smyrna, and distributed to the trade through their agents, Watt & Scott. New Eleme figs are quoted at 10 to 11c. in 10 lb. boxes and at 11c. in 1-lb. briquettes.

PRUNES—A shipment of new season's Californian prunes is on the local market this week. There is little or no demand for prunes just now.

GREEN FRUITS.

There is a good business doing for the first week in October. Plums are done, but there is still a good supply of grapes, while pears and peaches are coming in fairly well. Cranberries, both native and Cape Cod, are starting to sell nicely. Cape Cod are held at \$8 per bbl., and Ontario at \$6 per bbl. Some Cape Cod berries are offering at \$1 per basket. Bananas, oranges and lemons are steady at unchanged prices. Pineapples are still offering at \$3.50 per case. Cocoanuts are in quiet demand. The quality of arrivals this year has been poor, many sour nuts being received. We quote prices as follows: Pears, 20 to 40c. per basket; peaches, Crawford's, 75c. to \$1.25; plums, 20 to 60c.; apples, 15 to 35c.; egg plant, 20 to 25c.; tomatoes, 15 to 20c.; cucumbers, 10 to 15c.; gherkins, 40 to 65c.; peppers, 25 to 50c.; grapes, in 10 lb. baskets, 15 to 20c. for Champions and 20 to 25c. for Delawares; quinces, 30 to 40c. per basket; muskmelons, 25 to 35c. per crate of 12; bananas, \$1.75 for 1st and 75c. to \$1 for eight-hands. New Verdilli lemons are offering at \$3.75 to \$4.25 per box, and Jamaica oranges at \$6 per bbl. or \$4 to \$4.25 per box; Cape Cod cranberries, \$8 per bbl.; Ontario cranberries, \$6 per lb.; pineapples, \$3.50 per case.

COUNTRY PRODUCE.

EGGS—The continued activity of the market has resulted in such a buoyant feeling that some dealers are asking as high as 17c. for selected new-laid eggs, while 15 to 16c. seems the general figure for this line. There are some cold-stored eggs offering at 14 to 16c., and limed eggs are offering at 14 to 15c. per doz.

BEANS—The arrival of the new crop has caused the abrupt reaction in prices which was anticipated several weeks ago in this column. The crop in the Essex peninsula, while under the average, is proving fairly large, and as there is not the keen demand for export noted a few weeks ago, holders have been compelled to accept a reduction of 30 to 35c. in order to make sales. The local jobbing quotations are now \$1.75 to \$1.80 for prime pea beans.

HONEY—There is a good movement. Prices are steady at unchanged figures. We quote: 9 to 10c. for extracted clover and \$1.75 to \$2 for No. 1 clover comb.

DRIED APPLES—There is little doing as yet in dried apples, and opinion as to what the market should open at varies from 5 to 7c. It is probable, however, that choice dried stock will be worth at least $5\frac{1}{2}$ to 6c. Old evaporated apples are jobbing in a quiet way at 8c., but new stock of best quality will probably be somewhat higher.

POTATOES—The market is well maintained. Cars are selling fairly well at 50 to 55c. per bushel on track Toronto. Small lots are in active request at 60 to 70c.

BUTTER AND CHEESE.

BUTTER—The market bears marked indications of a general weakening among holders of dairy butter. Local jobbers are receiving unusually large quantities, much

of which is proving to be of decidedly inferior quality. Creamery makes are steadier, owing to the way in which the market has been kept cleared up by export orders. Prices are unchanged. We quote as follows: Dairy prints, 16 to 18c.; best tubs, 15 to 16c.; poor to medium grades, 12 to 14c.; creamery prints, 21 to 22c.; boxes, 19 to 20c.

CHEESE—The market is active, as the export prices are well maintained, and buyers are confident. From 10 to $10\frac{1}{2}$ c. is the general quotation.

POULTRY AND GAME.

DRESSED POULTRY—The cooler weather is, as usual, accompanied by increased receipts of all poultry. Chickens are 10c. higher, as the demand is active, and larger birds are arriving. Geese are offering. We quote: Chickens, 40 to 60c. per pair; hens, 30 to 50c. per pair; ducks, 50 to 75c. per pair; geese, 7 to 8c. per lb.; turkeys, 10 to 11c. per lb.

LIVE POULTRY—The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until October 10, for spring chickens, not less than two lb. each, 6c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds) 3c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

GAME—There is a fair supply of wild ducks, and all receipts are readily absorbed at the following figures: Teal and butterballs, 25 to 30c.; pintails and redheads, 50 to 60c.; black ducks, 75c. to \$1 per brace.

FISH.

Finnan haddie is now freely offered. Codfish is 1 to $1\frac{1}{2}$ c. dearer, while whitefish are $\frac{1}{2}$ to 1c. higher. Spanish mackerel is done. There is an improvement in the demand for dried and smoked fish, as well as for oysters. We quote as follows: Fresh fish—Codfish, 7 to $7\frac{1}{2}$ c.; whitefish, 8c.; trout, $7\frac{1}{2}$ c.; halibut, 15c.; sea salmon, 20 to 25c.; haddock, 6c.; herring, 4c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 per basket; finnan haddie, 7 to 8c. per lb. Digby herring, 75 to 80c. per bundle. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to $5\frac{1}{2}$ c. per lb.; steak cod, $6\frac{1}{2}$ c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to $4\frac{1}{2}$ c., and 5-lb. boxes, 5c. per lb. Oysters—Standards, \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

VEGETABLES.

There is a good demand for all lines. Red cabbage, pickling onions, squashes, etc., are now selling freely. We quote as follows: Carrots and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 20 to 30c. per doz.; radishes, 30 to 40c.; watercress, mint and parsley, 20c.; cauliflower, \$1.25 to \$1.50; celery, 40 to 60c.; red cabbage, No. 1, 10 to 15c.; cabbage, 25 to 50c.; corn, 6 to 10c.; cucumbers, short, 10 to 15c.; tomatoes, 15 to 25c. per basket; pickling onions, 30 to 40c. per peck; dry onions, \$1.00 per bush.; potatoes, 60 to 70c. per bushel; gherkins, 15 to 25c. per 100; egg plant, 30 to 35c. per basket; Hub-

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Get our special quotations for "Long Keepers" for your Summer trade.

Pineapples

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The
DAWSON Commission
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**FRUIT, PRODUCE AND
COMMISSION MERCHANTS.**

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

bard squash, 10 to 30c. each; vegetable marrow, 5 to 15c. each; pumpkins, 10 to 25c. each; citrons, 15c. each.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN—Manitoba wheat has declined 3c. and Ontario wheat 2c. in the week. Manitoba No. 1 hard is quoted at 79c. grinding in transit, or 77c. Toronto and west. Ontario wheat is quoted at 65 to 66c. at outside points, middle freights. Deliveries on the local street market are fairly large. We quote: Wheat, white and red, 68 to 73½c.; goose, 65½ to 67c.; oats, new, 38 to 40c.; rye, 54c.; barley, 48 to 55c.; peas, 65 to 70c.

FLOUR—There is no change. Prices are steady. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4; Manitoba strong bakers', \$3.60; Ontario patents, \$3.50 to \$3.60; straight roller, \$3.

BREAKFAST FOODS—A steady improvement in the demand is noted. Prices are unchanged. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.35 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

SEEDS.

Threshing of alsike is about over, and most of that threshed has been delivered. There is still a good demand, however, for good seed at \$5.50 to \$6.60 at outside points, with a slightly higher price for absolutely pure, large grain seed. Red clover is in good request at \$4.60 to \$4.75 for the finest feed, suitable for exporting, and at \$4.25 to \$4.50 for medium qualities, which would have to be kept over till the spring trade.

HIDES, SKINS AND WOOL.

HIDES—The market continues active, with prices firm. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—Lambskins and pelts are 5c. higher. We quote as follows: No. 1 veal, 8 lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; lambs and pelts, 55c.

WOOL—There is not much doing. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

MARKET NOTES.

Game is now on the market.

Currants are 2s. 6d. higher in Greece.

Ontario cranberries are offered at \$6 per bbl.

Tapioca is 6d. higher in the primary markets.

Manitoba wheat is 3c. and Ontario wheat 2c. lower.

Finnan haddie is on the market at 7 to 8c. per lb.

All refined sugars were reduced 10c. per 100 lb. on Wednesday.

Beans are selling at \$1.75 to \$1.80, a drop of 30 to 35c. in the week.

New currants, raisins, figs and prunes are on the local market in small quantities.

The following Brands manufactured by

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QUEBEC MARKETS.

MONTREAL, October 3, 1901.

GROCERIES.

A FAIRLY good trade continues to be done in all lines of groceries; some dealers confess the volume is not up to that of last year on account of the disfavor shown to heavy buying, but the small orders are numerous and the trade is in a fairly healthy condition. Sugar remains weak, with refiners' prices somewhat above a mark proportionate with the present values of raw sugars. Syrups are steady and there is a fair demand for molasses. The syndicate has advanced the price of tomatoes by 2½c. per doz., but wholesale quotations remain unchanged. Blueberries are very scarce. Kipperd herring is strong on account of the short catch. The feature of the spice market is the strong tone that pervades the pepper market. Patna rice and tapioca are also said to be good "buy's." Valencia raisins have declined somewhat on the week, fine off-stalk being quoted at 16s. 6d. Currants are from 1s. to 2s. higher than a week ago. To date dealers have bought lightly of raisins, compared with former years. Quotations are out on Californian raisins but only seeded raisins and loose muscatels are offered by the jobbing houses. Teas are firm all round. Lard and pork are strong and all cereals maintain their firmness, rolled oats being again advanced this week.

SUGAR.

The weakness which has characterized the market for raw beet sugar during the past month still continues to be the principal feature, October option being cabled at 7s. 6½d. and, strange to say, November 7s. 7½d. Last year October was quoted at 10s. 2½d., so prices show a decline of 2s. 6½d. on the year. Advices from the other side are changing in tone and it is believed that an acute advance is in store. As yet, however, no speculation seems to have set in. At the present price of raw sugar the value of refined is somewhat high, but whether the market will recede is a matter for New York to settle. The latest news is that The American Sugar Refinery has withdrawn all guarantees, which is interpreted in different ways. Both the local and New York markets have been dull and unchanged, dealers buying only for their immediate requirements. Montreal refiners sell at \$1.10 for granulated and \$3.55 to \$1.30 for yellows per 100 lb. City 5c. extra.

TEAS.

The latest London mail advice dated September 19, on Ceylon teas says: "There was good demand for all that has been brought forward. Common kinds, with a few exceptions, showed an advance of ¼d. per lb., medium grades ½d. per lb., and good medium to fine, ¾d. to 1d. per lb. Broken Pekoes were again in good request, but these teas still show most excellent value to buyers. Finest kinds were firm at previous rates." Re Indians: "There has been a good demand for all classes of tea; common leaf has recovered ¼d. to ½d. of the previous decline and closes firm. Strong breakers of all grades have sold at very steady rates."

Japan teas maintain the firmness we reported last week and have seemingly steadied themselves after the few weeks

of depression. Just now, however, there is not a great deal of business doing. China greens are strong and firm.

SYRUPS

Syrup is steady at last week's advance. There has been some inquiry for it with the advent of cooler weather. We quote: 3½c. in bbls., 3½c. in ½ bbls., 3½c. in ¼ bbls., \$1.50 in 38½-lb. and \$1.10 in 25-lb. pails.

CANNED GOODS.

This week the canners' syndicate has put out new prices on tomatoes, 2½c. higher than when quotations were withdrawn. At the same time they guarantee only 60. per cent. delivery. As yet, local wholesalers have not altered their quotations, continuing to sell at 82½ to 90c., but the market is perceptibly stronger. Peas are still selling at 80 to 85c. and corn is steady at the same figures. The feature in fruits is the scarcity of canned blueberries which are now worth 85 to 90c. We quote fruits: Strawberries, \$1.50; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's, and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.90 for 2's and \$2.65 for 3's; sliced pineapple, \$2.30, and \$2.15 for grated; 3-lb. apples, 90c.; red pitted cherries, 82. and whites, \$2.15; blueberries, 85 to 90c.

There is nothing fresh to report in salmon; little business is being done. Buyers are evidently waiting to see what the packers of such brands as "Horseshoe" and "Clover Leaf" will do after they have filled their contracts. From stock jobbers are selling standard salmon at \$1.40 to \$1.45, and private brands at \$1.80 to \$5 a case. Kipperd herring remains very firm and the market is likely to see an advance from the \$4 a case now prevailing, as the catch both in Nova Scotia and Scotch waters has been very short. Lobsters are worth \$11 to \$14 a case.

SPICES.

The feature of the spice market is the strong tone that it has taken on. Pepper is particularly strong. New York despatches say that "the market has been active, with a large demand for cassias of all grades, pimento, mace and cayennes. Grinding grades of cassias, pimento, mace and better grades of cayennes, are higher and are likely to advance materially. The position generally speaking of the whole list is decidedly improved. Gingers are in good shape and white peppers are very scarce. The general demand from grinders now setting in is the best we have ever seen." Local dealers have slightly advanced their price of cassias from 11½c. to 13½c. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 16c.; Jamaica, 25c.

RICE AND TAPIOCA.

Imported Patna rice is advancing rapidly and on a basis of laid down cost, jobbers should sell at 4½ to 4½c. As yet they have not changed their quotations, but no concessions are allowed. Italian rice is worth 9½ to 10c. We quote in combine district: B rice, in bags, \$3.10; in half bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags;

and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4½c. per lb., and tapioca, 3½ to 3½c.

FOREIGN DRIED FRUITS.

VALENCIA RAISINS.—Since our last week's report, the Valencia raisin market has weakened somewhat and is now cabled at 18s. 6d. for selected f.o.b. Montreal. The Bellona will take on her cargo the beginning of next week, but dealers have not yet bought their supplies for this boat. Prices on goods to arrive have not changed, 5½ to 6c. being the value set on fine off-stalk, 6½ to 7c. for selected and 7 to 7½c. for 4 crown-layers. Old goods are offered at irregular prices to clear.

CURRENTS.—Currants have stiffened since the Bellona left port and a rise of ½c. per lb. is recorded, 16s. 6d. being the latest advice. For delivery in the first half of October fine Filiatras are quoted at 5½ to 6½c., and cleaned, 6½ to 6½c.; cleaned in 1-lb. cartons, 8c., and finest Vostizza currants, in half-cases, 7½ to 8½c.

SULTANA RAISINS.—The market is steady and unchanged with dealers offering new goods to arrive at 8 to 10c.

FIGS.—The market is steady and prices are unchanged. Good trading is reported. Comadre figs to arrive are worth 3½ to 3½c. in tapnets. Eleme figs will be sold at \$1.05 per 10-lb. XXX box, \$1.95 per 19-lb. XXX box, \$1.30 per 28-lb. XXXXX box, 8c. per 12-oz. box, and 12c. per 16-oz. box.

DATES.—Are quoted to arrive at 4½ to 5½c.

PRUNES.—The market is bare of old stocks and good orders are being placed for goods to arrive. Santa Clara prunes are quoted at 8½c. for 40-50's, 8c. for 50-60's, 7½c. for 60-70's, 7c. for 70-80's, 6½c. for 80-90's, and 6c. for 90-100's.

CALIFORNIAN RAISINS.—New prices are out in Californian raisins, averaging about 2½c. below last year's figures. Dealers are not operating except for seedless and loose muscatels. New seeded raisins are worth 9½ to 10c. and loose muscatels in 50-lb. boxes, 3 crowns, 7½ to 8c., and 4 crown, 8 to 8½c.

PEELS.—English peels for late delivery are quoted at 10 to 11c. for lemon, 10½ to 11½c. for orange, and 14½ to 15½c. for citron peel.

NUTS.

Pure Mayette walnuts are worth 11 to 12c. to arrive in December. Sicily filberts, 8½ to 9½c. to arrive in November; Tarra-gona almonds, 10½ to 11½c., and shelled almonds, 26c., to arrive in November also.

GREEN FRUITS.

A fairly good trade has been done during the past week, although the cool weather sees a falling off in the demand. Peaches, plums and pears are scarcer and consequently higher. Spanish onions are now on the market. Grapes have come forward freely and are selling at low prices. We quote as follows: Californian Valencias \$5 to \$6 per box; Jamaica oranges, \$5.75 per bbl.; Messina lemons, 300's, \$3.25 to \$4.50; 360's, \$2.50 per box; Verdill lemons, \$3.75 to \$4.75 per box; pineapples, 20 to 30c.; Canadian apples, 15 to 30c. per basket; Californian plums, \$1 to \$2 per box; peaches, \$1 to \$1.25; limes, \$1.50 per box; Ontario peaches, 90c. to \$1 per basket; Ontario plums, 50 to 60c.; coconuts, \$3.25 per bag of 100; Californian Bartlett pears, \$4.25 per box; watermelons, 15 to 25c.; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.35 to \$1.50; Can-

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., October 1, 1901.

BUSINESS is fair. The failure mentioned last week has been followed by three or four others, because of their large indebtedness to the former concern, which was in the form of notes, and which, without the usual privilege of renewing, they were unable to meet. We are pleased to report that the direct loss to St. John merchants is understood to be not heavy. The local wholesale houses have been affected very little. In the markets there is a general firm feeling. Oatmeal is very scarce and high. Dried fruits have had much attention. New Californian goods are being quoted. There is every prospect of a very large winter port business. The Canadian Pacific Railway people are very much enlarging their terminal facilities.

OIL—In burning oil prices remain unchanged. The sale is very large. Paint oils are rather quiet. In linseed oil the market is rather easier. Turpentine is quite firm. Lubricating oil is but a light sale. Prices are unchanged. Seal oil is very firm and likely to go higher. The loss by fire in Newfoundland was not as great as was expected, as they had shipped the larger quantity, much going to Great Britain. Cod oil is high. The supply for some years has been light. Candles remain at the lower price of last week. Wax is unchanged.

SALT—There continues to be a good demand for Liverpool coarse salt. Prices are firmly held. While there is a fair supply further arrivals are not expected for a little time. In Canadian fine the demand is quiet. There is quite a falling off in the sale of wood boxes, and an increase in the sale of small bags in barrels. This is caused by the higher price at which boxes have been held for some time. We quote as follows: Liverpool coarse, 56 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10 lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS—The interest of the week has been in tomatoes. These have been withdrawn by the syndicate, and it is reported that higher prices are being asked. Gallon apples have been freely received by the trade, but the prices are higher. Nova Scotian packers supply the market. The outlook for vegetables and fruits is to higher prices. There are quite a quantity of Nova

Scotian tomatoes to arrive. Salmon has been offered rather lower. The market is quite bare. There is also a short supply of baked beans. American canned meats are quite reasonable, and the season of demand is about over. Local - packed sardines, kippered herring and haddies are being received.

GREEN FRUITS—There is a much firmer feeling in apples. There is quite a good crop in Nova Scotia as far as quality is concerned, but prices are high. Very large quantities are being shipped to London, where high prices are reported. In oranges, the sale is light and chiefly in Jamacias. Lemons have a fair sale and are quite firm. Grapes are at the low price free sellers. Ontario stock is good. Ontario peaches have brought good prices, and plums have moved off freely at fair figures. In pears, Nova Scotian and American are still offered at low prices. Quince are offered. In Cape Cod cranberries, both American and domestic, are offered. Prices are high. The American is the higher, being the better berry and much more highly colored.

DRIED FRUITS—New Californian prunes have been quoted, and are quite freely bought by the trade. Prices are rather higher than last year. The very high price of evaporated apples is expected to cause a large demand. Apricots would have sold very freely, but were so very high. New apricots and peaches are to hand. Some prices are heard in Californian raisins, but the market does not seem settled. In Valencia raisins, there are unsettled conditions, but best brands are firmly held. Malaga fruit is rather lower, and the market seems easy. Dates are held at low figures. Currants are low. Buyers of dried fruits are backward. Evaporated apples are high, and little is being done.

PRODUCE—In eggs prices move up slowly. There is but a fair business. Butter is firm and best quality has a ready sale. Western butter is being received. Cheese is quiet. The local market is not a large one.

SUGAR—There is a good steady sale. Prices are unchanged, and the Guild is working well. There is not complete satisfaction regarding yellows. The Halifax refinery offer but two grades, which is not enough, and they do not rightly correspond with Montreal sugars.

MOLASSES—The market is unchanged. There is quite a large stock of Porto Rico held, and prices at the moment are rather unsettled. Syrups in tins are offered. So far no American molasses has been received.

FISH—Fresh fish are very scarce and the variety limited. In dry fish the market is unchanged. Any tendency would seem to point to rather an easier feeling. Pickled

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VICTORINE

A washing compound that does not injure clothes.

NO ALKALI.

Write for sample.

VICTORINE (Incorporated)
MONTREAL.

Wrapping Papers

SOME EXTRA VALUES

Grocers have an opportunity, if they act promptly, to secure some exceptional values in rag wrapping papers of light weight, sizes 20 x 36, 28 x 30 and 25 x 37. The prices have been made very special.

—Our regular lines of wrapping papers,
—whether brown or manilla, always
—go full weight and 450 sheets to the
—ream.

Promptness in the filling of all letter orders is a characteristic of this business.

CANADA PAPER CO, Limited
TORONTO and MONTREAL

Toronto Fruit Merchants.

New Lemons, Sweet Potatoes, Jamaica Oranges, Spanish Onions

We have a full stock of all seasonable goods in our line, and can fill all orders promptly and carefully.

Local and long distance telephones.

HUSBAND Bros. & Co.

82 Colborne St., Toronto

Telephone Numbers—Main 3428, Main 54.

NEW GOODS.

JUST WHAT YOU WANT.

**MAIORI LEMONS,
JAMAICA ORANGES,
JERSEY SWEETS,
SPANISH ONIONS.**

We have all four lines.

ORDER AT ONCE

CLEMES BROS., TORONTO.

Satisfaction by the Gallon---or half-gallon, or quart for that matter, but perfect satisfaction always, in the sale and use of

“Imperial” White Wine Vinegar.

ONE DROP OF IMPERIAL is exactly like every other drop in the package---absolutely pure, perfectly healthful, delightfully smooth, even flavored, clear, sparkling, and a pickle keeper unequalled.

Ask your wholesale grocer for IMPERIAL. The best is none too good for your trade. IMPERIAL is just the price of the ordinary standard article.

THE
THISTLE BRAND
High-grade
Tomatoes,
Corn,
Peas, etc.
ARE
GUARANTEED
SECOND TO NONE.
Brighton Canning Co.

You Have it in Your Power

largely to educate your trade, for in most cases the customer will take the goods that are **recommended** by the merchant. It will pay you then to introduce and push the goods you have confidence in. After the first sale the good goods recommend themselves. “Kent” Baked Beans will back up your statements and increase your sales in that line.



THE KENT CANNING CO., LIMITED, CHATHAM, ONT.

TO THE WHOLESALER

YOUR REQUIREMENTS

for Japan, Congou, Indian, Ceylon, Oolong, Pingsuey, Gunpowder and China Green

TEAS

can be filled by us promptly and satisfactorily. You are certain to be pleased with our offerings. Write for prices.

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

herring are higher. Full figures are likely to rule. Dealers are still holding alewives, hoping for higher figures. In smoked herring, there have been fair receipts, and prices are easy. Boneless fish has a steady sale. Kippers are freely offered. Haddies move more freely. We quote as follows: Large and medium dry cod, \$3.50 to \$3.60; small, \$2.50 to \$2.60; haddies, 4½ to 5½c.; smoked herring, 10 to 11c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5 per bbl.; kippered herring, \$1 per box.

FLOUR, FEED AND MEAL—In flour, there is a fair business, and prices are firmly held, with rather upward tendency. Oatmeal is high and scarce, and hard to get. Oats are high. Cornmeal is held firm at full figures. Feed is hard to get. New beans are quite freely quoted. Prices continue to decline. Buyers are holding off. Barley is quoted rather higher. Blue and split peas are scarce and high. The export of hay is still very large. We quote: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00; medium, \$3.60 to \$3.70; oatmeal, \$4.25 to \$4.30; cornmeal, \$2.85 to \$2.90; middlings, \$2.2 to \$2.3; oats, 45 to 48c.; hand-picked beans, \$2.00 to \$2.10; prime, \$1.90 to \$1.95; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.50 to \$4.55; barley, \$4.10 to \$4.25; hay, \$12 to \$14.

ST. JOHN NOTES.

C. H. Clark, of St. Stephen, was in the city this week.

Syrup in 2 and 5-lb. tins is in stock with Hall & Fairweathers.

J. G. Rood & Co., of Waterville, N.B., have landed and distributed to the trade two cars of gallon apples this week.

THE GROCER regrets to report that Puddington & Merrett and The F. C. Colwell Candy Co. have suspended payment.

Mr. Wiley, representing Armour & Co., Chicago, in company with the local representative, J. Hunter White, called on the trade this week.

Smith & Tilton, one of our larger brokerage houses, have dissolved partnership. J. A. Tilton remains at the old stand, and will close the business of the old firm. The houses which they have represented have been divided between them.

WOES OF A GROCER.

It was an up-town grocery which a little girl about five years of age entered the other day, saying: "I want a spool of cotton!" "You won't get that here," replied the grocer, jokingly. "You'll have to go to the blacksmith's shop for that." "I want a spool of cotton," the child repeated, clutching something very tightly in her right hand. And she continued to

reiterate the request for a long time before quitting the store. Presently her mother appeared in the door, with a very irate countenance. "D'ye mean to tell me that you haven't got a nutmeg?" she inquired indignantly. "Was that what the child wanted?" exclaimed the grocer. "She asked for a spool of cotton." "Couldn't you see the nutmeg in her hand?" retorted the mother. "I saw something in her hand, but I didn't know what it was." "Well, all you had to do was to smell it," was the final shot.

THE NEW BRUNSWICK TOURIST BUREAU.

The Tourist Information Bureau closes to-day after a very successful season. A heavy correspondence has been carefully attended to, while visitors in the city have been enlightened regarding our most attractive and most interesting places. Visitors are surprised that such an office should be in existence, where there are no charges for literature and information, and are always impressed with the open-heartedness of the people.

The Tourist Association have done everything possible to advertise and bring visitors to the Province, and have also looked after their comfort while here. Weather and everything else have favored us this year, and we have good cause to consider this summer's tourist travel the heaviest for some time.—Sun, St. John, N.B., September 28.

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Blue Ribbon Ceylon
packed and sold by
Blue Ribbon Tea Co.
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TORONTO.



The Duke and Duchess of York

would be well pleased with our extracts. No purer, better goods are on the market. They satisfy the most particular people. On genuine merit they have won renown. The grocer never has to apologize to a customer for our goods. You are safe when you sell our "R. F." for 10 cts. and "Golden Quint-essences" for 25 cts. They're always right.

ROBINSON MFG. CO.,

TORONTO.

Fresh Chewing Gum

BRINGS FRESH CUSTOM.

**ADAMS'
TUTTI FRUTTI**

is always fresh.

Price, \$1.00 per box, containing 36 five-cent bars.

DID you ever figure the profit on the premium system of buying Chewing Gum? Take, for instance, the rocking chair that costs \$6.75 with gum which sells for \$8.00. Your cash profit is \$1.25, without figuring the freight you pay on the chair. Now, figure 800 pieces of Britten's Havana Fruit Gum at 80c. per box, which contains one dollar and eighty cents worth of gum, and you will find the 800 pieces would cost you \$3.55 5-9. Consequently, you pay \$3.19 4-9 for your premium chair. This seems an easy way of getting the chair, but, if you'll watch some of the advertisements of the departmental stores, you'll see some of the same chairs sold for \$1.98. Don't forget that the jobbing house, the railway company, the chewing gum company, all have to make a profit on this chair, and, as you are the purchaser, you must pay the piper.

American Chicle Co., - Toronto.

Selling Agents for Canada:

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449 St. Paul Street, Montreal.

F. H. TIPPET & CO.,
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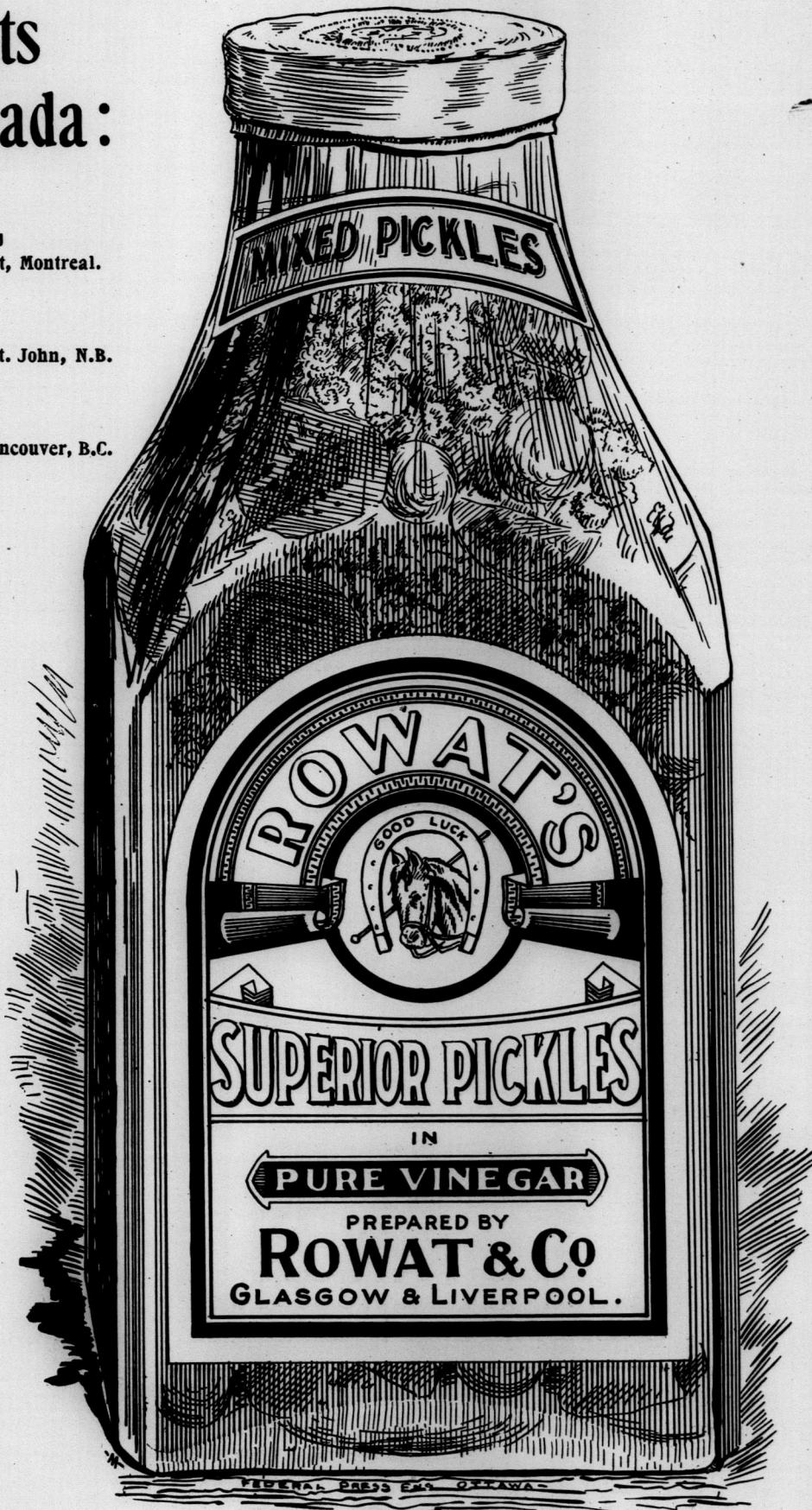
C. E. JARVIS & CO.,
Holland Block, Vancouver, B.C.

Challenge

*For
Quality,
Quantity and
Price,
we claim
Rowat's
Pickles
cannot be
beaten.*

ANY TAKERS

?



It is now time to place your orders for your winter's supply of canned goods and dried fruits. We are now booking orders for delivery in September and October at exceedingly low prices. Our assortment is large and the brands we offer are the best known and most reliable on the market.

In Canned Goods we have:

Tomatoes, -	6 brands	Apples, ^{3-lbs. and} _{gallons}	2 brands
Corn, -	6 "	Strawberries,	2 "
Wax Beans,	4 "	Pears, -	5 "
Refugee "	4 "	Pineapples,	2 "
Peas, -	7 "	Raspberries,	3 "
Lima Beans,	1 "	Peaches, -	3 "
Beets, -	1 "	Salmon, -	5 "
Pumpkin, -	1 "	Clams, -	2 "

In dried fruits we can offer special inducements. We expect a first lot on October 1st, another about the 15th and a third one about 1st November. These fruits have been bought at very close figures and we can quote at pretty attractive prices.

We will have:

Valencia Raisins	-	fine off-stalk	-	3 brands
Valencia Raisins	-	selected	-	3 brands
Valencia Raisins	-	4-crown layers	-	3 brands

Currants in barrels, half-barrels, ¼-cases and 1-lb. packages.

Shelled Almonds and Walnuts.

Figs in mats and boxes.

Malaga Raisins of all prices.

Almonds, Grenobles and Filbert Nuts.

In short, all and every kind of dried fruits usually sold in a retail grocery.

We guarantee every line of goods offered to be of superior quality and second to none on the market.

We expect about the 15th of October a large consignment of **CANDIED PEELS.**

Lemon Peel Orange Peel Citron Peel

of the very best brand and choicest quality.

We have a few boxes of 1900 PEELS left on hand and could quote very low prices.

Write and telephone for prices—no trouble to quote.

LAPORTE, MARTIN & CIE, MONTREAL. Wholesale Grocers,

THE PROVISION TRADE.

The Markets—Roast Pork on the Fiji Islands—Miscellaneous Notes.

ROAST PORK ON THE FIJI ISLANDS.

THE following extracts from a description of a meal on the Fiji Islands, from the pen of Col. John F. Hobbs, in *The National Provisioner*, gives an interesting account of a hog roast by the native Fijians:

"While the palaver was going on a large 'royal pig' was brought forth and killed by the simple process of knocking it on the head. I might explain, as it was afterward explained to me, that a 'royal pig' is simply a pig from the king's sty and fattened for the imperial household and for state occasions similar to this one.

"A fire had been built of wood. In two holes, which had been dug, pronged posts were stuck and made secure. A great long skewer pole which evidently had done service on other state occasions, was brought from a house by a big fellow. He opened the pig's mouth and rammed the pole right through him lengthwise and then irreverently cut the animal's tail off. They neither cleaned the pig inside nor outside. The body was then lifted on to the posts and turned from time to time until it was done. Incidentally the hair had also been singed or burnt from the skin. With a long, keen reed spear the supervising or cooking chief would now and again stab the body deep, withdraw the rod and pass it under his nose. This process was kept up until the pig was deemed cooked. Then it was taken down.

"During this whole time and process warriors in fantastic paints girated in various kinds of dances to chants which lent a wierd aspect to the surroundings. This was to impress us. I was sensibly impressed.

"I kept my eye on the pig. Its carcass was hardly on the mat spread for its reception when men began to rip up the skin with shell or flint knives and peel it off from the hindquarters. If the disembowling ever took place I never saw it. I understood that the feet, head and bones were served to the women, the forequarters to the warriors and lesser lights, while the hindquarters or hams were reserved alone for the king, the guests of the crown and the big chiefs of the tribes.

"This curious roast did not eat badly. It had a peculiar flavor; but I've been told that offal sweetens meat when cooked within the animal's body with it.

"The side dishes were beyond me. It was interpreted to me that the bigger glut-ton you made of yourself the greater

pleasure it gave the king; so I put my eye on King Thakambau, my hope in God and sailed in to do my share to make Great Britain and its High Commissioner solid with the Fiji natives. But I don't wish any more Fiji parley feasts in my dietetic experience, and I thoroughly sympathize with Sir Arthur Gordon when he said 'I don't like the Fiji menu.'"

COLD STORAGE SPACE FOR SALE.

The special committee appointed to look after the St. Lawrence market have recommended that tenders be asked for the lease of the cold storage space in the basement of the new building. It is proposed that the space available, 202,000 cubic feet, be leased for 21 years, and with conditions to the effect that the rates charged do not exceed those ruling elsewhere in Ontario.

HORSE MEAT IN VIENNA.

According to Carl B. Hurst, Consul-General at Vienna, the high prices of beef, mutton and pork in that city have put this meat out of reach of the poorer classes, and have caused a considerable demand for horse meat. It has been legal to sell horse meat in Vienna since 1854, since which time the sale has steadily grown, until last year 25,646 horses were slaughtered for food.

The price of horse meat ranges, per lb. of fore quarter, from 5 to 8c.; hind quarter, 6 to 9c.; choice cuts for steak and roast, from 5 to 11c.; the same cuts in beef averaging from 20 to 24c. per lb. The horse meat is also worked up into sausages, and, as such, sells at correspondingly low prices. Butchers and restauraners selling horse meat must have a conspicuous sign announcing the fact.

The regulations as to the proper condition of the horses slaughtered are very stringent and carefully enforced. The special inspectors appointed are, in the main, veterinary surgeons, and those intrusted with the microscopical examination of the meat must be able to show a certificate of having graduated from a course of study in this line at a veterinary or similar institution, and are sworn to the faithful performance of their duties.

THE PROVISION MARKETS.

TORONTO.

All dressed meats hold firm in tone, as the supply is moderate and the demand improving. We quote: Dressed hogs, \$9.40 to \$9.80 per cwt.; mutton, \$5.50 to

\$6 per cwt.; lambs, 6½ to 7½c. per lb.; beef carcasses, \$7.25 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8.50 for best and \$6 to \$7 for mediums.

The market for pork products continues active, and prices continue to stiffen. Breakfast bacon and rolls are ½c. higher. We quote: Long clear bacon, 11½ to 12c. Smoked meats: Breakfast bacon, 15c.; rolls, 12½c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams, 12c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20.50; Canadian short cut, \$22. Lard—Tierces, 11½c.; tubs, 11¼c.; pails, 12c.

MONTREAL.

The market is still very firm. Cottolene has been advanced ¼c., and American pork is also 25c. higher. We quote as follows: Heavy Canadian short cut mess pork, \$22.50; Chicago clear pork, \$25.00 for heavy and \$24.50 for medium; selected heavy short cut mess pork, boneless, \$22.50 to \$23.00; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.40 to \$2.45; per pail; refined lard compound (Fairbank's), \$2.01 for 1 to 24 pails; \$2.00 for 25 to 49 pails; \$1.98 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9¼c. per lb. in tierces, 10¼c. in 26-lb. pails, and 10½c. in 50-lb. boxes, for Quebec.

ST. JOHN, N. B.

Barrelled pork continues to climb. Barrelled beef is higher, and is very firm, and still higher prices expected. Lard is very high, as are smoked meats. Compound lard has quite a free sale.

EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

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

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

Established 1873.

Pork Packers, Commission Merchants,
Buyers and Exporters of

Eggs, Butter,
Cheese, Poultry.

D. GUNN, BROTHERS & CO.

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

BUY THE BEST AND DO IT
NOW.

REGISTERED
Bow Park
BRANDS

SWEET PICKLES

ALWAYS LEAD.

PREPARED BY

Shuttleworth & Harris,
BRANTFORD, ONT.

The demand for

REGISTERED
Bow Park
BRAND
HAMS

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

The Brantford Packing Co.
BRANTFORD, ONT. LIMITED

OCTOBER and the coming of cold weather remind us of the arrival of that time of the year when Sausages and other Fresh Pork Products are considered to be in season. These are now considered to be among the essentials of the up-to-date grocer's stock. They go to increase his trade, and they show a good profit.

We beg to remind the trade that we supply all kinds of fresh

**Sausages, Pork Pies,
Brawn, Potted Tongues,**

etc. We guarantee them to be made of good Canadian Pork, seasoned with pure spices, and put up with the greatest care.

Our trade for these lines has largely increased during the past few years, and they have met with great favor from the buying public. We shall be glad to furnish you with complete list and prices.

F. W. FEARMAN CO.,

Pork Packers and
Lard Refiners.

Limited
Hamilton, Ont.

THE CANADIAN PACKING CO.
LONDON, ONT.



GUARANTEED CHOICE AND PURE.
GOLD MEDAL, PARIS 1900.
Please order goods through your wholesale house.

TO MAKE GOOD COCOA.

One. Advise your customers to start with a pure cocoa of undoubted quality and excellence of manufacture, and which bears the name of a respectable firm. This point is important, for there are many cocoas on the market which have been doctored, either by the addition of alkali, starch, malt, kola, hops, etc. The treatment of kola with alkali, is to render it more miscible with water; and therefore a cocoa which seems to dissolve very freely in water should be regarded with suspicion. If the cocoa thickens very much in the cup, even though a small quantity is used, it probably points to an addition of starch which lowers the nutritive value of the beverage. The addition of other constituents is unnecessary and have no good effect, but, on the contrary, may be positively harmful.

Two. With a little warm water or milk, thoroughly reduce the powder to a fine, thin batter, carefully crushing down all lumps.

Three. Pour on boiling water as quickly as possible, stirring rapidly. It is necessary that the water should be really boiling; if just below the boiling point a perfect mixture is not obtainable. If milk be employed, it should also be at a boiling point.

Cocoa prepared in this way forms, with water or milk, a perfect mixture, and leaves no sediment in the cup. It is a good plan to stir the contents of the cup now and again between the intervals of drinking.

If cocoa is to be prepared in large quantities for catering, the best plan is to bring the water to the boil, and then gradually add the powder to the boiling water, constantly stirring.—Caterer's Gazette, London.

QUALITY IN WOODENWARE.

"Quality counts in Woodenware," said a representative of Boeckh Bros. & Co., Toronto, the other day. "We have often lost orders because we were unable to meet the quotations of some United States house, but we never lose a customer on this account. One, or at the most two, experiences with inferior goods is sufficient. This letter, from one of our travellers, is a fair instance. The concern he refers to is one of the largest pork packers in Western Ontario.

"Read this: They have as you will see, placed an order for another car with me. They had received a car of United States pails last week, and he, without looking at them, wrote you in the way he did. After examining them with me to-day he acknowledged making a mistake in buying them, and was quite satisfied to place an order for another car with me. That has happened time and again, and I think there is good ground for saying quality counts in woodenware."

THE COWAN CO., Limited, TORONTO

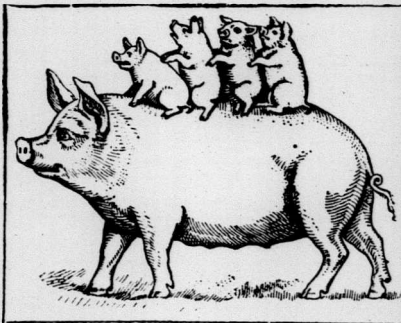
MANUFACTURERS OF CHOICEST

Coatings for Confectioners

DARK CHOCOLATES ARE

O. K., Beaver, Black Pearl, and Ebony

LIGHT CHOCOLATES ARE

Triumph, Pearl and Empress**THESE GOODS EITHER WITH OR WITHOUT VANILLA.****LARD**

that is

PURE**IS LARD THAT SELLS.****And the progressive grocer will handle nothing else.**

Order from us and **quality and purity** is guaranteed, and your customers will appreciate your efforts to secure for them the best article on the market.

THE FARMERS' CO-OPERATIVE PACKING CO.**OF BRANTFORD, LIMITED.**

From 3-lb. Tins up.

Write for Price Lists.

Our Brands Give Satisfaction.**SUGAR-CURED HAMS,****BONELESS BREAKFAST BACON,****ROLL BACON, PURE LARD****Hot Weather Specials**

READY FOR LUNCHEON:

BOILED PORK HAMS,**LUNCH BEEF,****BOLOGNA SAUSAGE,****BOILED BEEF HAMS,****HAM, CHICKEN and TONGUE****SAUSAGE.****The Park, Blackwell Co., Limited****Packers and Exporters,****TORONTO, CANADA.**London Agents: Messrs. Miller Bros.
16 Tooley St.Liverpool Agents: Messrs. W. P. Sinclair & Co.
12 North John St.

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

IT doesn't matter whether it is a case of **TOO FAT** or **TOO THIN** Bread, Cakes, etc., made from

"SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition

Samples and prices on application to

E. A. SHOEBOTHAM

CANADIAN AGENT,

St. James' Park, LONDON, Canada.



Seely's
Flavoring
Extracts
Best
on Earth

ESTABLISHED 1869

Geo. Stanway & Co.

Brokers and
General Commission Merchants

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

Correspondence Solicited.

ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

NEW EXTRA CHOICE

SULTANAS

Bright, bold fruit now in store.

WARREN BROS. & CO.
TORONTO.

**QUICKMAID
RENNET
TABLETS**



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retail at
10 Tablets for 10 Cents.

SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,
LONDON, ENG.

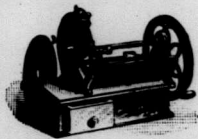
FOR English Malt Vinegars.

Ontario Agents

John W. Bickle & Greening.
HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

Rotary
Smoked Beef Shaver
with Patented
Self-Sharpening Device



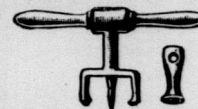
No. 125, 2 Blades, \$18.00
No. 129, 1 Blade, 18.00

Self-Priming and
Measuring Pump



No. 97, \$3.50

Auger for above Pump



No. 97, 60 cents

"ENTERPRISE"

Rapid Grinding and Pulverizing Mill

Fitted with General Electric Co's. 1/2 H.P. Motor

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

GRINDING CAPACITY

FAST SPEED

Granulating 3 pounds of Coffee per minute

SLOW SPEED

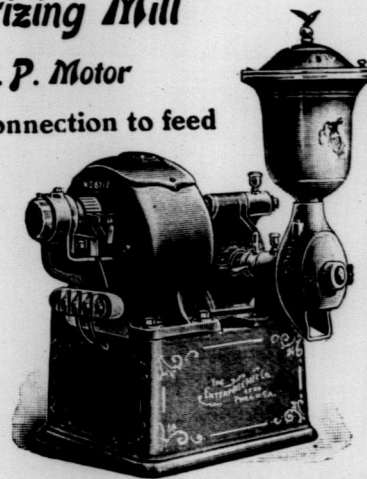
Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.
Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper
4 lbs. of Coffee

PRICE ON APPLICATION

The Enterprise Manufacturing Co. of Pa.

Philadelphia, Pa., U. S. A.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS COMPROMISES.**

B. LEVESQUE, general merchant, Chicoutimi, Que., has assigned, and V. E. Paradis has been appointed provisional guardian.

John Owens, grocer, Fredericton, N.B., has suspended.

Robert Law, baker, Hamilton, Ont., has assigned to James Dunlop.

G. W. Doxsee, grocer, Toronto, has assigned to H. P. Clancy.

John McAllister, grocer, Newcastle, N.B., has assigned to the sheriff.

Assignment has been demanded of Oscar Ducharme, grocer, Magog, Que.

The creditors of B. Bowring, general merchant, Sydney, N.S., are to meet.

Porier, Fidele & Son, general merchants, Shediac, N.B., are asking an extension.

A. Desmarteau has been appointed curator of Albert Plante, grocer, Valleyfield, Que.

The sheriff is in possession of the business of John Dunlop, general merchant, Lillooet, B. C.

Frchette & Frere, general merchants, East Angus, Que., have effected a compromise.

W. Jell, grocer, Preston, Ont., has assigned, and a meeting of his creditors has been called.

A meeting of the creditors of G. A. Labelle, general merchant, Masham Mills, Que., has been called.

The creditors of J. Ouellet, general merchant, Chicoutimi, Que., will meet to appoint a curator to-morrow (Saturday).

Byron Hines, general merchant, East Pubnico, N.S., has assigned to J. Horton, Yarmouth, N.S., and a meeting of his creditors will be held to day (Friday).

PARTNERSHIPS FORMED AND DISSOLVED.

Le Feuvre & Co., grocers, Nanaimo, B.C., have dissolved. M. A. Camp retires.

G. C. and J. W. DeWolfe have registered under the style of G. C. DeWolfe & Sons, grocers, Dartmouth, N.S.

Smith & Tilton, commission flour dealers, etc., St. John, N.B., have dissolved, each continuing in his own name.

SALES MADE AND PENDING.

The assets of Jeremie Dion, grocer, Montreal, are to be sold on October 8.

J. W. Robinson, general merchant, Rockwood, Ont., is offering his business for sale.

The assets of A. Dumesnil, general merchant, Cascades Point, Que., have been sold.

The stock of J. M. Mikle, general merchant, Cardinal, Ont., is advertised for sale by tender.

The stock of Barbara C. Morlock, grocer,

etc., Hespelar, Ont., is advertised for sale by tender.

Thomas Davis, grocer, Winnipeg, is advertising his business for sale.

D. H. Booth, grocer, etc., Norwood, Ont., is advertising his business for sale.

The assets of Dionne & Cie, general merchants, St. Moise, Que., have been sold.

The stock of the estate of Jacob Rosen, general merchant, Selkirk, N.W.T., is to be sold by auction.

The stock of the estate of Alex. Cowan, general merchant, Kingsville, Ont., has been sold to Emily Allworth at 62c. on the dollar.

CHANGES.

Thomas Foxcroft, grocer, Winnipeg, has sold out.

Alfred Gould, confectioner, Buctouche, N.B., has removed to Shediac.

J. E. Matthews, confectioner, etc., Acton, Ont., has sold out to Mrs. Anna Maddock.

Keeler & Constance, general merchants, Mount Sicker, B. C., have sold out to M. V. Finch.

H. R. Bennett & Co. have bought out J. D. McKerrall, grocer, Chatham, N.B., and will continue the business in the present stand.

The general business of the estate of P. Lamphier, Grahamsville, Ont., has been sold to Mr. Steel, who took possession on Tuesday.

FIRES.

Monteith Bros., grocers, London, have suffered loss by fire; insured.

The stock of S. Marsolais, grocer, Montreal, has been damaged by fire and water.

DEATHS.

S. E. Peters, provision dealer, Port Morien, N.S., is dead.

Geo. Cunningham, of Cunningham & Curran, flour dealers, etc., Halifax, N.S., is dead.

PROFITABLE AND UNPROFITABLE GOODS.

Why should a grocer carry in stock unprofitable goods? In order to get the trade on the profitable goods, of course. How pat the answer comes. But all grocers don't have to do it. Here's a Boston dealer, mentioned by Grocer's Magazine, who sells fancy fruits and vegetables, fresh meat and game, cheese (he sells 35 or 40 kinds), butter, eggs, canned goods, tea and coffee in packages, but no flour or sugar. In short, he sells only profitable goods, no doubt looking so carefully after quality that people gladly patronize him, while they have to be coaxed to the stores of the ordinary grocers.—New York Merchants' Review.

Enterprise
RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for special offer.

ENTERPRISE SPECIALTY CO.,
83 Bay Street, TORONTO.

**IF NOT,
WHY NOT?**

If not selling

**N. & B.
Jelly Powder**

Why not? It is the best on the market. Gives a good profit, and is always right.

♦♦

**NICHOLSON & BROOK,
TORONTO.**

ROSS'
THIS FIGURE ON EVERY PACKAGE
High Grade
TEA

Ross' High-Grade Ceylon Tea is for sale in over 600 stores in the City of Toronto alone, and we have only been in business a year.

Not a package has been placed on consignment, every sale has been genuine.

No other package tea accomplished in three years what we have in one in Toronto.

The reason is plain; the people will have a good article.

THE ROSS TEA CO., - - TORONTO.

CEYLON AND INDIA TEA

BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

HOW BEST TO GET FOREIGN MARKETS.

THE following letter has been received by Mr. George H. Hees, Toronto, chairman of the Tariff Committee of the Canadian Manufacturers' Association, from J. S. Larke, commercial agent for Canada in Australia, in reply to a communication of Mr. Hees, touching on Canadian trade with that colony :

"Dear Mr. Hees,—Your views are mine, and long since were mine. Some time ago I turned up a paper written in 1890 for the late Sir John A. Macdonald. I therein took the ground that the future of Canadian manufacturers would largely depend upon seeking markets abroad. My idea was to apply to manufacturers a modification of the policy which I had suggested years before in respect to our dairy industry. There is no question that it has developed our cheese and butter productions. The constant visits of Professor Robertson to Great Britain and his return to meet Canadian producers have cost something, but they have abundantly repaid the outlay. General manufactures are more complex than butter and cheese making, and no man can be expert in all lines, but Canadian industrial development has reached the stage that it is not necessary so much to tell our people how to make. Nor has it reached the stage that the chief need is to show what to make. The principal concern is to ascertain what lines Canadians are making that can be sold abroad, and to point out how best to get the market. Hence the need that the Canadian agent abroad should be in touch with Canadian manufacturing progress, and he can only learn well by personal sight.

"Canada has found out that it is profitable to export cattle rather than wheat, and butter and cheese rather than cattle; mainly because there is more labor and less waste of our natural resources in cattle than in wheat and to a greater extent in butter and cheese. It is still more so in the export of manufactures. No one ought to be more interested in that export than the Canadian farmer, for thereby he is able to reach markets which otherwise would be closed to him. No Ontario farmer thinks of sending butter or mutton or wool to Australia, yet every thousand dollars' worth of goods sent here when reduced to their elements, mainly, is made up of butter, mutton and wool and the other productions of the Canadian farmer sold directly and indirectly to the mechanics and the capitalists who made them. It seems to me that it is to the highest interest of Canada that reasonable aid should be given to Canadian manufacturers to secure an export trade.

"It is not enough to get it: It must be held afterwards. A glance at our returns will show how fluctuating has been our trade with countries which were good markets for our goods. Take Australia for instance. In 1876 our exports were \$185,610. The next year an effort was made to extend the trade, and in a few years it reached the sum of \$661,208. It then declined until 1894. When the Government renewed its work it had fallen to \$288,352, composed, if I recollect aright, chiefly of fish and timber. It is many times that now, and though our sales of both fish and timber have increased, they form but a limited percentage of the trade. What is needed is continuity of effort."

THE SONG OF THE PRUNE.

There's a murmur from the Coast
Like the rumble of a host,
There's a patter and a clatter from
the dune;
And the burden of the roar,
As it swells from off the shore
Is the boasting and the toasting of
the prune!

Let potatoes all go hide,
And tomatoes journey wide,
They're not in it for a minute with
the prune;
Prunes are fine and prunes are cheap—
You can put away a heap;
Sick or healthy, poor or wealthy,
they're a boon.

Oh, they say the crop is great
In the far off Golden State—
Oh, we'll know it when they show
it very soon;
For each car that carries freight
Rumbles eastward from the Gate,
And it groaneth and it moaneth
neath the prune!

—Cleveland Plaindealer.

FRENCH SUGAR BOUNTIES.

The French Government have published a decree fixing the rates of the direct bounties on sugar: French native or colonial sugars (raw crystals), testing 98 per cent., 1 fr. 78c. per 100 kilos of refined sugar; raw sugar, testing from 65 to 98 per cent., 1 fr. 56c. Other classes or qualities are also benefitted in proportion. It will be seen there may be some encouragement for the lower classes of sugar, owing to the long range of qualities over which one rate of bounty operates. The above, according to an exchange, appears to be only the export bounty, the bounty on production presumably remaining the same as ever.

AGENT FOR SCALES WANTED.

THE CANADIAN GROCER is advised by a correspondent in the United States that a scale and cash register concern of some proportions is prepared to establish an agency in Canada and is looking for an energetic man to appoint as representative. Any letters in the nature of applications that come to us will be forwarded.

"THE COUNTRY IS ALL RIGHT."

Mr. J. J. Roberts, Winnipeg, representative of THE CANADIAN GROCER in that part of the country, was in Toronto last week. He reported that trade conditions and business methods were gradually improving in the West. "Our population is increasing," he said, "but we want more. The country is all right. We have a great country."

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

BOBS is selling well in almost
every store from the Atlantic
to the Pacific.BOBS is A BIG PLUG FOR
LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,
LIMITED

MONTREAL, QUE.

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

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

Excelsior Macaroni
White Castile Soap

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

"Chief Keokuk"
Pickles and Condiments.

"Montrose"
Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.
KEOKUK, IOWA, U.S.A.



**CLOTHES
PINS...**

Selected and full count, in
packages of 4 doz.—6 doz.
—12 each to a case.

This makes a very attractive
shelf display line. Also in
cases of 5 gross, large and
small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,
TORONTO.**
Manufactured by
WM. CANE & SONS MFG. CO
Limited,
NEWMARKET.

Hugh Walker & Son, Wholesale Fruit Importers, **Guelph, Ont.**

- DIRECT IMPORTERS OF -

Fancy and Domestic Fruits.

OUR SPECIALTIES
Fancy Oranges, Lemons, Malaga Grapes, Cape Cod Cranberries.
Special Attention to Mail and Telephone Orders.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Limited, London, N.W., Eng.

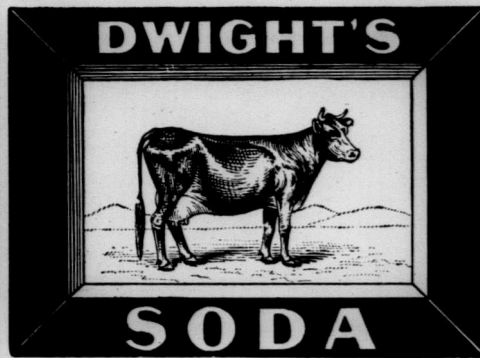


"CAPSTAN" BRAND

Package and Bulk **MINCE MEAT.**
PACKAGES— $\frac{1}{2}$ gross in case.
BULK— $\frac{1}{4}$ pails, 6 in crate.
25 lb. **PAILS**
60 lb. **TUBS** 75 lb. **TUBS**
100 lb. " 500 lb. **BARRELS.**

Sole Manufacturers— Sold by all wholesale grocers.

The Capstan Mfg. Co., - Toronto.



DWIGHT'S

SODA

WORK—CASH.

You save both by handling
**Dwight's "Cow Brand" Baking
Soda**, which is handsomely packed,
ready to hand to a customer. No
measuring, bagging, weighing, or tying,
and you make more profit on a package
than on a pound of bulk soda.

JOHN DWIGHT & CO.,
34 Yonge St., TORONTO.
Agencies in all leading centres.



LICORICE..

We manufacture everything in the Licorice line carried by the Gro-
cery, 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 PLI-
ABLE 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 $\frac{1}{2}$ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated
catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

A Winter Trip To The West Indies

THERE is positively no more delightful sea voyage in the world than a Winter trip to the West Indies.

Steamers of the Pickford & Black line sail every fort night from Halifax, calling at Bermuda, St. Kitts, Antigua, Dominica, Montserrat, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Tobago, and so on to Demerara.

P. & B. steamers are fitted with electric light and bells, deck staterooms, and all the conveniences of the largest ocean boats. They make the round trip from Halifax in 42 days. The cost of a ticket is reasonable. For further information write R. M. Melville, Toronto, or . . .

PICKFORD & BLACK
HALIFAX.

Southwell's JAMS



We aim at doing a **first-class trade** and we cannot do this unless we offer you **high-class goods**—

Southwell's fill the bill.

SEND FOR PRICE LIST OF NEW SEASON'S GOODS. . .

FRANK MAGOR & CO.

AGENTS FOR CANADA.

16 St. John St., MONTREAL.

Current Market Quotations for Proprietary Articles

October 3, 1901.

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

BAKING POWDER.

Cook's Friend—		
Size 1, in 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		3 00
12oz. tins, 3 "		2 40
9oz. tins, 4 "		1 10
5lb. tins, 1/2 "		4 00
Diamond— W. H. GILLARD & CO.		
1 lb. tins, 2 doz. in case		2 00
1/2 lb. tins, 3 "		1 25
1/4 lb. tins, 4 "		0 75

IMPERIAL BAKING POWDER.

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	10c.	\$0 85
3 "	6-oz.	1 75
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 40
1/2 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Contain.	Sizes of Cans.	Per Doz.
4 doz.	4-oz.	\$0 65
4 "	6-oz.	0 80
4 "	8-oz.	1 00
4 "	12-oz.	1 50
4 "	16-oz.	1 80
1 "	2 1/2-lb.	4 50
1 "	5-lb.	7 75

JERSEY CREAM BAKING POWDER.

1/2 size, 5 doz. in case	40
1/4 size, 4 doz. in case	75
1/2 " 2 " "	1 25
1 " 2 " "	2 25

BLACKING.

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

BLUE.

Keen's Oxford, per lb.	\$0 17
In 10 box lots or case	0 15
Reckitt's Square Blue 12-lb. box	0 17
Reckitt's Square Blue 5 box lots	0 16
Nixey's "Cervus" in squares, 1 oz. in bags 1/2 and 1 oz. and in pepper boxes, 2c. and 10c.	4 80
Cooney's Royal Windsor, per gross	4 80
Universal, bag, per gross	4 80

BLACK LEAD.

Reckitt's per box	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	
Nixey's Refined 1d. 2d. and 1s. pkts.	
" Silver Moonlight 5 and 10c. pkts.	
" Nixelene Paste 1d. 2 1/2 d. 5d. size.	
Nixey's Jubilee, round in 1 and 2 oz. blocks.	
Cooney's Universal, per gross	4 80

CORN BROOMS

BOECKH BROS & COMPANY doz. net	
Bamboo Handles, A, 4 strings	4 35
" " B, 4 strings	4 10
" " C, 3 strings	3 85
" " D, 3 strings	3 60
" " E, 3 strings	3 35
" " F, 3 strings	3 10
" " G, 3 strings	2 85

BISCUITS.

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, Bionel	\$15 50
" 1st choice Dutchell	18 50
" 1st choice Lenoir	19 50
extra Lenoir	22 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 50
1/2 Rolland	9 50
1/2 Delory	10 50
1/2 Club Alpines	12 50

CHOCOLATES & COCOAS.

Epps's cocoa, case of 14 lbs., per lb.	0 35
Smaller quantities	0 37 1/2

CADEBURY'S.

Frank Magor & Co., Agents per doz.	
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2

Chocolate—FRY'S.

Caracacs, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 39
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 lb.	8 25
Homoeopathic, 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 22
Mott's Breakfast Cocoa (in ins)	0 40
Mott's No. 1 Chocolate	0 28
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

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins, per doz	\$7 25
" 1/2-lb. tins	3 75
" 3/4-lb. tins	2 25
" fancy tins	0 90
Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb.	0 55
Perfection, 1/2-lb. tins, per doz	3 00
Cocoa Essence, sweet, 1/2-lb. tins, per doz	2 25
Chocolate— per lb.	
Epps's cocoa, case of 14 lbs., per lb.	\$0 40
Queen's Dessert, 1/4's and 1/2's	0 42
" 1/4's	0 35
Mexican Vanilla, 1/4's and 1/2's	0 30
Royal Navy Rock	0 25
Diamond	0 28

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
Roquefort—Large size, per doz	2 40
Small size	1 40
Paragon—Large size, per doz	8 25
" Medium size	4 50
" Small size	2 40
" Individual size	1 00

COFFEE

JAMES TURNER & CO. per lb.	
Meca	0 32
Damascus	0 28
Calro	0 20
Sirdar	0 17
Old Dutch Eto	0 12 1/2

CLOTHES PINS

BOECKH BROS. & CO.	
Clothes Pins (full count), 5 gross in case, per case	0 55
4 doz. packages 12 to a case)	0 70
6 doz. packages (12 to a case)	0 90

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Money-Back Style.

No. 9

EVERY store-keeper who wants a brightly lighted store should use this lamp—it is the only one giving 200 candle power.

It makes its own gas automatically and is cheaper to run than a center-draft oil lamp.

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

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

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

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

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

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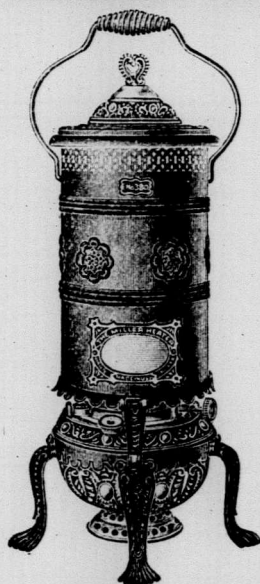
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Write for prices on anything you require.

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Now is the time to sell them, and we have the best.

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Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

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