

PUBLISHED  
EVERY  
FRIDAY

THE  
**CANADIAN GROCER**  
AND  
GENERAL  
STOREKEEPER

CIRCULATES  
IN EVERY  
PROVINCE

**COLMAN'S  
MUSTARD**



**BEST ON EARTH**

**Peek, Frean & Co.'s**

**CELEBRATED**



**VENICE WAFERS  
FLORENCE WAFERS  
CHERRY WAFERS**

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

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

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

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



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

# EXTENDED INSURANCE.

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

## Confederation Life Association.

HEAD OFFICE--TORONTO.

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

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

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

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

The **Get Up** sells goods.

The **Quality** brings repeat orders.

This is especially true of

# SOAPS AND PERFUMES.

A TRIAL OF **Yardley & Co.'s** LINES WILL PROVE THIS.

**Yardley & Co.,**  
MAKERS,  
LONDON and PARIS.

Ask the **GREIG M'F'G CO'Y, Montreal**  
For our Illustrated Price List.



## STEADY GROWTH

THE BEST TRADE any store has comes steadily by the trade of people who are at first critical, then loyal.

Right goods at right prices bring this staying trade.

### Sell **MILLAR'S PARAGON CHEESE**

and it will prove a powerful ally towards attracting and increasing your custom. It pleases the most critical—they come for more—they send their friends. **HAVE YOU GIVEN IT A TRIAL?**

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

Agents—Frank Magor & Co., Montreal.

A. E. Richards & Co., Hamilton.

Joseph Carman, Winnipeg.



# Now for the Lime Juice

that draws trade!

Draw the cork from a bottle of Stower's Lime Juice and leave the bottle open if you like—the lime juice won't get musty. 50% stronger than any Lime Juice made. The **concentrated** juice of specially grown limes. A blood cooler and, hence, a thirst quencher. Economical because of its great strength. Put up in "pale gin" bottles. "The Lime Juice that draws trade" **and holds it!**

## Stower's

# Now for Pure Malt Vinegar

that's all vinegar!

You've never questioned the honest brewing of the largest brewers in all England, John Stephens, Son & Co., Limited—you'll not question it now. Their Malt Vinegar is choice as perfect brewing from the best of Malt and the skill of long experience can produce. For pickling purposes it is beyond comparison. You can't improve upon the best and highest quality there is—nothing superior can possibly be produced than Stephens' Malt Vinegar. It is best by every test. Sold in bulk or can be supplied to you in bottles.

## Stephens'

Arthur P. Tippet & Co., Agents,

8 Place Royale  
Montreal

23 Scott Street  
Toronto



# Ceylon <sup>AND</sup> Indian

# TEAS

## BLACK AND GREEN

These teas draw a delicious cup and lots of customers.

**Intrinsic Value**, helped by extensive advertising, makes it a very easy matter for the retailer to sell them.

---

Only one firm advertising **Ceylon Green Tea** two months ago: Now there are two. Many more will be doing so within a few months. Why? Because this tea is going to displace Japans, just as Ceylon Black Tea has driven out China Teas.





## Time Flies!

I'm not going to be prosy or sermonize in my ads.—the weather's too hot. It is surprising how my Cigar business keeps forging ahead.

I lay part of this to the fact that a man smokes more in Summer when he can be out of doors all the time, but I lay the **greatest** part of it to the high quality of my Cigars.

Orders are coming in right along every day from new customers. Am I glad? Yes, but I'd feel better if you, too, would send along for that trial order of a thousand or more, and let me prepay the freight charges on it.

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

## Peer of Relishes.



**SOUTH  
AFRICA  
RELISH**

**"Sterling" Brand**

This famous relish is meeting with great success with all grocers. They know a good thing when they see it. Grocers who are after the come-again customers will see to it that they have a good stock of this relish on their shelves at all times.

**T. A. LYTLE & CO.**

124-128 Richmond St. West, - TORONTO.

## Molina Rolled Wheat



is as different from the ordinary Rolled Wheat as darkness is from daylight. Its rich, delicate flavor is peculiar to itself. It has the peculiar property of keeping sweet even in hot weather, when most cereals grow musty, and this peculiar property has been attained only by long years of hard work and by the use of special machinery.

Unlike the majority of Breakfast Foods, it does not heat the blood, and that is why it is known as the ideal hot-weather cereal. With it in stock a grocer is absolutely sure that it will not spoil upon his hands—and the housewife is just as sure that it will keep sweet in her kitchen closet.

The Tillson Co'y, Limited  
Tilsonburg, Ont.



# "IMPERIAL" WHITE WINE VINEGAR *Has No Equal.*

Sparkling in appearance— Rich in flavor— Guaranteed uniform quality—  
 Clear as crystal— Round and mellow— Full strength—  
**SEE IT! TASTE IT! TEST IT!**

If favored with your inquiries our travellers will take pleasure in showing samples and quoting prices.  
 Five qualities from 16 to 32 cents.

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



## "CLOVER LEAF" SALMON

Choicest Quality Most Attractive Package.

**DELAFIELD, MCGOVERN & CO.**  
**NEW YORK.**

Handy for  
**Home**  
 or ...  
**Outing**

Flavor equal to  
 Fresh Ground  
 Coffee.



5 and 10-oz. Bottles.

ASK YOUR WHOLESALE GROCER  
 FOR IT.



**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.**



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

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### HOW TO DETECT ADULTERATION.

**A**S isinglass is adulterated with gelatin, which, indeed, forms its only adulterant, it is necessary to consider the two together. As a matter of fact, the two substances are very similar, the principal difference being that isinglass is made from fish, and gelatin from animal matter. Isinglass consists of the dried swimming bladder of several species of fish. The best comes from Russia, and is derived from the sturgeon and other fish somewhat resembling it. In Newfoundland and North America it is made from the common cod; in the Brazils from another fish, and in Iceland from the ling. The Brazilian isinglass is of a very inferior quality, and is really quite unfit for culinary purposes, but it is occasionally used to adulterate the better kinds. In preparing isinglass the bladders, after being cut and stretched out flat, are passed under heavy rollers, until they are quite thin, and then cut into strips. It is not difficult to distinguish isinglass from gelatin. When soaked in water the former swells evenly, so that it still retains to some extent its quadrangular shape. It dissolves in boiling water nearly without residue and possesses a slight, but not unpleasant, fishy odor. A drop of strong solution when placed on litmus paper does not turn it red. On burning it to an ash it always possesses a deep red color. Gelatin, on the other hand, when placed in water quite loses its shape on swelling, becomes flattened and structureless, whilst the shreds possess a peculiar glistening appearance very different to that of isinglass. As a general rule, gelatin does not dissolve completely, but

leaves a more or less copious residue. In some of the finer qualities of gelatin, however, this insoluble portion is entirely removed. The smell of freshly dissolved gelatin somewhat reminds one of glue in a mild form. It nearly always has an acid re-action, and turns litmus paper red. The ash of gelatin is white and not red like that of isinglass. When gelatin has been incorporated with isinglass it is not easy to detect, but the above tests and the appearance under the microscope will form a guide. In most cases where isinglass is sophisticated, gelatin is substituted for it entirely. The best practical test in all cases is to dissolve a small quantity of the material in a little hot water. A little experience will soon enable anyone to judge of the quality of either isinglass or gelatin by this means. When allowed to set, isinglass possesses much greater firmness than gelatin.

Gelatin itself is adulterated with salt and sugar. A small quantity of the former is generally present as a preservative, but when in excess it is a distinct adulterant, as its object is to allow the gelatin to retain more water. The setting power will guide the grocer better than anything else as to the quality. Gelatin, by the way, is made from those portions of the skins which are rejected in the tanyard as being unsuitable on account of their shape for conversion into leather, the best qualities being obtained from the skins of calves' heads. Gelatin can be made from almost any animal membrane, but only the best qualities are suitable for culinary purposes.

### BUTTER.

When cream is shaken or beaten, as in the ordinary operation of churning, at a low temperature the fat globules run together and form butter, a thin, bluish liquid—butter milk—being left behind. The amount of butter fat contained in the butter is about 85 per cent., the remainder consisting of water curd and usually added salt or boracic acid. Butter varies greatly in color according to the time of year and the food of the cows from which the milk is obtained. A rich, deep yellow is most appreciated by the public, and when this cannot be secured by natural means a little coloring matter, usually annatto, is added. Be it remembered, however, that even when at its palest, true butter is always of a pleasant tint, and quite different to that possessed by uncolored margarine. Badly made butter contains butter milk, which soon causes the butter to turn rancid. It is apt also to contain an excess of water. Occasionally the water is left in intentionally. Water should not exceed 16 per cent., the average being about 13 per cent. Anything over 16 per cent. would be regarded as an adulteration.

The estimation of the amount of water in butter is by no means difficult, but it presupposes the grocer to possess a pair of delicate scales. Those used by amateur photographers serve quite well for the purpose. Probably the small scales used in grocers' shops would serve if handled carefully. About 250 grains of butter are weighed out in a previously weighed dish, and which is then placed with its contents in a saucpan. Instead of resting on the bottom, the dish should be supported on



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

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

**DURABLE**  
**3000 TONS SOLD YEARLY**

**SUN PASTE**  
**STOVE POLISH**  
DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

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

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

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

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

a cork, so that it is not over-heated. The saucepan is then heated to a point a little hotter than boiling point, the thermometer not being allowed to exceed 220 deg. Fahr. The butter is allowed to remain here until it no longer loses weight. The dish, by the way, must always be allowed to cool before being weighed. When it becomes constant, the weight of the dish is deducted from the total, and the result is compared with the original weight. Suppose, for example, the original weight was 240 grains, and it had lost 31 grains. Then, if it loses 31 grains in 240 what would it have lost in 100? Multiply 31 by 100 and divide by 240, and this gives you the percentage, namely, 12.9, practically 13 per cent.

The fat, however, is the important thing in butter, adulteration with water being not very common nowadays. The composition of butter fat differs considerably from other animal fats, and one way of distinguishing between them is by taking the specific gravity of the fat. For this it is necessary to have a little "specific gravity bottle" made on purpose and an accurate chemical thermometer. First of all it is necessary to obtain some of the fat in a melted condition. A piece of blotting paper is placed in a glass funnel, the paper being first cut circular and then folded into four. A piece of butter is then placed in the filter and kept warm until sufficient fat has run through into a vessel placed to receive it. The fat is carefully poured into the specific gravity bottle, which has been standing in a dish of water at a temperature of 105 deg. Fahr. The bottle is completely filled and allowed to cool. As soon as the temperature of the fat in the bottle falls to 100 deg. the stopper is inserted, any excess of fat being squeezed through the hole in the stopper. The bottle and its contents is then weighed, the

counterpoise supplied with the bottle being placed in one pan and the bottle in the other. The added weights show the weight of the fat. Supposing the bottle is made to hold 1,000 grains of water, and the actual weight of the butter shown is 912, the specific gravity of the butter is 912, no calculation being required. This is almost an infallible test for adulteration with margarine. The figure given by pure butter varies from 910.7 to 913.5, the greater number falling between 911 and 913; whilst margarine ranges from 901.5 to 906.0. A mixture containing 50 per cent. of margarine would give about 908.5, 10 per cent. of margarine 910.5.

An even better and perhaps more simple test is that known as the Valenta test. The only articles required for it are some pure 99 per cent. acetic acid, two graduated tubes, some hot water, and a thermometer. Get your local druggist to graduate two test-tubes for you by running into each tube two quantities of 3 cubic centimetres, and marking with a file scratch where the level falls in each case. Work these two tubes side by side, one with known pure butter, and the other with the doubtful sample. The tubes are first dried, and melted fat is poured into each, up to the first division, taking care to be very accurate. Acetic acid is then added up to the top mark. The tubes are placed in warm water at a temperature of 104 deg. Fahr. The tube containing the pure butter fat will be observed to go clear immediately, but if the other contains margarine the temperature will have to be raised to 105 deg. before the tube grows clear. A more accurate way to observe is to heat the tubes above the points required, allow them to cool, and watch the points when they begin to become turbid, stirring with a thermometer at intervals. Mixtures of butter and margarine will become

turbid at temperatures lying between 104 deg. and 150 deg. It should be noted that all vessels used for making butter tests are best cleaned by washing them out with a little benzoline.

#### PROGRAMME OF THE GROCERS' EXCURSION.

The following is the programme of sports for the Toronto grocers' excursion, to be held on July 25 at Cobourg:

1. Quoit match, grocers vs. travelers; prize, silk umbrella.
2. Tug-of-war, wholesale grocers vs. retail; prize, 10 silk umbrellas.
3. Bicycle race, 2 miles, grocers' association vs. travelers' association; 3 prizes.
4. Sack race, 75 yards, holders of excursion tickets.
5. Three-legged race, 100 yards, grocers' and travelers' associations.
6. Obstacle race, open to excursionists.
7. 100 yards' foot race, married members.
8. 100 yards' foot race, unmarried members.
9. Ladies' guessing contest (number of beans in bottle), to take place on boat.
10. Team relay running race, 10 on a side, grocers vs. travelers.
11. Boys' shoe race, boys of 15 years and under.
12. 100 yards' foot race, Toronto travelers calling on grocers.
13. Girls' foot race, 75 yards, girls of 15 years and under.
14. Ladies' race, for married ladies.
15. Bicycle race, 1 mile, Toronto grocers' clerks and drivers and grocers' sons; 3 prizes.
16. Consolation race, members of committee, 75 yards.

Nos. 13, 14 and 15 are to take place at Cobourg. No one will be allowed to win more than one first, one second and one third prize.

The British Columbia Fruit Growers' Association has arranged to hold a Summer Fruit, Flower and Vegetable Show in Victoria, B.C., next August. Nine hundred and fifty dollars have already been subscribed for prizes, etc.



# TEA BELOW COST.

In many lines this commodity is being sold below the cost of importation by us. The advance in freights and war rumours compel us to ask you: "Is it not about time to lay in a stock?" We were free buyers of **JAPANS and YOUNG HYSONS** at the lowest point of the market. **As usual** we are to-day free sellers. All were selected with care, as were our **CEYLONS and INDIANS**, including some "dusts" and "green" ones of the former.

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

## CAMPING SUPPLIES.

We have everything you need for such trade; all the leading brands at lowest ruling prices:

Canned Meats. Potted Meats. Pate de Foie Gras. Jellied Tongues. Chicken Soup—Aylmer is the choicest.

VanCamp's Concentrated Soups.

VanCamp's 3's Pumpkin Pie—Cooked and flavored, ready for the pie-crust, just what a camper needs.

Lime Juice. Lime Juice Cordial.

Pure Fruit Syrups—quarts and splits.

Bird's Concentrated Egg Powder, ¼-lb. tins. An English preparation. Always gives satisfaction.

Patersons' Camp Coffee—small and medium-sized bottles.

Milk and Cream—all first-class brands. Olives—all sizes and brands.

To make the outing of your party a success, and take away the worry of fighting the busy mosquito and black fly, get the men to take Taddy's Old English Tobaccos, "Premier" and "Orbit," and the ladies our celebrated

"RAM LAL'S PURE INDIAN TEA" and "MECCA COFFEE."

These goods have no competitors for quality. When once used no other brands of goods will satisfy.

**James Turner & Co., Hamilton.**



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

# WHITE LABEL ALE

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







## A Cleaner and Polisher.

Something new in the polishing line. Will not scratch. Neatly packed, 1 doz. in a box, 90c. per doz. Sells at 10c.

## THOS. KINNEAR & CO.,

Wholesale Grocers.

49 Front Street East, TORONTO.

### THE PRUNE COMBINATION.

THE agreement between the California Cured Fruit Association and the California Packers' Company, contains the following provision regarding prices on packed fruits: "The basis prices named by the association shall be named in sacks, and in addition thereto the following packing charges shall be added in making prices for prunes in the various kinds and styles of packages, and it is also understood that the same shall be subject to the 5 per cent. selling commission: For 80-lb. nailed boxes unfaced, lined with plain side and wax paper,  $\frac{1}{4}$  c. per lb.; 50-lb. nailed boxes, unfaced, lined with side and wax paper,  $\frac{1}{4}$  c. per lb.; 50-lb. nailed boxes, single faced, lined with side and wax paper,  $\frac{3}{8}$  c. per lb.; 25-lb. nailed boxes, single faced, lined side, end and wax paper,  $\frac{1}{2}$  c. per lb.; 25-lb. nailed boxes, double faced, lined with side, end and wax papers,  $\frac{3}{8}$  c. per lb.; 25-lb. dovetailed boxes, double faced, lined with fancy side, end and wax papers,  $\frac{3}{4}$  c. per lb.; 25-lb. dovetailed boxes, extra fancy grade, 1c. per lb.; 10-lb. dovetailed boxes, any style, 2c. per lb., and 5-lb. dovetailed boxes, any style, 3c. per lb. The above prices are, it is stated, about  $\frac{1}{8}$  c. higher than those ruling last year.

"It is further provided that all boxes and packages of prunes shall have plainly

stamped thereon the brand of said company or any of its stockholders. The size of prunes, packers' name or identifying mark and the inspector's mark, the brand of said association to be an independent stamp, and put on at its own expense. The association is also to have the power to fix the prices at which it will sell its prunes, and also all prices to be charged by company for all kinds and styles of packages, reserving the right to fix the quantity which shall be sold at the prices announced, and to change prices from time to time thereafter upon such reasonable notice as may be determined upon and given by the association, but such change of prices shall not apply to orders already given to the association and confirmed by it. The company agrees from time to time prior to May 1, in each year, at the prices so fixed by the association, to purchase all the prunes which shall have been so allotted to and received by it, subject to the subsequent provisions of the contract. Such purchases shall not be deemed to have been completed, nor the title to the property to have passed to the purchaser, until the purchase price shall have been actually paid to the association."

Mr. Frank Bell, formerly of the firm of Clarke & Bell, Harrow, Ont., is doing a nice grocery trade, and rapidly picking up his old customers.

### EUROPEAN BEET ACREAGE.

According to the United States Consul at Bremen the International Union for Statistics on Sugar has just published the following statement as to the number of acres that have been planted with sugar beet seed:

Country.	1899. Acres.	1900. Acres.	Increase. Per cent.
Germany .....	1,057,939	1,090,521	3.1
Austria-Hungary .....	804,063	839,151	4.4
France .....	626,480	685,391	9.4
Russia .....	1,261,614	1,356,075	7.5
Belgium .....	158,235	170,028	15.0
Holland .....	109,793	112,878	2.9
Sweden .....	65,238	71,271	9.2
Denmark .....	34,594	34,594	...

From the foregoing, it will be seen that the increase in acreage over last year is comparatively small, with the exception of Belgium, which shows an addition of 15 per cent.

### THE PARIS GROCERY CONGRESS.

The Paris Congress has proved as interesting and valuable to the grocery trade as everyone expected it would. There have been delightful excursions everywhere, and many valuable days have been spent in discussing the difficulties and dangers connected with the trade. "One touch of Nature makes the whole world akin," says the poet, and this epigram is even more true now, than when it was written. International borders are becoming obliterated. The same difficulties and anxieties pursue the members of the grocery trade in one country as in another, and the conditions between countries vary hardly at all.



## Mushrooms

AND

## Toadstools

look very much alike, and are often mistaken for one another.

Other CHEESE PACKAGES look like .

**MAC LAREN'S IMPERIAL.**



# RICE { JAPANS, PATNAS, JAVAS.

We are showing some very handsome samples.

## THE DAVIDSON & HAY, LIMITED

36 Yonge Street

Wholesale Grocers

TORONTO

### SUCCESS.

**S**UCCESS in business is always the result of close attention and untiring industry, but it must not be forgotten that conditions have greatly changed in recent years, and the process of evolution is still going on, says The Irish Grocer. It is only by keeping abreast of the times—by employing modern and up-to-date methods—that success can be assured, and the modern merchant must not only study his own business and his own environment carefully, but he must devote equally careful attention to the business of others. He must strive to gain a clear knowledge of the methods others use to gain the attention and patronage of the public and thereby win success. Trade nowadays is so used to being coaxed and cajoled and startled into giving its attention to an advertisement, that advertising in one form or another has become a necessity.

The first and most potent advertisement for a retailer is an attractive store—the stuffy, musty and old-fashioned store no longer gets attention, and customers are no longer satisfied merely with courteous treatment, however essential that is, but demand bright and pleasant surroundings—an artistic or striking display of goods. Courtesy and fairness of treatment are, of course, essential. The chance customer

should be made a friend, for it requires no skilled mathematician to figure out that if old customers are held and new ones are made daily, success is more than assured. Let no amount of trouble deter you from serving your customer well, give him what he wants if you have to order it specially. Make it a matter of pride to satisfy him and make him feel that his interests are your interests.

Keep your store well stocked up, but order with discretion, so as to avoid the accumulation of dead stock, which in time will kill a store. If you have any of this class on your shelves get rid of it at a reduced price, and if one reduction does not move it, reduce the price again and again, and let the public know it. Stock which only serves to fictitiously swell the inventory is a very bad thing to have around a store. Take a leaf from the department store's book of practice and keep things moving. Try a little advertising in the daily papers; offer something of real merit and great demand at a taking price; no matter if you do not make a profit on that article you may draw trade and sell other things. Advertising is simply making yourself and your goods known to the public, and must be done in some form. Be enterprising, be alert, keep yourself in the eye of the public, treat them right and they will do their share toward making you successful.

### MANIFEST OF SS. TUNISIAN.

**T**HE following is the manifest of the ss. Tunisian, the new Allan line boat, which sailed from Montreal June 30:

Grain, bush.—J. S. Norris & Co. 42,476 corn; Northern Elevator Co. 41,924 wheat; Jas. Caruthers & Co., 15,997 wheat.

Flour, sacks—C.P.R. 1,000; G.T.R. 500.

Butter, pkgs.—C.P.R. 1,332; G.T.R. 343; A. W. Grant 460; Loynachan & Scriver 200; Lovell & Christmas 117; C. Langlois 103; Wm. Nivin 159; Jas. Alexander 1,321; Park, Blackwell & Co. 47; C. W. Riley 54; A. D. McGillis 980; P. W. McLagan 449; Croil & McCullough 100; Hodgson Bros. 790; Wm. Meldrum & Co. 40.

Cheese, boxes—P. W. McLagan 1,073; A. A. Ayer & Co. 1,066; A. W. Grant 1,137; Frederick Fowler 420; A. D. McGillis 2,095; Wm. Nivin 341; E. A. Brice 406; Jas. Alexander 2,033; J. Ward & Co. 42; Laing Provision Co. 120; Frank Duckett 513; Lovell & Christmas 152; John Orpe 669; Geo. Hodge & Co. 52; Hodgson Bros. 539; G.T.R. 1,945; C.P.R. 7,918.

Eggs, cases—Wm. Meldrum & Co. 100.

Poultry, cases—G.T.R. 975.

Provisions—G.T.R. 1,777 boxes meats, 500 pails lard; C.P.R. 1,368 boxes meats, 3 boxes honey.

Lumber—J. Burstall & Co. 7,425 pieces deals; R. Cox & Co. 4,910 pieces deals, 2,699 pieces boards; W. & J. Sharples 17,629 pieces deals, 315 pieces logs; G.T.R. 444 bundles maple flooring.

Miscellaneous—Wilson, Patterson & Co. 10 bbls. potash; Lamplough & McNaughton, 6 cases canned goods; Williamson Manufacturing Co. 21 typewriters, 50 sewing machines; Mica Covering Co. 12 cases covering; S. Carsley & Co. 1 baby carriage; H. & A. Allan 3 cases leather; J. W. Nellis & Bro. 2 cases hardware, 1 bale lace; W. S. Mitchel 2 bales carpets; G.T.R. 12 cases leather, 700 bags asbestos, 1 case dry goods, 2 cases tobacco, 4 pkgs. household goods; C.P.R. 972 bbls. pulp boards, 1 bale carpets, 1 case household goods.



PERFECT FLAVOR,  
HIGHEST QUALITY

Known Everywhere,  
Sold Everywhere,

Used Everywhere,  
Liked Everywhere,

No Better

MARMALADE.



## EARLY CLOSING IN TORONTO AND ITS EFFECT.

THOSE grocers who are advocating the early closing of stores are certainly firm in their convictions as to its beneficial results on trade as well as traders. Many grocers of Toronto have already been closing their stores at 7 or 8 o'clock, regardless of what their neighbors do. Some of these are in localities where early closing means less than it would if they were doing business on another street. On King street, for instance, Swan Bros. have been closing for 15 or 20 years at 6 o'clock every night except Saturday, when they remain open an hour longer. The passing trade on King street east is nothing whatever after 6 o'clock, so there is nothing to be gained by stores there keeping open. As far as regular customers go, they soon get accustomed to buying early, and nothing is lost in that way. The Saturday night trade is not much here either, but, if it were, Swans insist that they would not keep open, as there is only a cheap trade done on that night.

Another King street grocer believes that employees do better work and make better salesmen on short hours.

Instead of losing customers by closing early, some grocers claim that they have gained. Mr. Henry D. Kelly, of Kelly Bros., corner Queen and Mutual, says that when they commenced to have early-closing hours a number of their regular customers came to them and expressed their pleasure at it. "We have had mechanics and other people, who are looking for shorter hours themselves, come in and announce their intention of trading with us on account of our adopting early closing. We didn't lose a single customer, nor did the trade fall off on the whole. There's trade to be done, of course, at any hour; but, if you depend on passing trade for keeping open late, you won't make enough money to pay for the gas. If the council does not pass the early-closing by-law, we have decided to keep open all night. We will put one man in the store, and he'll have plenty to do in fixing up and getting the stock ready for the next day, besides catching whatever trade there is going. Mr. Ratcliffe, on the corner of Queen and Parliament streets, is going to do the same."

Messrs. J. F. Morrish, F. S. Roberts, and A. F. Barber, grocers of Yonge street, were among the first to agitate the question of early hours. The three agreed to close at 8 o'clock every night except Saturday, regardless of what other grocers did. They found no falling off in trade, whatever. In fact, Mr. Morrish thought that, on the whole, he had gained by it. "People appreciate a

grocer's thought of his employees," said he. "I have been complimented by customers on our early hours, and they have all changed their hours for buying to suit our time. When we kept open late, the hour between six and seven was very dull; we practically did nothing. Now it is a very busy one, and decidedly worth keeping open for. When we closed at 11 o'clock, a great many people would do their buying between 10.30 and 11; but now the same customers do it between 6 and 7. You get twice as good work out of the clerks, too, when they know just how long they are going to stay in the store. They would rather have every evening off than Wednesday afternoons; and it is better for the proprietor also, as they often are not fit for work after the half-holiday."

Mr. Roberts declared that there was not nearly as much night trade as there used to be. The passing trade at night wasn't worth the expense of keeping open. The family trade was what counted, and this had not fallen off in his case in the least since he began to close early. Mr. Roberts thought that if the by-law were enforced for one year there would be no more talk about it, and he doubted if either grocers or customers would be willing to return to the old way.

### TYPES OF GROCERY CLERKS.

IT is as easy as rolling off a log to prophesy the future of some grocery clerks, and hit the bullseye, too. There is a young fellow who is one of three clerks in a store in this borough whose future successes could be foreseen by a blind man. He is the first to approach a customer to inquire her wants, if disengaged, and always has a pleasant smile and courteous remark. In the street children know him and salute him smilingly, and their mothers would rather order from him than any other clerk within a mile. When he starts for himself, some day, he will have the cream of the trade in groceries in an area covering several square blocks.

In the same store where this young fellow is employed are, as we have said, two other clerks, grumpy, indolent, bashful fellows, who slink as far back as possible when a customer approaches the counter. They naturally are perhaps sterling metal at bottom, but the contrast with their companion is not in their favor, and they have lost caste with the boss' customers about as rapidly as their comrade has gained it. Now, remove that young fellow from his present situation, and let the grocer depend upon the help of the remain-

ing clerks, and what would be the consequences? Probably loss of trade and the enlistment of that grocer as a rabid recruit in the army of multi-department store enthusiasts. When we hear a grocer denounce some forms of competition, we wonder how many grumpy, sullen and generally repellent clerks he is paying his hard cash to. — *New York Merchants' Review.*

### MONTREAL MARKET NOTES.

Canadian mills lowered rice 15c. this week.

The market has been glutted with Californian fruit.

Canners have advanced prices for future canned goods, and are asking 5c. more than they quoted last week.

Sugar is 50c. per 100 lb. higher than it was at this time last year. New York shippers say it will take them three weeks to fill orders booked at the present moment.

The early arrivals of raspberries were not first-class, but an improvement can be noticed. The fruit is now selling at 10c. a box. Red currants bring 4½ to 5c. a box. A few strawberries of the last crop were marketed this week, and were disposed of at 7c.

Lloyd, Matheson & Carritt's fortnightly Indian tea report, dated London, June 28, says there has been a falling off in old crop teas, which have sold slowly at easy rates. The new teas of the first crop received more attention, but the new quality can hardly be called attractive. Advices from Calcutta report that at the second public sales held there the quality of the Darjeeling and Dooars teas showed a falling off, and the samples of Assams gave ordinary quality only, Cachars and Iylhets being generally poor. In regard to Ceylon teas, a good demand is reported, but the latter sales showed a great falling off, and lower quotations are established in consequence.

### CANNED SALMON IN LONDON.

The demand for salmon continues to improve, and with it the upward tendency becomes more pronounced. So far, attention has been chiefly given to covering requirements for the lower grades, but signs are not wanting that the better qualities are also receiving consideration at retailers' hands. The stock of Fraser river talls is by no means heavy, but flats are more plentiful; a slight improvement, however, in the value of the former would at once encroach on the latter, in which there is room for a considerable advance.—*Produce Markets' Review, June 30.*





## Time To Act.



Import Orders for New Season's "**ANCHOR**" Japan Teas will be despatched for execution shortly.

The same care which has made this favorite and widely-known brand **A LEADER** will be rigidly maintained.

If you have not already done so, kindly place your order with us at once.

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

WHOLESALE IMPORTING AND MANUFACTURING GROCERS.

**TORONTO.**

### QUESTIONS ASKED AND ANSWERED

LOOKING FOR AN AGENCY FOR CANADIAN CHEESE.

**A** LONDON, England, reader of THE CANADIAN GROCER writes: "I am the sales manager of a large house and have been looking for a reliable cheese and butter exporter I could represent. I have had 22 years' experience of the trade and could furnish all references if you would kindly put me in touch with one or two firms."

[Remarks: If there are any firms who desire such an agent THE CANADIAN GROCER would be glad to place them in communication with our correspondent. The Editor.]

NAMES OF APPLE EXPORTERS WANTED.

A firm of fruit and potato merchants and commission agents in Sheffield, Eng., who do a large trade in fruits, especially apples, are desirous of obtaining the names of some good senders of Canadian apples, or the name of someone who would act as

their agent in this country. They inform us that they can dispose of 500 barrels a week. Replies should be sent in immediately. We will be pleased to put anyone interested in communication with them. Address, Manager Advertising Department, CANADIAN GROCER, Toronto.

HOW CAN SOUR SYRUP BE TURNED TO VINEGAR?

A subscriber writes: "I have some syrup on hand which is beginning to turn sour on account of the heat. Could you please give me a recipe for turning it into vinegar or something saleable?"

[Remarks: Can any of our readers supply the desired recipe? The Editor.]

THEY WANT CANADIAN FRUITS

A firm of fruit salesmen, established in 1818, in Dublin, Ireland, who do a very large green fruit trade are anxious to get the names of a few good reliable shippers of Canadian fruits, especially apples. They want to get in touch with growers.

We will put anyone interested in com-

munication with them. Replies should be sent in immediately. Address, Manager Advertising Department CANADIAN GROCER, Toronto.

### ARCTIC BERRIES.

The Eskimo children have other things than snowballs and icebergs to eat, says The Chicago Chronicle. Things grow very fast in the short Arctic summer. As soon as the snow melts off, in many places the ground is covered with a vine which bears a small berry, something like a huckleberry; porwong it is called. It is sour and has a pungent taste, and the Indians leave off work and go porwong hunting, cramming themselves with the berries.

### THE HAY CROP IN NOVA SCOTIA.

The farmers in the Annapolis Valley are busy haying, and the president of the Maritime Board of Trade informs THE CANADIAN GROCER that the crop will be a good one.

Did it ever occur to you that no one ever complained of the Quality of \_\_\_\_\_

# LEA & PERRIN'S SAUCE?

It is a marvel of skill, and stands out pre-eminently as the most perfect article of its kind.

J. M. Douglas & Co., Montreal, Canadian Agents.



# Opportunity.

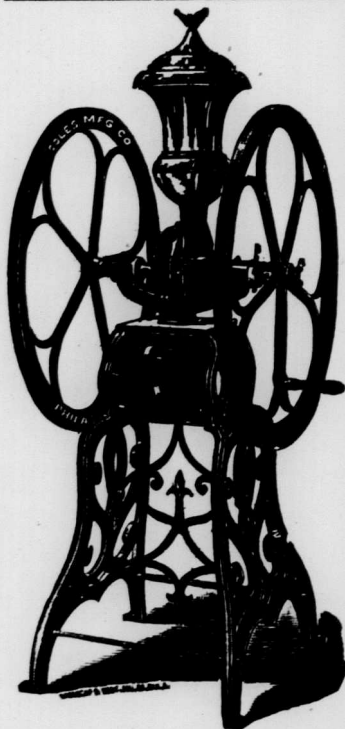
who never has to refuse a customer a widely advertised article takes advantage of his opportunities—he gets the trade that his competitor just across the street loses.

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

Sold by leading wholesalers everywhere.

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

## Windsor Salt.



## The Canadian Grocers Know

a good mill when it is  
presented to them.

They have taken up  
the . . .

## COLES COFFEE MILL

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

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

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

Used in all the  
"Happy Homes of England"

# Hudson's Hudson's Hudson's Hudson's Soap

A Fine Powder—In Packets only  
**For Washing Up!**  
**For Washing Clothes!**  
**R. S. HUDSON, 30, Front Street East, TORONTO**





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JOHN BAYNE MacLEAN,  
Montreal.

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Limited.

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

**THE EMERGENCY FOOD MATTER.**

**A**FTER all the evidence before the special committee and all the discussion in Parliament the country has received very little light as to whether the so-called emergency food sent to the Canadian troops in South Africa was really emergency food or not, but we have been getting a better education as to proteids.

It is true the little education has cost the country a large amount of money; but we have been so used to seeing Parliament spending large sums of money without our getting any return for it that we ought to be thankful and not unthankful when we get something, small as that something may be.

The knowledge that has been disseminated should be particularly valuable to the grocer.

Everybody knows that the emergency food sent to Africa possessed about 16 per cent. of proteids. When, therefore, a grocer is questioned as to the nutritive properties of certain food products, he will be able to answer: "Well, madam, this contains a higher percentage of proteids than the emergency rations." The grocer will then

acquire the reputation of being well informed, and sales will, of course, be affected.

**A CONVENIENT TELEPHONE.**

**I**T is beginning to look as if the ideal telephone is to come out of Germany.

At any rate it is in that country that the greatest advance is being made.

Among the latest inventions is the telephonograph, the invention of a man named Paulsen. As its name indicates, it is a combination of telephone and phonograph, and the commendable feature about it is that it records messages received during the absence of the operator.

For example should A call up B it makes no difference whether B is in his office or not. The instrument itself receives the message and holds it till the person for whom it was intended returns and puts the trumpet to his ear. Then, whether it be days, weeks or months afterwards, the message is delivered to him.

The explanation of this wonderful phenomenon is a flexible steel band wound on two spools moving quickly from one to the other and coming into contact with a small electro-magnet, switched into the circuit, which affects the steel band in such a way as to record on it any sounds that may penetrate to the phonograph.

It is said that up to the present the apparatus records a song better than a spoken message, but the latter is nevertheless quite clear.

In Canada, so far, the only improvement is in telephone rates, which are being arbitrarily advanced, to the annoyance of business men.

**ENGLISH VINEGAR IN CANADA.**

Purnell, Webb & Co., the well-known vinegar manufacturers, Bristol, England, are gradually extending their trade in Canada. For some time they have been sending nice quantities to Quebec, Ontario and to different places through to the Coast. And now, after four years of persistent effort, they have just sent their first lot to St. John, N.B. An order for 2,000 gallons has also just been shipped to the company's agents at Winnipeg, A Strang & Co. The preferential tariff is expected to give a further stimulus to Purnell, Webb & Co.'s business with Canada.

**BRITISH GROWN GREEN TEAS.**

**T**HERE is one feature of the development of the green tea production in India and Ceylon that has not yet attracted much attention, and that is its influence upon the black tea market.

It is a well-known fact that, phenomenal as has been the increase in the consumption of Indian and Ceylon teas, the production has increased still more rapidly, until the supply exceeds the demand.

Of late, such well-known tea men as Mr. W. Mackenzie, the commissioner for the Ceylon Government, have been urging that attention be given to the production of green as well as of black tea, and, although the proposition met with some opposition, it has, however, taken root, and, apparently, good root too.

Quite a few of these Indian and Ceylon green teas have come into the Canadian market, and, although the quantity is not large, comparatively speaking, it is significant that it is not equal to the demand. According, however, to a private letter received in Canada a few days ago, there will soon be a good supply of these British-grown teas.

Both the Indian and Ceylon Governments are encouraging the planters to manufacture green tea. Instruction is being given in the preparation of the leaf, and, as pointed out last week, both Governments are giving a bonus of 1½ annas per lb. for green tea shipped to the American market.

The quality of the green tea which is being made is excellent, if one can judge from what has so far been received on the Canadian market. And, with the increased attention which is being given to the making of green tea in Ceylon and India, we may naturally look for a curtailment, at least for a few years, in the output of black tea, accompanied by an appreciation in the price of the latter.

**PERSISTENCY DOES IT.**

Fish are not caught every time the hook is baited. Neither are customers secured every time an advertisement is published. But, just as persistent baiting of the hook results in many fish being caught, so persistent and judicious advertising secures many customers. It is a law as true as any of Nature's laws.



## GOOD PROFITS FOR THE SUGAR REFINERS.

THE advance which has taken place in the price of granulated sugar since the discontinuance of the sugar war among the factories in the United States has been just as extraordinary, and even more so, than the reductions which took place while the war was being waged.

During the last two months there have been eight distinct advances, and each advance, with one exception, was 10c. per 100 lb.

The last advance took place on Monday last, and by it the price of standard granulated was raised to 6c. per lb. This means, deducting the 15c. rebate allowed and the 1 per cent. cash discount, a net price of \$5.79 per 100 lb.

Taking the price of centrifugal sugars at \$4.75 per 100 lb., which was the figure in New York according to latest advices, it means that the refiners in the United States have a margin of about \$1.04 per 100 lb. between the cost of the raw sugar and price at which they sell the granulated, the product thereof. But it must be remembered that the margin at one time, while the war was on, got down to 34c.

As the cost of refining, according to the evidence of the refiners before the Industrial Commission, is about ½c. per lb., it is evident the sugar refiners in the United States are reaping a profit of at least ½c. per lb.

It is significant that the margin between the cost of the raw and price of the granulated article is larger than it was even before the war among the refiners broke out.

The total advance in granulated sugar in the United States since the sugar war ceased is 75c. per 100 lb.

In Canada, the refineries have not taken full advantage of the appreciation in values in the United States. They have, however, marked up their figures six times, with the result that they are now getting 50c. more per 100 lb. than they were in the latter part of May.

The discontinuance of the sugar war is not alone the cause of the appreciation in the value of refined sugar. The raw market has also advanced, and in the United States the demand has been abnor-

mally good for granulated sugars; and, although the meltings of raw sugar are much larger than they were last year at this time, the refiners are said to be three weeks behind with their orders.

But the refiners are evidently making the public pay up for the cheap sugars it got while the war was on.

## THE RESULT WAS UNEXPECTED.

A SHORT time ago an article appeared in THE CANADIAN GROCER on window dressing, exhibiting goods, etc. Among the Toronto grocers interviewed on the subject was a certain King street man who had lately bought a new display table. In speaking to THE GROCER'S representative, he referred very highly to this table as a good medium to exhibit goods, and, among other complimentary things, said that the table had paid for itself in a few days.

He soon forgot all about the interview, and was very much surprised one day to receive from a Toronto manufacturing firm a letter thanking him for his good words for their display table, offering him a discount on his table and on any others he could sell; besides accompanying the letter with a handsome present. The astonished grocer was at a complete loss how to explain it, as the firm in their letter did not mention how they had heard what he said; but suddenly he recollected that THE CANADIAN GROCER had published his words, and no doubt the manufacturers had seen them in that paper.

Such was the case. The makers of the table had read what he said in THE GROCER and knew a good thing in advertising when they saw it. Indeed, in their letter to the grocer they stated that they had sold several on his recommendation.

Little did the groceryman think, when he spoke so favorably of the display table, that his words would advertise the makers' goods so widely and well. A few casual remarks, which he made with no thought of their even being repeated outside his store, made him unconsciously induce people from totally different parts of Canada to invest in an article because he had done so with such good results.

## "BEAUTIFUL NOVA SCOTIA."

TOURISTS from Upper Canada are more and more every season bending their steps towards the Maritime Provinces on summer vacations. Certainly anyone who has seen the beautiful guide-book issued by The Yarmouth Steamship Company, Yarmouth, N.S., will feel strongly tempted to lay aside other plans and spend their summer's outing in the historic land of Evangeline. This company deserve the thanks of Canadians all over for the splendid way in which they have given to the public the beauties of Nova Scotia. Their publication is more than one would imagine from the term "guide-book." It contains 70 beautiful engravings of the cities, scenery, and historic villages and buildings, etc., in which the ocean Province so abounds, with a descriptive text, written in an entertaining manner by one of a party of tourists from Boston, Mass. Illustrations and letterpress are both up-to-date in every way. Hotels, railways and river steamboat lines may all be found in this book. This company also issue a complete prospectus of their own line of ships which cannot fail to interest anyone who intends to take a vacation this summer, as not only are the text, time-tables, etc., complete in every way, but this, also, is illustrated with cuts of the company's ships, landing-places, etc., that will decide any tourist to enjoy the advantages of this line.

If all Canadian railway and steamship lines furnished such an attractive guide to the points their trains or boats reached there is no doubt but that a considerable impetus would be given to touring in Canada, both by pleasure-seekers from other countries and by those Canadians who live in a less attractive part of the Dominion. But, whatever may be said of the beauties of other parts of Canada, it will be hard to surpass the Province whose beauties the Yarmouth Steamship Co. so ably describe.

It will be worth while for anyone about to go on a holiday to send for "Beautiful Nova Scotia," the title of this guide-book, to the company's headquarters at Yarmouth, or to any of their branch offices.

Judicious advertising gives financial strength to the business and gathers dollars for the latter days of the merchant.



## DRIFTING ALONG WITH CHEAP GOODS.

**I**T requires no effort to drift. A man can fall asleep in a boat and drift with the stream. But the best results are not obtained by drifting.

A man can go into business and drift. But drifting does not take one ahead in business; it always carries him to the rear.

Quite a few people in business drift into the habit of allowing so-called cheap goods to receive by far the greater part of their attention.

To sell low-priced goods requires less effort than to sell the better class of goods. But the minimum of effort usually produces the minimum of results.

It takes as much effort, as a rule, to sell a cent's worth of goods as it does to sell a dollar's worth, while there is manifestly not, as a rule, as much profit in the former as in the latter.

People are in business to make money, or, at least, to make a living, but, while cheap goods are the easiest to sell, the selling of cheap and low-priced goods is not the easiest way to fulfil the end for which men go into business. Every man who stops to think realizes this, but the trouble is that so many merchants and their clerks have got into the habit of showing the lowest-priced goods first, and only the higher-priced goods when the customer demands them, that they seem to have forgotten altogether about the unbusinesslike character of such methods. Their eyes are blind that they see not, and their ears are deaf that they hear not.

While a good habit is harder to acquire than a bad one, yet the more a good habit is practised the easier does it become in the following. And the more the salesman pushes the higher-priced and better class of goods the easier will it become to sell them.

We have in mind at the moment the experience of a traveler of a certain manufacturing firm. He has for years been noted as a believer in the wisdom of pushing the better class of goods. And what he believes he has practised. His territory is an ordinary one, but he has so steadily and persistently striven to educate his customers along the

lines of quality that he scarcely sells anything but the better class of goods.

This traveler should be an example to salesmen behind the counter as well as to salesmen "on the road."

### SULTANA RAISINS HIGHER.

**A**N exceedingly strong market has developed in regard to Sultana raisins.

Peronosporos, the same disease that is attacking the currant vines of Greece with so much vigor, is playing havoc with the Sultana raisin crop in Smyrna.

A recent advice states that 40 per cent. of the original estimated crop had, up to two weeks ago, been destroyed.

With damage so heavy as that prices have naturally been affected. One advice, under date of June 23, stated that the price of old fruit had appreciated from 8 to 10s. per cwt. during the previous couple of weeks. This is about equal to 2 1/4 c. per lb.

This advance is particularly acceptable to those wholesale grocers in Canada who were a week or so ago talking of making a material reduction in the price of Sultana raisins in order to try and create a better demand for them.

### THE LATEST ABOUT JAPANS.

**T**EAS continue to advance in Japan. A cable from Hiogo announces an advance of \$1.50 per picul, while another from Yokahama says the teamen there are asking higher prices. Fine grades are scarce.

Those who have delayed buying will probably have to pay much higher prices later on. There is nothing desirable to be had now less than 17c. laid down, and the quality at that price is not very good. The second crop is now coming forward and is being disposed of at advancing prices, as there is a very heavy demand from the United States, which prevents Canadian limits being practicable in the meantime.

Some will say that there is always a "squeal" like this at this season of the year. Perhaps so, but certainly there is much reason for the one this year. One of the most indicative signs that an advance is likely to occur is the fact that the amounts

of consignments this year are much lower than that of last year. One firm told THE CANADIAN GROCER that last year at this time they had 10,000 lb. of Japans on consignment whereas, this year, they have had hardly one-tenth of that amount. They say that other firms are situated similarly.

Buyers from the United States have been in Canadian markets this week trying to buy up quantities in order to hold large stocks. We did not hear that they succeeded in purchasing a great deal.

### BRITISH-GROWN TEA IS HIGHER.

The Indian and Ceylon tea market is beginning to follow in the way of the Japan tea market as far as the tendency of prices is concerned.

A cable from Colombo states that the market is advancing and that the tea is showing better quality.

Cables from Calcutta indicate an advance of 1/2 to 1c. per lb. in prices.

The production and manufacture of Indian tea this season have been greatly retarded by bad weather, and teas are arriving very slowly on the Calcutta market. In fact, arrivals there have been so small that the quantity of tea has not been sufficient to hold the regular sales. So far, the quantity manufactured has been much below that of last year at this time.

### GREAT INCREASE IN FIRE LOSS.

**A**LTHOUGH one may be prepared by the events of the last month or so for the statement that the fire loss in Canada and the United States during the first six months of 1900 exceeds that of either 1898 or 1899, the greatness of the loss increase, as shown by figures, is rather startling. The losses by fire for the first half of 1900 were \$103,298,000, compared with \$65,690,750 for 1899. This is an increase of \$27,608,150 over last year.

The greatest loss was in the Ottawa fire, and the next the late Hoboken disaster to docks and ships. It should be a matter of thankfulness for Canadians to realize that, although the Ottawa fire in point of loss was more than twice that of Hoboken, being \$12,000,000 against \$5,350,000, yet the loss of life was small. Hundreds of people were lost in the Hoboken fire, while only two or three lives were lost in the Canadian conflagration.

It is worthy of note that in fires of \$500,000 or over in the United States or Canada, during the past six months, out of a total of about \$28,000,000, Canada's share in the loss is \$12,700,000, or nearly half, a rather large proportion under the circumstances, as this was contributed by two fires, Ottawa, and Sandon, B.C.



**CHEAPNESS.**

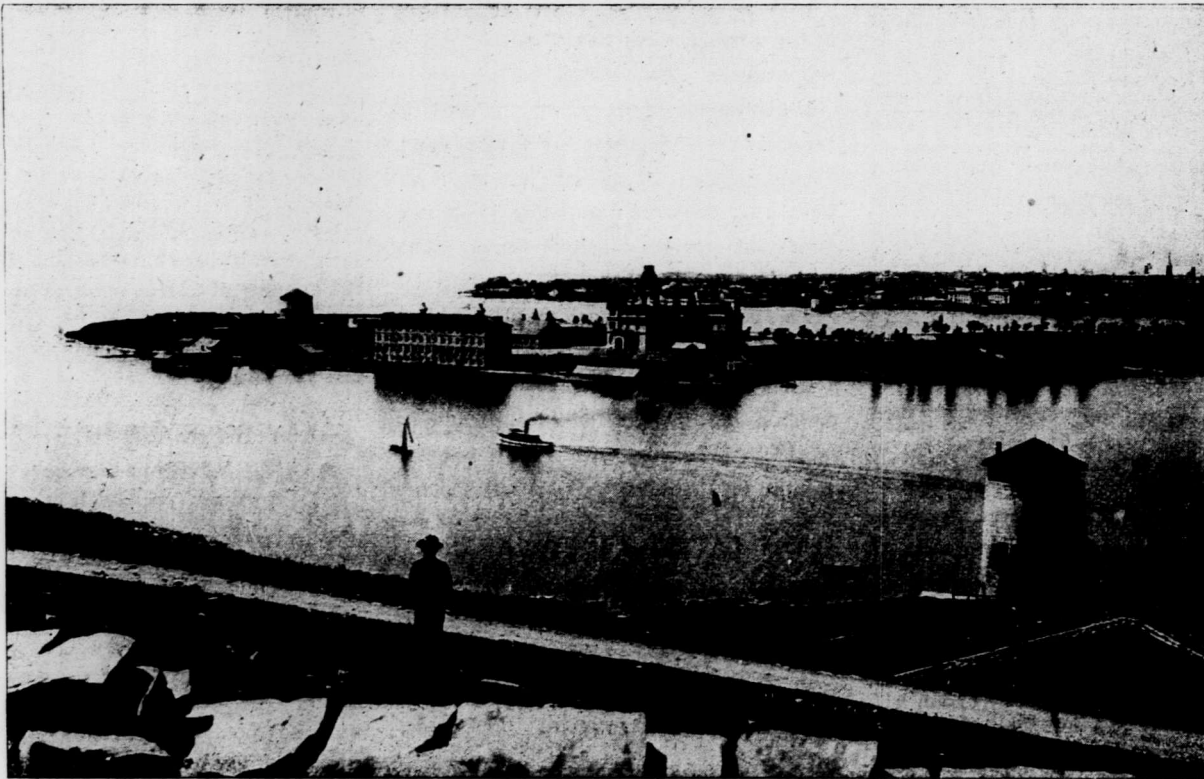
**A** VERY erroneous idea appears to be common as to what constitutes "cheapness." The word is too frequently treated as if it was a convertible term with low price. But because things are low-priced it does not at all follow that they are cheap. There are many low-priced articles that are dear at any price. This is an axiom that should be borne in mind by all purchasers of goods. On the other hand, cheapness does not necessarily indicate poor quality, as some affect to believe. Low-priced or cheap goods are a necessity. Everyone is not able to buy the best goods that are made; consequently, articles have to be produced to suit slim

low-priced tinplate, thinly coated, and his roof will wear out and have to be renewed in a very few years, whereas the purchase for the purpose of heavier coated plate, costing perhaps half as much again, would insure him a serviceable roof covering for three times as long.

In either case the more expensive article is the cheapest ultimately. In this respect the poor are placed at a material disadvantage. They are compelled to buy "cheap" goods which are generally poor goods and which do not last as long, and consequently are the dearest in the end, although the first cost was less. But those who can afford to buy goods of good quality and yet deliberately purchase inferior

Banque Jacques Cartier, which caused it to also suspend payment. However, it reopened business in October, and has been in a healthy condition since that time. But, to remove all traces of the unfortunate occurrence and to strengthen the weak spots that were then brought into view, a reorganization has been going on since last fall that has now culminated in a new charter and a change of name.

The new bank is to be called "The Provincial Bank of Canada." It will continue to do the French-Canadian business of La Banque Jacques Cartier but will also extend beyond that sphere as far as possible. The board of directors of La Banque Jacques Cartier have withdrawn to make The



CITY OF KINGSTON.

By courtesy of the R. &amp; O. Navigation Co.

purses. In most lines, however, such goods can be made in an honest and serviceable manner, though perhaps not with the fine finish of the more expensive goods, and be really cheap.

Cheapness is a positive term. Things that are cheap may either be a bargain—that is, intrinsically worth more than is asked for them—or they may be merely well worth the price paid. An inferior or poor article is never really cheap to the buyer. For example, a man may buy a \$10 suit of clothes that will last him but one season, whereas, for \$5 more, he might buy a suit that will be good for two seasons' wear. Or another may roof his house with

material, simply because it is lower in price, are, to say the least, displaying mighty poor judgment and are certainly not getting their goods cheaply. It would do no harm for retailers to try and educate their customers along this line, especially as it is always the rule that "cheap" goods are sold at the slimmest margin of profit to the merchant.

### THE PROVINCIAL BANK OF CANADA.

It will be remembered by the trade that the suspension of La Banque Ville Marie in Montreal last July caused a run upon La

Provincial as new as possible. The officers are the same gentlemen with the exception of the vice-president, who is now Mr. Geo. B. Burland. Mr. G. N. Ducharme resumes the presidency and Mr. Bienvenu is again general manager.

The board of directors will include such men as Hon. Louis Beaubien and Ald. H. Laporte. The capital of the bank has been increased and it is now regarded as a first-class bank. A glance at the constitution shows that great care has been taken to protect the customers of the bank, as well as the depositors. Sir. Alex. Lacoste has accepted the presidency of the new board of censors.



# Not Too Late—

To buy teas cheap—if you purchase them at the right place. I have a good-sized stock, bought at the lowest point, and I want to give you a bargain.

## I OFFER

A Fine Shotty Japan Nibbs, good liquor, at	-	-	12½c.
A Good Pan-fired Japan Tea, well made, good bright liquor, at	-	-	14c.
A First-class Sun-dried, Clean, Heavy Leaf, Early Japan Tea, at	-	-	17c.
New Japan Teas from	-	-	22½c. to 37½c.

THE BEST VALUES IN THE MARKET.

A Fine Young Hyson, Sow Mee, choice liquor, at	-	-	17½c.
A Good Serviceable Ceylon Tea, strong flavory liquor, at	-	-	14c.
Ceylon and Indian Teas up to	-	-	40c.

Don't buy before asking for my samples. I have one of the best stocks of Teas, Coffees, and Spices in Canada.

## I CAN SAVE YOU MONEY.

Give Madam Huot's Coffee a trial, it is worth it!

There are higher priced Coffees sold in 1 and 2-lb. tins, but none as good—1-lb. tins at 31c. per lb. 2-lb. tins at 30c. per lb.

## TRY "NECTAR" TEA . . .

A blend of China, Indian and Ceylon Teas at 21c., 26c., 38c. and 45c.  
Also in 1-lb. and 3-lb. fancy tins, retails at 25c., 35c., 50c. and 60c.

IT IS THE IDEAL TEA.

The best goods are the cheapest, but high price is not always a sign that they are the best. Compare before you buy. My goods will stand comparison and come out first.

TERMS, 3% 30 DAYS.

# E. D. MARCEAU

Wholesale Teas, Coffees and Spices

296 St. Paul Street

— MONTREAL.



There have been, by actual count, 137 Packet Teas put on the market since

# "SALADA" CEYLON TEA

was first presented to the public 9 years ago.

WHY HAVE THEY NEARLY ALL DISAPPEARED? Are you selling Salada Ceylon Green Tea?

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

## COWAN'S

Hygienic **Cocoa**  
Royal Navy **Chocolate**  
AND  
Famous Blend **Coffee**  
are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

The "**BOSS**"

## WASHING MACHINE

Still Leads.

If you have not tried the "BOSS" do so now.

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Montreal and Bristol.

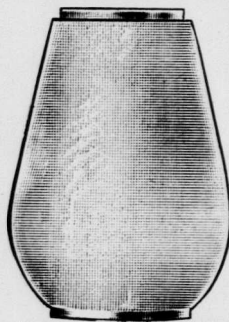
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for FIRST-CLASS FIRM.

Correspondence Invited.

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## G. M. Hasty Washer

A week's washing done in 1 1/2 hours. No rubbing or wear on clothes; just follow directions on each cake. 43 per cent. profit for the grocer, and a trade-winner.

EVERYONE HASN'T GOT IT.

If you wish to test its merits, write us for Free Sample.

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



# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

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

## ONTARIO MARKETS.

Toronto, July 12, 1900  
GROCERIES.

THE feature of the wholesale grocery trade this week is the strength of the sugar market, there having been a further advance of 10c. per 100 pounds, in sympathy with a similar rise in the United States. The wholesale grocery trade is on the whole fairly active. This can be said particularly of sugars, which are in brisk demand. In canned vegetables there is very little doing, only an odd case or so being wanted, and as far as futures are concerned the disposition is to wait until something more definite is known in regard to the pack before doing any more business in this particular. Canned salmon is in good demand for immediate requirements, although the orders are not large. The coffee market shows some irregularity, but the tendency is on the whole towards higher prices. Business locally in coffees is not large. Syrups and molasses are both quiet. There has been a reduction in price of rice. Tapioca remains as before. The tea market is exciting increasing interest, prices being higher in both Japan and British grown teas. The volume of business, however, is not large. The market for currants continues firm. The local market is now almost bare of Valencia raisins; in fact, some houses are practically cleaned out and prices are decidedly firm at quotations. Sultana raisins are attracting a little more attention, but the volume of business is still light. Advices from the primary markets announce an advance of from 8 to 10s. per hundredweight, during the last few weeks. This is on account of the damage to the crop.

### CANNED GOODS.

As far as canned vegetables are concerned the market at the moment is a waiting one. A packer in Eastern Ontario, in announcing the withdrawal of quotations, states that he never saw the tomato crop look worse. Reports, however, from Western Ontario state that the recent rains have made a great deal of improvement in the growing vines.

It is, of course, yet too early to determine what the final result will be. At the moment, however, the tone of the market is strong, but those who have not yet placed their orders for futures are, by no means, in a hurry to do so now, as they prefer to wait until something more definite is known in regard to the pack. For prompt shipment, there is very little business being done in canned vegetables of any kind, the orders being only of hand-to-mouth character. The pack of asparagus is short, but, of course, asparagus does not cut much of a figure in the canned goods trade. The advance over last year's prices in asparagus is 10c. per dozen. There is nothing new in the situation in regard to canned strawberries, beyond the fact that some of the packers have, during the past week, been compelled to reject orders. Prices for canned vegetables are as follows: Tomatoes, 85 to 90c. for old goods, and 85 to 87½c. for new; peas rule at 80c. and upwards for present delivery, and 77½ to 80c. for futures; old corn is still quoted at \$1.10,

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

and new at 77½ to 80. It will be noticed by the report of our St. John correspondent that a carload of Western Ontario corn, which arrived there a few days ago, has somewhat relieved the position down there.

In canned salmon there is a fairly good trade being done for good quality fish, but the inquiry for the cheaper and inferior quality goods is dropping off. Sardines, haddies and lobsters are meeting with a fair demand. The ruling price for canned salmon is \$1.35 for Northern river fish, and \$1.52½ to \$1.55 for Fraser river sockeye.

### COFFEES.

The market rules firm, and local prices are about ½c. higher than they were, 10 to 10¼c. now being the price for green Rio coffees. There are a few green coffees going out all the time, but the volume of business does not amount to a great deal. The demand is chiefly for green Rio coffee.

### SUGARS.

The feature of the sugar market is an advance of 10c. per 100 lb., which took place on Monday. The price of granulated in Toronto is now \$5.18 per 100 lb. for

Montreal refined, and \$5.13 for Acadia. Yellows run from \$4.48 up. The demand is decidedly brisk, and some good-sized lots are changing hands. The statistical position of the raw sugar market is strong. The visible supply for the week ending Friday last was 346,000 tons less than that of last year. The meltings in the United States were 41,000 tons, or 11,000 tons more than the same time last year, but, notwithstanding this, owing to the abnormal demand, the refiners in the United States are three weeks behind with their orders.

### SYRUPS AND MOLASSES.

Prices rule steady in both syrups and molasses, but very little business is being done in either line.

### RICE AND TAPIOCA.

The feature of the rice trade is a decline of 10c. per 100 lb. in the price of domestic B rice, which is now quoted at 3¾ to 3¼c. per lb. Trade is fairly good in rice. Tapioca is moving steadily and, although the primary market was a little easier, local quotations are unchanged at 4¼ to 5c. The easier feeling in Singapore will naturally not affect the local market for some time.

### TEAS.

The situation in the tea market is gradually becoming more interesting. This applies particularly to Japan teas. A cable received this week from Hiogo states that prices have advanced \$1.50 per picul. It was also stated that the market was active and that the second crop teas were inferior to those of last year. A cable from Yokohama states that the tea men there are also asking higher prices. Those on the local market who are holding old season's Japan teas are still very firm in their views, and there has not been much business done as a consequence. There are a few new season's Japan teas on the local market, but the quantity is much smaller than is usual on account of the high prices which have ruled in Japan since the opening of the season.

A cable from Colombo states that the market there is advancing and that the teas are showing better quality. From Calcutta comes a cable announcing an advance of ¼d. in common kinds of teas. From London a cable comes to the effect that prices are likely to harden directly there is an appreciable improvement in the quality of the teas. The shipments of Indian teas to London are 34,000 chests short of what



they were at this time last year. Low grade teas appear to be the only weak spot on the London market just now.

The low price of Indian and Ceylon teas on the local market has put a stop to even the little trade that was being done in China black teas.

The wholesale trade report a fairly good business in teas, particularly in Japans.

#### SPICES.

The market is quiet and without special feature, either locally or abroad.

#### NUTS.

A cable advice received in Toronto this week states that the price of Sicily filberts is going to rule high this season.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—The movement in currants is still fairly brisk although it is perhaps not so much as it was a few weeks ago. This is probably due in part to the higher prices and to the fact that buyers bought pretty heavily a short time ago. Prices still rule strong.

**SULTANA RAISINS**—Advices state that owing to damage by peronosporos the crop will not be more than about 40 per cent, of the original estimate, and that prices of old fruit have advanced 8 to 10s per cwt. within the last few weeks. The demand locally is improving a little, but the volume of business is still light. Sultana raisins could not now be laid down at less than about 10c. per lb. but the wholesale trade is quoting 8½ to 8½ for ordinary and 9 to 9½c. per lb. for choice fruit.

**VALENCIA RAISINS**—The shipments of Valencia raisins received on this market a few weeks ago have all practically been cleaned out; in fact, some houses are without supplies. There is still a fair demand, as nearly every order being received by the wholesale trade asks for a box or so. The ruling price is 8½ to 9c. for selected raisins.

**FIGS**—The Smyrna fig crop promises well, and moderate prices are anticipated.

#### GREEN FRUITS.

There is a plentiful supply of fruits arriving in all lines except cherries, and a very brisk market prevails. Cherries are not offering very freely, and are very firm at 90c. to \$1.25. Quite a lot of extra quality of Florida pineapples are arriving which sell for \$4 to \$4.50 per case; 24 to 36 in a case. An unexpected supply of strawberries are on the market at 6 to 8c. Raspberries are easier this week at 7 to 8c. for black and 8 to 10c. for red. Watermelons are in good supply and sell for 20 to 30c. Red currants are plentiful, and easy at 40 to 50c. per basket. Gooseberries bring 30 to 40c. for the small and 50 to 70c. for the large. Canadian tomatoes at \$1.10 to \$1.25 per basket are arriving in small quantities. A

large crop is expected this season. The first black currants of the season came in this week and sell freely for \$1 to \$1.15 per basket, according to quality. Black currants, also, may be expected to be plentiful this year. A small quantity of Californian celery is offering at \$2 per case. American apples are arriving in fair supply and sell for \$1.25 to \$1.50 per basket.

#### COUNTRY PRODUCE.

**EGGS**—The demand is good. Although the weather has been cooler, and consumers use a considerable quantity of eggs, the loss in bad eggs continues to be rather large. An advance of ½c. is noted, prices being 12½ to 13c.

**POTATOES**—No change in price since last week. Potatoes are not offering as freely. Price per bag f.o.b., track, Toronto, is 30 to 35c.; out of store prices, 40 to 45c.

**BEANS**—The market is rather dull this week. Prices are nominally \$1.70 to \$1.75 for hand-picked and \$1.50 to \$1.60 for mixed.

**DRIED AND EVAPORATED APPLES**—There is practically nothing doing. We quote nominal prices, 6½ to 7c. per lb. for evaporated and 5½ to 6c. for dried.

**HONEY**—There is plenty offering, and demand is fair. Prices are unchanged, however, at 6½ to 7c. for strained clover, and 3 to 4c. for buckwheat. Clover comb sells for \$1.25 to \$1.50.

#### PROVISIONS.

The demand is large. The season for smoked meats is now on, and packers are busy getting out goods for outside points. There is an advance of 50c. per bbl. in Canadian short cut, the price this week being \$18 to \$18.50.

#### BUTTER AND CHEESE.

**BUTTER**—The local demand is fairly brisk. With present weather, the make will be large. No change in prices, however, is noted this week, though there is a continued feeling for higher prices. Export trade is light. We quote: Dairy large rolls, 15 to 16½c.; prints, 16 to 17c.; tubs, 15 to 16½c.; creamery, prints, 19 to 21c.; boxes, 18 to 19½c.

**CHEESE**—There is not much doing. The condition of the market remains the same. We quote 10½c. per lb. to the retail trade.

#### VEGETABLES.

There is a good demand on all lines and a fair supply is offering. Canadian potatoes are not offering freely, but have dropped to 85c. per bushel. Green onions have risen 10 to 15c. per doz., on account of the change in size caused by growth, and are now quoted at 15 to 25c. per doz. Green mint is coming in plentifully and has declined 10c. Butter beans have dropped 10c., also on account of large quantities arriving. We quote green peas in bags of

1½ bushels, at \$1 per bag, a decline of 33c. Owing to the arrival of Canadian butter beans imported beans have dropped 25 to 30c. Carrots are 15 to 25c. per dozen, a decline of 35c., owing to the large numbers arriving. We quote as follows: Rhubarb, 15 to 25c. per dozen bunches; green onions, 15 to 25c. per doz.; green mint, 10 to 20c. per doz. bunches; asparagus, 50 to 60c. per doz. bunches; parsley, 15 to 20c.; radishes, 10 to 15c. per doz. bunches; lettuce, 20 to 30c. per doz.; new Canadian cabbage, 45 to 50c. per doz.; butter beans, 20 to 30c. per peck; cucumbers, 30 to 50c. per doz.; green peas, 90c. to \$1 per bag, or 25 to 30c. per basket; imported cabbage, \$1 to \$1.25 per crate; imported cucumbers, \$2 to \$2.25 per crate; imported butter beans, \$1.25 to \$1.50 per basket crate; imported potatoes, \$1.10 to \$1.15 per bush.; turnips, 50c. per doz.; carrots, 15 to 25c. per doz.; parsnips, 75c. to \$1 per bag; onions, \$1 to \$1.25 per bag; Bermuda onions, \$2 a case; Egyptian onions, \$2.50 to \$2.75 per sack.

#### FISH.

The market remains quiet and prices on the whole steady. A few ciscoes are arriving at \$1.10 to \$1.25 per basket. Herrings, owing to the large catch, have declined 1c. We quote: Trout, 7½c.; whitefish, 8c.; perch, 3c.; blue pike, 3c.; grass pike, 4½c.; yellow pickerel, 7c.; herrings, 3c.; steak cod, 6c., haddock, 5c.; white halibut, 10c.; frozen salmon, 12c.; fresh sea salmon, 16c.; red snappers, 11c.; fresh mackerel, 15c. each; haddie, 6 to 8c. per lb.; ciscoes, per 100, \$1; salt herrings, splits, \$2.75 to \$3 per half-bbl.; boneless fish, 4½ to 5c.; quail-on-toast, 4½ to 5c.; pure cod, 5½c.; shredded cod, \$1.80 per box.

#### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—Prospects in the West continue to improve, and, as a result, a number of declines are noted. Buyers who have high-priced wheat on hand are, however, stiff in their views. There is not much doing. No. 1, hard Manitoba wheat is 90c., Toronto; grinding in transit, 91c., a further decline of 1c. since last week. Values are 90 and 91c. The price on track outside, for Ontario wheat, is 69 to 70c., a decline of 1 to 2c. We quote as follows: Wheat, white and red, 72 to 73c. Toronto; goose, 70c. Toronto; peas, 60 to 63c.; oats, 29 to 32c.; barley, 40 to 42c.; rye 50 to 52c.

**FLOUR**—The market is quiet. Manitoba strong bakers is quoted at \$4.25, a decline of 25c. A drop of 25c. is noted in straight roller, also, prices now being \$3.25 to \$3.40. We quote: Manitoba patents, \$4.50; Manitoba strong bakers', \$4.25; Ontario patents, \$3.55 to \$4.00; straight roller, \$3.50, Toronto freights.

**BREAKFAST FOODS**—A good demand



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## Toronto Salt Works

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

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**Messina Lemons, Fruits and Nuts** of all kinds. An excellent assortment of only the best grades always on hand and we can supply you at lowest market prices.

**Bananas.** The fruit is arriving in first class condition. Port Limon stock is exceptionally fine.

**Fruit Auction Sales.** These auction sales are held every Wednesday and we will be pleased to give you any information required.

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# STORAGE

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

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We are open to buy carlots or less.

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## FRESH FRUITS

YOUR orders or consignments carefully handled.

WRITE US.

### CLEMES BROS.,

51 Front East, TORONTO.

continues this week, though prices are unchanged. We quote as follows: Standard oatmeal and rolled oats, \$3.40 in bags and \$3.50 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4 00.

#### HIDES, SKINS AND WOOL.

**HIDES**—There no change in prices this week. The market is very quiet and prices steady. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steer hides are worth ½c. more. Cured hides are quoted at 8½c.

**SKINS**—There is not much doing. A fair supply is offering. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring lambskins, 30 to 35c. each.

**WOOL**—A very dull market continues, and prices are nominal. Combing fleece sells for 15 to 16c., and unwashed is quoted at 9½ to 10c.

#### MARKET NOTES.

Domestic B rice is 10c. per 100 lb. lower. All refined sugars are 10c. per 100 lb. dearer.

Herrings are 1c. lower, on account of a large catch.

Green peas have dropped 33c. per bag of 1½ bushels.

Ontario straight roller is 25c. lower, now being \$3.25 to \$3.40.

Canadian short cut barrel pork has advanced 50c. per bbl.

Butter beans are quoted at 20 to 30c. per peck, a decline of 10c.

Manitoba patents have declined 25c., and are now quoted at \$4.25.

#### QUEBEC MARKETS.

MONTREAL, July 12, 1900.

#### GROCERIES.

THE market this week is active, due to the firm tone that prevades almost all lines. The feature is another rise in sugar, which advanced 10c. per 100 lb. on Tuesday morning, in sympathy with a similar advance in New York. Latest advices in regard to molasses and syrups tend to make wholesalers watch their stocks carefully, and to maintain a stiff market. Canned goods are similarly affected by discouraging reports of crops. Teas retain the advanced prices in a firm market. Naturally, the demand is increased by the fear of further advances. The jobbing trade is reported to be of a much larger volume since the prices of the main articles of the grocery trade are in an unsettled condition. The only signs of depreciation noticeable are in prices of rice and butter. Rice has taken

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GOLDEN CROWN LOBSTER, flats and tails

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GOLDEN CROWN CANNED CLAMS, 1-lb. talls

GOLDEN DIAMOND BLUE BERRIES, 2's size.

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## FLEISCHMANN'S

VEGETABLE COMPRESSED YEAST

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## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

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## Butter Wanted

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Agents for large Butter Tub Manufactory in Quebec, write us for quotations f.o.b. Factory or Toronto.

### Rutherford, Marshall & Co.

68 Front Street East, Toronto.

Telephone 2669, 2641.



an unexpected drop of 15c., and butter remains in an unsettled state.

## SUGAR.

Canadian refineries have been quoting figures on sugar out of proportion to the cost of the raw material. This was necessitated by the low prices maintained across the border. But, now that there has been an advance in refined and raw sugars in the United States, there was an immediate change in sympathy here. Consequently, we quote all qualities 10c. per 100 lb. higher than last week. The demand for sugar has been the main feature of an active market this week. The preserving season is, naturally, the occasion of a large jobbing trade, but the advanced prices have led retailers to lay in heavy stocks. We quote granulated, \$5 and yellows, \$4.30 to \$4.90 per 100 pounds. The cables say that cane sugar has advanced another 1½d. in Java, and, although the market is quiet, is now quoted at 13s. 7½d. Fair refining is 12s. 6d., which also shows an advance.

## SYRUPS.

As a general rule there are few syrups sold at this season, and this year is no exception. Business is quiet at 2¾c. for corn syrup in barrels and 1½ to 2¼c. per lb. for other qualities.

## MOLASSES.

The molasses market is a little more certain this week, and, so far as we can interpret the situation, we conclude that an advance in price is not unexpected. One report is that the season at the Barbadoes has closed at 18c., which means a rate of 37c. laid down here. This would mean that there is no more molasses on the Islands and that prices will now be ruled by the extent and condition of local stocks. Another report is that no vessels are obtainable to sail from the ports of the Barbadoes, and that this has caused a shortage of stock. At any rate, the market has an upward tendency, which makes the demand strong this week. We quote 39c. for single puncheons and 38c. for carlots. The stocks in Montreal are short, some firms in the city being supplied by others. Holders are wanting an advance of 2c. per gallon.

## CANNED GOODS.

The demand for canned goods is also reported good. Some even say that the situation is exciting. This has been caused by poor crops of strawberries, and by the apprehension of a shortage of supply of other canning staples, such as raspberries and corn. Cannerymen have already advanced strawberries 10c. a dozen, and wholesalers are now quoting \$1.55 to \$1.60 and \$1.65 to \$1.70 for preserved goods. Jobbers are not eager to sell other lines, either, holding out for outside prices. Tomatoes are quoted

at 85 to 90c. for round lots, and corn at \$1.05 to \$1.15. Peas are firm at 82½c., and beans are easier at 82½c. Fraser river salmon is quoted, for spot goods, immediate delivery, at \$1.30 to \$1.40, and spring salmon at \$1.20.

## DRIED FRUITS.

In dried fruits there is only a fair demand. Valencia raisins are very scarce just now, and 7 to 8c. is being asked for them. Otherwise there is no striking feature.

## RICE.

In spite of the easy feeling that has been prevailing in the rice market, the demand remains good. The Montreal mills have lowered their prices 15c. However, there has been a firmer feeling the last few days. Standard B is quoted at \$3 to \$3.10 in bags of 250 pounds and other grades at \$2.90.

## SPICES.

There has been a fair demand for spices but the trade is not brisk. Advices from primary markets tend to show a firm tone in spices. For instance, it is reported that pepper stocks are 50 per cent. below those of last year. There appears to be a recovering from the depreciated level that has prevailed. We quote: Nutmegs, 25 to 50c. per lb., as to size; mace, 45 to 60c. per lb., as to quality, and pimento, 10c. Ginger is firm.

## COFFEES.

There is also an upward tendency in coffee, according to Rio advices. Nothing definite in the shape of a change has occurred on the local market, however. There is a fair demand for Cucuta grades of Maracaibo which, in 25 and 50-bag lots, have sold at 11 to 12c. Coffees that some time ago were bought for 6c. in New York, are now being offered at 9 and 10c. Bubonic plagues and such things have caused the advance.

## TEAS.

The Japan and China market is extremely interesting, and many large transactions have taken place. Stocks in the United States have run low, and, in anticipation of an advance, buyers have been across the line this week in the hope of securing supplies here. But holders here are not willing to sell except at outside figures. The trade has been buying a large quantity of China and Japan teas this week. Old Japans are placed at 14 to 16½c., and new Japans at 19½ to 21c. The situation, on the whole, appears to be even better than it was last week. In regard to the future, experienced dealers claim that everything points to an advance in the Japan article. One indicative sign is that the consignments are extremely small this year in comparison with those of last year. China teas are unsettled, but, gradually, the tone is moderat-

ing as the clouds of trouble are rifting. Ceylon teas can now be bought at a reasonable price, for the excitement that has characterized the market has disappeared. Green teas of certain varieties are scarce. In anticipation of an advance there is quite a quantity of tea moving.

## GREEN FRUITS.

Heavier receipts have given prices a downward trend this week. The public seems to find difficulty in consuming the huge mass of fruit being poured into the city. Yet, the Montreal dealers are doing better than the New York merchants on Californian fruit. We quote as follows: Oranges, \$3 to \$3.50 for Messinas; \$3.25 to \$4 for Sorrentos, and \$2.75 to \$3 per box for bloods; lemons, \$3.25 to \$3.50 per box; bananas, \$1.35 to \$2, as to quality; strawberries, 9 to 10c. per box; pineapples 10 and 20c. each, as to size and quality; Bermuda onions, \$2.75 per crate; golden dates, 4½c. per lb.; Malaga figs in matting, 4½c. per lb., and, in boxes, 11 to 14c. per lb., as to grade. Californian peaches, 75c. to \$1.50 per box; Californian plums, 90c. to \$1.40 per box; Canadian cherries, \$1 to \$1.50; watermelons, 25 to 30c. each. Southern vegetables are finished as far as Montreal is concerned, for the local vegetables are coming upon the market. Cabbage is now quoted at 60 to 70c. a doz.; beans, \$1 per bag; peas, 75c. per bag.

## COUNTRY PRODUCE.

EGGS—The trade in eggs has been quite satisfactory this week. The demand has been good and stocks have been cleaned up fairly well. Prices are steady at 12 to 13c. for straight, 9 to 10c. for culls, and 13 to 14c. for selected.

MAPLE PRODUCT—There is no change to report in maple product. Business is slow, there being little or no demand. We quote: Maple syrup, 85c. per 14-lb. can; 65 to 70c. for 10 lb tins, and 6½ to 7½c. per lb., in wood. Pure sugar is sold at 9c.

HONEY—There seems to be quite a demand for honey this week, although prices are not changed. White clover in comb is quoted at 13 to 14½c.; white extracted, in large tins, 9 to 10c., and in small tins, 10 to 10½c., and buckwheat extracted, 8 to 9c.

POTATOES—Local dealers are paying 35c. on track for bags of 90 lb. Stock is being resold at 45c.

ASHES—The English market is tending downwards, and local trade is sluggish. Quotations are: \$4.50 to \$4.55 for first pots, \$4.10 to \$4.15 for second, and first pearls, \$5 to \$5.25.

BEANS—The market is dull. We quote: Canadian hand-picked at \$1.60 to \$1.65, and primes at \$1.25 to \$1.50.



**PROVISIONS.**

Trade in provisions continues firm. Smoked meats of all lines are moving rapidly. Quotations remain the same as last week. We quote: Heavy Canadian short cut mess pork, \$18; short cut back pork, \$17; selected heavy short cut mess pork, boneless special quality, \$19, and heavy mess pork, long cut, \$17; pure Canadian lard, 9½ to 10c. per lb., and compound refined, 7¾ to 8¾c. per lb. Hams, 11 to 14c., and bacon, 10 to 14c. per lb.

**FLOUR AND GRAIN.**

**FLOUR**—There continues to be a steady demand for flour, and the market is fairly active with a firm undertone. We quote as follows: Manitoba spring wheat patents, \$5; winter wheat patents, \$3.95 to \$4.25; straight rollers, \$3.75 to \$3.85; in bags, \$1.80 to \$1.85, and Manitoba strong bakers', \$4.40 to \$4.65.

**GRAIN**—There has been a better feeling in the Montreal grain market the last few days. Shippers have some inclination to bid, but yet few transactions take place. There was a fair demand for No. 2 white oats, and 31½c. afloat was bid freely. The inquiry for peas was also good. We quote: Wheat, 79½c. July, 80½c. August, 81c. September; oats, 24 to 24½c.; corn, 43 to 44c.; peas, 71c.; rye, 65 to 66c.; barley, 49 to 50c.

**FEED**—There was no change in feed to note, and a fair business is doing. We quote: Manitoba bran, in bags, \$15; shorts, \$17; mouille, \$18 to \$24; Ontario bran in bulk, \$16, and shorts, \$18 per ton.

**OATMEAL**—There is nothing new to report in rolled oats. The demand is fairly active at \$3.30 to \$3.45 per barrel, and at \$1.60 to \$1.67½ per bag.

**HAY**—In baled hay a fair trade is reported. Prices show no change, but the price is easy. We quote: No. 1, \$9 to \$9.50; No. 2, \$8, and clover, \$7 to \$7.50 per ton, in carload lots.

**CHEESE AND BUTTER.**

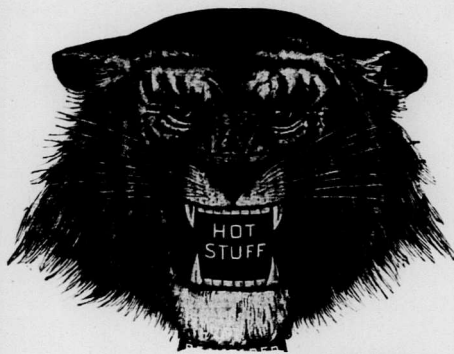
**CHEESE**—The demand for cheese has been more active this week, with prices ruling firm in the same quarters we left them last week. The volume of receipts is steadily expanding. More business seems to be doing in the Eastern makes than in the Western, for they are cheaper and the quality seems to be nearly as good. Prices are 9½ to 9¾c. for Western, and 9 to 9½c. for Eastern. The cables are not encouraging, yet dealers have hopes that the high prices will continue.

**BUTTER**—The market remains unsettled. Although the receipts are increasing they are much behind those of last year, the high price of cheese seemingly curtailing the output of butter. Since the beginning of June, the receipts of butter were 88,976 packages,

If you are not buying **Clark's Meats**

it's because you don't know the variety and quality of the stock.

Ask Your Wholesale House **About It.**  
55 Varieties.



**At Last !!**

I have found something hotter than I am!

**BAYLE'S TOBACCO PEPPER SAUCE.**

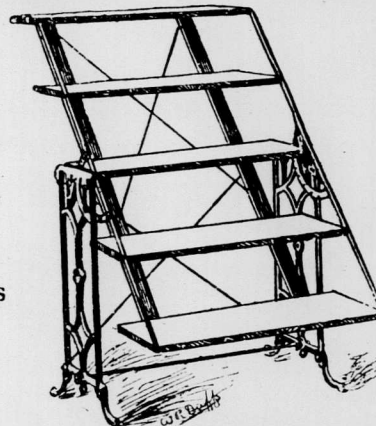
MADE BY **GEO. A. BAYLE,**  
FOR SALE BY Wholesale and Retail Grocers throughout the United States and Canada.

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

**AN ATTRACTIVE DISPLAY**

and economy of valuable space are two of the many advantages derived by using

**BOECKH'S ADJUSTABLE DISPLAY TABLES**



Easily and instantly adjusted to any angle.

Useful for many purposes and always ready for use.

Artistic in design and finish.

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WRITE FOR ILLUSTRATED BOOKLET.



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**TORONTO**



# S. H. EWING & SONS

— 96 King Street, MONTREAL

**Headquarters for Ceylon, Indian and Japan Teas.**  
Consult us now, as we have some splendid values in these brands. Wholesale only.

—SAMPLES AND PRICES ON APPLICATION—

against 104,726 in 1899. The finest creamery brings 19 to 19¼c. and dairy 15 to 7c.

## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., July 12, 1900.

**D**EALERS are quite well pleased with the volume of business and with the condition of the markets, good profits being quite general. There are also quite good reports regarding collections. The returns from the Customs show large imports, the amount of duty paid being far in excess of last season. Exports have shown a decrease owing to the very light shipments of American lumber. There have been very heavy increases in wood pulp and hides. Large quantities of pulpwood are being shipped, one American firm taking five thousand cars. This is too bad, as the pulp should be manufactured here.

**OIL**—In burning oil prices remain unchanged. There is a fair business. Paint oils still hold their high figures, but limited business is being done. Lubricating oils are quite firm, and dealers are kept busy. In cod oil, while season is early, quite a little is being received. Prices are low, there being no active demand.

**SALT**—Receipts have been quite large in Liverpool coarse salt, and there is quite a little to be landed during this week. Prices are held quite firm. The salt tends to firm figures, and freights are high. There is but a small quantity of factory filled received,

and in rock salt there is not enough to be taken into account. Demand for this grade has stopped. Canadian fine salt has a good, steady sale for dairy and table use. No further advance has been named since the higher prices quoted for the wood boxes. We quote: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

**CANNED GOODS**—The arrival of a car of Simcoe corn, sold by the western holders, has relieved this market. As full figures were paid, the high price is still held. Peas will be ample stock. Tomatoes are not a large stock here, and prices tend higher. Canadian pineapple has been received during the week. It is sold by only one house and affects the sale of the American, as the price is lower. Strawberries are scarce, but the fresh fruit is now here. In salmon, some packers have withdrawn the figures of Rivers Inlet fish and the future looks firm. Our market is using chiefly the coho fish. In sardines, oils of last season are cleaned up. New goods are beginning to come in. Haddies are freely sold, and the outlook is for an improved demand for kippered herring, when they come in, over last season.

**GREEN FRUITS**—Berries have large attention, local stock supplying the market, and some nice fruit is being shipped. Very few wild berries are now used, at least as table fruit. Prices are quite low. Best stock commands rather better than market prices. Large quantities of empty half barrels are going to the country to be ready for the raspberry shipments. These, of course, are for wild fruit. Californian fruit is largely in demand. Quality is good. Plums to hand this week were particularly fine. Even prices rule. In bananas, which were somewhat scarce, the market is well supplied. The sale is very large. Oranges are quite high. Lemons, though rather higher, are good sellers. In pines but a fair business is being done. Melons are very plentiful, but they are not large sellers on this market. Rhubarb is still received in large quantities, but commands only a low figure.

**DRIED FRUITS**—There has been but little attention paid to this line. Stocks are light, so dealers are well pleased. In seeded raisins, there is some movement. Prices show no change. American quotations are somewhat lower, so that the loss of rebate is made up. In cleaned currants dealers find they have to pay a higher figure where they have to replace stocks. There is a fair sale. Loose muscatels are scarce, but some Valencias are still held. Prices on new figs are quoted by New York houses, but, as the American duty has to be added to the import price when valued for duty, which would mean ½c. extra cost, our

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

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



buyers do not import in this way. Dates and figs are dull. Prunes keep low. They are light sellers. Evaporated apples are not in demand. Onions, of which quite a quantity arrived this week, are rather easier.

**DAIRY PRODUCE**—Eggs, which have been quite scarce and high for the season, are rather lower, owing to more free receipts. Quality continues quite good. In butter, prices are low, ample supply being received. There is no sale except in a retail way for creamery stock. Cheese show little change. Prices remain quite high. Our market did not advance as high as Western figures. Outlook is for less output than was expected.

**SUGAR**—Prices work up slowly but steadily, and show quite an advance over the figures which ruled for so long. Our refineries follow the lead of outside quotations, and outside sugars are little offered. Some American granulated is still held by dealers.

**MOLASSES**—Another cargo of Porto Rico landed this week. It is thought this will be the last. Holders are firm. Buyers are inclined to hold off. Stocks of this grade are not large, and very largely held by one importer. In Barbadoes, some further stock is expected. Price will be well under Porto Rico, but the goods are not sellers, though price will help to move. Some American mixed is being sold. In New Orleans, little is doing.

**FISH**—Salmon have proved a light supply. Prices are well maintained. Much more outside business could have been done. They are the only fresh fish of importance at this season. In dry fish, business is quiet. New continue to arrive. There are some light shipments of boneless being made. Smoked herring are dull. Pickled herring have little sale. Alewives proved very satisfactory to all parties interested. We quote: Large and medium dry cod, \$3.00 to \$3.25; small, \$2.00 to \$2.25; pickled shad, \$4.00 to \$4.50; haddies, 4½ to 5c.; smoked herring, 7 to 8c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$2 to \$2.15 per 100; pickled herring, \$1.85 to \$1.90 half bbl.; bloaters, 70c.; kippers, \$1.00; halibut, 6 to 8c.; salmon, 12 to 14c.

**PROVISIONS**—Shipments of pork from Boston continue to arrive, but sale is dull. Beef is also quiet. In smoked meats a few hams are sold at quite firm figures. Lard, while rather easier, is still quite high.

**FLOUR, FEED AND MEAL**—In flour the advanced prices hold firm. There is quite a good business being done. Manitoba grades are much higher in proportion to Ontario brands. Oats are rather higher.

Oatmeal is firmer, but little change is noted as yet. In cornmeal the higher figures hold. Local output is large and is quickly moved. Beans sell slowly at rather easier figures. Feed and hay are light business. In barley and peas little is done; prices quite firm. We quote as follows: Manitoba flour, \$5.50 to \$5.60; best Ontario, \$4.35 to \$4.40; medium, \$4.00 to \$4.15; oatmeal, \$3.65 to \$3.75; cornmeal, \$2.35 to \$2.40; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.75 to \$1.85; prime, \$1.60 to \$1.70; yellow-eye beans, \$2.25 to \$2.45; split peas, \$4.00 to \$4.25; round, \$3.25 to \$3.40; pot barley, \$3.85 to \$4.00; hay, \$9 to \$9.50; timothy seed, American, \$1.50 to \$1.85; Canadian do., \$1.75 to \$2.40; clover seed, 9½ to 10c½.; alsike, 10½ to 12c.; mammoth, 11½ to 12½c.

#### ST. JOHN NOTES.

A. L. Goodwin had a car of watermelons to hand this week.

Baird & Peters landed another cargo of Porto Rico molasses this week.

C. & E. Macmichael are offering Canadian grated pineapple, just received.

Large shipments of Egyptian onions were received this week by the wholesale grocers, via Liverpool.

T. Collins & Co., who are the largest handlers of potatoes here, have still some nice stock to offer.

Merritt Bros. & Co. have a large shipment of Liverpool coarse salt just to hand. Prices low ex steamer.

Bowman & Angevine have received a shipment of extra preserved ginger, direct from China, and are able to sell at lower figures than have ruled.

#### MANITOBA MARKETS.

Winnipeg, July 9, 1900.

**T**HE heavy rains of the past 10 days have very considerably brightened the outlook in Manitoba, and it is generally admitted that prospects are now good for half a crop of wheat, while feed will be abundant. As soon as the first rain fell, hundreds of acres of fodder crop such as barley, oats and rye were sown, and these are now shooting up rapidly and looking well. Wherever the districts are devoted to mixed farming, the circumstances are, of course, much better, but even the exclusive wheat-growing districts display a decidedly more hopeful tone.

The volume of business is fair for the season, but wholesale men show a disposition to curtail rather than shove business, except on strictly cash lines, until matters are more definite as to crop.

**CANNED GOODS**—This line of groceries is

in a most unsatisfactory state; in fact, it could not well be worse. The canners steadily refuse to allow Western men the rebate for freight granted to Easterners, and the men of the West find themselves forced to sell these goods below actual cost or see the trade entirely absorbed by Eastern houses. The advance in strawberries noted last week continues, and it now seems settled that the crop is short. Peas also are reported scarce and likely to advance in price. Stocks of last year's goods are light in this market.

**EVAPORATED AND DRIED FRUITS**—Prunes are pretty well cleared up. Small sizes are unobtainable and others have advanced from ½ to ¾c. per lb. New apricots will be here at the end of this month and will open at about 12c. The raisin situation has not changed, except that Californian muscatels have weakened a little, probably owing to a desire to unload before new stocks are in. Currants have advanced another ½c., and reports from Greece to this market continue most unfavorable. The price is now 7½ to 7¾c. for cases. This is almost double the price of earlier in the season.

**SUGAR**—A further advance of 10c. per 100 lb. has just been declared, and granulated is now \$5.60 per 100 lb. and yellows \$4.95.

**SYRUP**—Glucose syrup has advanced 10c. owing to the advanced prices of corn, and, as the advance is entirely legitimate, it is likely to be maintained.

**FLOUR AND CEREALS**—Without change for the week. Trade is rather slow.

**CURED MEATS**—The market continues firm, but prices are almost unchanged, though some shading is reported. Sugar cured hams, 13c.; breakfast bellies, 12½c.; short backs, 10c.; long backs, 11c.; shoulders, 9½c.; picnic hams, 9½c.; dry salted long clear bacon, 9c.; smoked long clear, 10c.; backs, 9½c.; shoulders, 8c.

**LARD**—Pure lard, 20-lb. pails, \$1.90.

**BUTTER**—The rains and improved pasturage are making a notable increase in the supply of both dairy and creamery butter. Large quantities of dairy butter have been bought this season along the Calgary and Edmonton railway. This comes principally from farmers who went in last year with one, two or three cows. The dairy butter this season has been the best for years. The price is 11 to 13c. net, according to grade. Creamery is in a more active demand, and, owing to keen competition and the improvement of the Coast market, is now quoted at 16½ to 17¼c. and 17½c. has been paid for some factories' make.

**CHEESE**—The supply of cheese is hardly equal to the demand at present. Consider-



able farmer dairy cheese is being received by some houses, but the quality is not up to the standard. Price of factory cheese is 9 to 9½c. and of home dairy cheese 9c.

**EGGS**—The supply is again increasing slightly but as the demand is good the price is maintained at 13c. Winnipeg for candled stock.

**GREEN FRUITS**—Market active and well supplied. Californian plums, peaches, pears and apricots are arriving in larger quantities and shading lower: Plums, \$1.90 to \$2.00; pears, \$5.00 per box; peaches, \$1.75 to \$1.85; apricots, \$2.00; cherries, \$1.60 to \$1.75; lemons, \$6.00 per case; Californian Valencia oranges, \$5.00 to \$5.50; pine-apples, \$6.00 per case; watermelons, \$6.00 per dozen. Tomatoes have dropped rapidly and are quoted at \$1.50 to \$1.60 per 4-basket crate; cucumbers, 90c.; Californian onions, \$4.00 per cwt.; potatoes, \$2.00 per cwt., but this price will drop early next week to about \$1.10. Owing to drouth, the supply of home-grown vegetables is still short, but the late warm rains will speedily remedy this.

#### NOTES.

The retail clerks of Winnipeg are rejoicing over the successful passing of the early-closing by-law. All stores will close promptly at 6 p.m., five days per week, and at 10 p.m. Saturdays.

Mr. E. B. Nixon, wholesale grocery buyer for the Hudson's Bay Company, met with an accident to his foot while in swimming at Rat Portage and has been confined to his house for several days.

The Brandon creamery, run by White-law & Race, has made a record this year. Since the month of April they have made 50,000 lb. of butter, and during June alone 25,319 lb. Two years ago this creamery was at death's door, but was taken in hand by the R. A. Lister Separator people and put on a sound financial basis. This spring they sold out to the present owners who find themselves in possession of a first-class paying concern. The butter from this creamery has nearly all been sold in brick form in Winnipeg and Brandon.

Chas. Isman has opened up a tobacco and confectionery store in Winnipeg, Man.

Samuel J. Richey's tobacco store, St. John, N.B., was gutted by fire and his stock completely ruined; \$1,500 insurance.

A number of retail grocers of Toronto, at a meeting on July 5, agreed to discontinue the use of trading stamps and cash coupons after August 1.

The bakers of Ottawa have decided to retail bread at 11c. per loaf, on account of the advance in fuel, flour, etc. Montreal bakers are doing likewise.

## MEETINGS OF GROCERY ASSOCIATIONS.

### THE MONTREAL ASSOCIATION.

**T**HE regular meeting of the Grocers' Association of Montreal was held on Thursday, July 5, at the Monument National Hall, St. Lawrence street. The attendance was only fair. The principal business transacted was the completion of arrangements for the annual picnic, to be held this year on July 18.

A letter was read from Mr. A. D. Fraser, requesting his name to be erased from the subscription committee, on account of certain persons soliciting advertisements for an unauthorized programme. It was explained that the programme question had been satisfactorily arranged, and the secretary was instructed to inform Mr. Fraser that it was the unanimous wish of the association that he would continue his good work on the committee.

The picnic, which is to be held at St. Jerome, a pretty place about 50 miles from Montreal, promises to be a huge success. The committees are working energetically, and some rare sport is already assured.

The event is being well advertised, and the grocers seem more unanimous than ever in the wish to observe this, their own annual holiday. C.P.R. trains will carry the excursionists to St. Jerome.

### THE TORONTO ASSOCIATION.

The regular monthly meeting of The Toronto Retail Grocers' Association was held in St. George's Hall, Elm street, on Monday evening, July 9. The meeting was an enthusiastic one, although not many were present. President D. J. Kelly occupied the chair.

The reception of new members was first taken up. The following grocers who had been proposed at a previous meeting were declared members of the association: Good Bros., 47 Grange avenue; Gibbons Bros., 750 Queen east; H. C. Armstrong, 500 Queen east; W. Cole, Parliament street and Wilton avenue; Everett Bros., College street and Ossington avenue; J. T. Henderson, Arthur street and Bellwoods avenue, and W. B. Markle, Ontario and Wellesley streets. F. Woods, grocer, Dundas street, was proposed by Mr. Sanderson, and this being the last meeting before the excursion, the rules were suspended and the president declared, on a vote, Mr. Woods a member of the association.

The reports of committees were next taken up, the excursion committee's report being the principal one. The music committee's report aroused a discussion which ended in a motion being carried to have Mr. Bond re-engage a band for the excursion. A

committee was appointed to decide on a badge for members of the association. The excursion, printing and games committees, also reported.

The meeting then adjourned.

### HAMILTON GROCERS' PICNIC.

The Retail Grocers' Association of Hamilton held its regular monthly meeting on July 3rd, President Andrew G. Bain in the chair.

Interest in the great annual picnic, to take place at Queen Victoria Park, Niagara Falls, on Wednesday, July 18, brought out the members in good numbers, and, judging from the reports of the various committees, nothing will be lacking in the arrangements for the pleasure, comfort and safety of the 3,000 people who will attend. There will be four trains of 14 coaches each to the Falls and one to Buffalo, so that everyone will be sure of a seat.

A deputation of clerks, headed by P. Nichol, waited on the association, with a view to having games at the picnic, same as last year.

The following grocers in the West End reported their intention of closing their respective places of business Wednesday afternoon during July and August: D. Hewry, Brown & Durance, G. Hunt, S. Hilton, W. Vollick, Mrs. Stephens, R. B. Raycroft, J. A. Williamson and Wm. McBride.

### MR. KINNEAR IS HOME AGAIN.

Mr. T. Kinnear, of T. Kinnear & Co., wholesale grocers, Toronto, returned on Sunday morning last from a trip to Great Britain and the European continent. Paris and its Exposition were among the places Mr. Kinnear visited during his absence. He had a pleasant trip, and, while he was much interested in the Exposition, he says it was not, in his opinion, equal to the World's Fair in Chicago in 1893.

Erskine, Wall & Co., grocers and liquor dealers, Victoria, B.C., are occupying new premises in the city.

### CONDENSED OR "WANT" ADVERTISEMENTS.

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

### CORRESPONDENCE WANTED.

**BRITISH COLUMBIA BROKERAGE FIRM** (rustlers), high standing, want Wholesale Grocers, Dairymen, and other manufacturers' correspondence. Address Box 2, CANADIAN GROCER, Toronto. (29)



## THE ADVERTISING ARENA.

A practice worthy of emulation is, says an exchange, that of those manufacturers and wholesalers who put particular effort into the advertising designed to help the retailer sell the goods.

Retailers, remarks Profitable Advertising, are separating into two classes—those whose advertisements depend more and more upon lowness of price for effectiveness, and those who depend less and less upon price.

### SAYINGS—OLD AND NEW.

Doom dogs the heels of crime—and of poor ads.

I see a dusk and awful figure rise—the ad. smith.

He stood alone—the only one who did not use the papers.

And still in a tone of dolorous pitch—he refused to advertise.

My verses were as meaningless and stale—as some advertising.

If 'twere done when 'tis done then 'twere well 'twere done quickly—advertising.

Speak, for thou long enough has acted dummy—ye men who do not advertize.

It is a hard matter to lie well—but some advertisers and circulation men can do it.—Advisor.

### HINTS AS TO SHOW CARDS.

The show cards which you use in the windows require a great deal of attention in several respects.

In the first place, there is nothing which gives a store such a poor appearance as dirty or poorly-made show cards. The expense of having good show cards well made and of changing them often enough to keep them fresh and clean, is so little in comparison with the harm that untidy cards do, that there is no excuse for any firm not having the best.

White cardboard for a window is to be preferred under most circumstances. When colored cards are used, care should be taken that the colors do not conflict with the colors of the goods on which they are placed. A lack of harmony in this respect will often spoil a very good window display. If colored cards are used, only one color at a time is a great deal better than having several colors in the same window.

Again, the cards may be varied by using different colored inks on a white cardboard. This gives all the benefits of bright display without necessitating the purchase of different colored cardboards.

In making show cards, taste should be displayed in the arranging of the words and figures, if anything but the price is on the card. It is better to have a white margin around the figures than to have the figures consume the whole of the space. This gives a much neater effect than when the whole card is filled. In the same way, the larger the window card the more white space around the edges may be used to make the card attractive. But take care that you do not have the cards so large as to hide the goods on which they are displayed. You must remember that you are not making a display of window cards, but a display of goods. I have noticed several windows lately in which about the only thing that could be seen at a distance was an array of window cards. The goods seemed almost insignificant in their quality in comparison with the signs. Too few window cards are even better than too many, although this is an extreme which should be avoided.—Chas. F. Jones.

### RUTS ARE FATAL TO SUCCESS.

A manufacturer who feared that he might be getting into ruts, recently invited a friend to inspect his factory, says Success. As he explained his various methods, the friend was quick to see faults and offer suggestions. The manufacturer now claims that this interview pointed out to him ruts, the elimination of which has saved him hundreds of dollars a week.

Perhaps you cannot see the ruts you are running in. If you ask some friend, someone who won't lie to please you, how your store, or factory, or place of business looks, how it compares with other places of business, he will probably point out a rut or two.

It is an easy matter to get into a rut and very difficult to get out. What is to-day a dangerous rut may have been a perfect method at a time not long past, but conditions and times change. This is an era of up-to-date methods.

Twenty-five years ago, a simple announcement in a local paper was all the advertising a dealer was called upon to do. To-day he must take more space; he must write his advertisement more carefully and attractively.

Ten years ago, if you did not happen to have what your customer wanted, he would take the best substitute you had. To-day, he will get just what he wants from your

neighbor. Almost any kind of store would do 25 years ago; to-day, it must be well furnished, well lighted, well kept, and must have bright, courteous salesmen, or the best customers will not patronize it.

### NEW WORDS IN THE LANGUAGE OF BUSINESS.

Imagine a business man of a hundred years ago transported to the present time, and attempting to read down the "want" columns of a modern newspaper, remarks an exchange. The motorman, the conductor, the district manager, the telegraph operator, the telephone girl, the elevator boy, the electrician, the lineman, the typewriter, the stenographer, the engineer—would convey no idea to his mind of the requirements and duties of the situations wanted. Fancy his inability to comprehend the shipping news, the commercial items, with the hosts of new words which modern transportation has introduced, such as the steamboat, the railroad, the express train, the freight train, the grain elevator. This gentleman of the olden time, who might have been a power in his financial world, could go to school to his nine-year-old great-grandchild with advantage, for an understanding of the most simple terms of commerce and trade.

### ADS. THAT KICK BACK.

Extravagant offers create wrong ideas of values in the minds of ad. readers and make it more difficult to appeal to these same people with straightforward honest advertising, because such offers teach these people to expect too much for their money, remarks Advertising Experience. They get such extravagant ideas that it becomes almost impossible for the legitimate dealer or mail-order house to please them.

Exaggeration and clever juggling of words which is so prevalent in certain classes of advertising to-day, is doing as much harm as the out-and-out dishonest advertising is to undermine the confidence of ad. readers in all advertising. This subtle kind of dishonesty is even more dangerous than is the straightforward dishonesty of some advertisers, if it may be called such. People who are wronged by such advertising, if they are not led on by the very charm that the taking of risks may have for them, learn to regard all advertising as being at least exaggerated and to be taken with a grain of salt.

All such dishonest and scheme advertising and all low-grade advertising, honest though it may be, tends to discourage the better classes of people from looking through the advertising pages of periodicals which contain this class of advertisements.



## HOW HE WON SUCCESS.

THE following tale is worthy of a place among business classics. My father found it a fugitive, and published it in pamphlet form years ago.

I take pleasure in giving it right of way in my department this month.

\* \* \*

A young man had accumulated \$1,000, and was debating whether he should buy a small candy store with it, or whether he should lend it on a mortgage. This latter he knew was the secure way. The other promised great profits. In this perplexity he saw an advertisement: "Advice given to those going into business."

The counselor said, on consultation: "My fee will be \$5 in advance."

When this was paid he asked:

"Do you understand the candy business?"

"No, I did not think it was necessary. I expect to supervise it merely."

"Then you will lose all your money in three months."

"You think I had better lend the money on mortgage?"

"I do not say that. What is your business? that is, what do you perfectly understand?"

"I know the pickle business through and through. I can make pickles of all kinds; but I do not like it."

"Never mind what you like. Go and get a small place and make pickles. Go from hotel to hotel, from restaurant to restaurant, and sell them. In 10 years come back and see me. You will have \$10,000 at least."

As the young man was going away he was called back.

"Here is a card. I want you to put it where you can see it a hundred times a day." These words were on the card:

"BUSINESS IS BUSINESS."

"DON'T TRY TO DO WHAT YOU LIKE;  
DO WHAT YOU CAN."

The card had a strange fascination for him. He read it with care as he walked along the street. As he studied it new light seemed to enter his mind.

He found a dingy basement, and began to arrange for his operations. Of course, vinegar must be got, several barrels of it. Some was offered him at 10c. a gallon, some more was shown at 5c. "Which shall I take?" He thought of the words on his card. He seemed to see people testing his pickles, and, not liking them, depart without buying. "They will know

good vinegar," thought he; and so he bought the honest stuff.

In a few days several tubs of materials were ready; and he knew he must market them. Now he greatly dreaded to face strange people, and push his goods upon their notice. He never had courage when a boy; and now, as a young man, he felt more timid, it seemed. But he thought of the words of the card, and entered a restaurant. The evident manager was a blooming young woman; and the pickle dealer was more afraid of women than men. But "business is business" repeated itself over and over in his mind.

The answer to his statement was that his pickles would be tried, and, if found all right, would be purchased.

"Glad I got that good vinegar," thought the young man; and he began to feel that there was a certain power in the maxim his adviser had given. He began to feel a courage he had never expected, in meeting people and trying to sell his goods to them.

Calling at a store to get, if possible, an order for pickles in bottles, he was quickly and rudely met with, "Don't want to see any such stuff." Noticing the utter dismay on the young man's face, the merchant said, short and sharp, "Don't you know enough of business to put up your goods attractively?"

As he retreated, ruffled and disheartened, the maxim repeated itself over and over, with this additional sentence, "It is business to put up goods attractively." He sought out a lithographer and had some handsomely colored labels printed.

"They will buy the bottles," said a friend, "just for the picture you have on them."

When he had gained sufficient courage, he sought out again the merchant who had rebuffed him. "I have come to make you a present of a bottle of fine pickles."

"Why do you make me a present of them?"

"Because you gave me advice that is worth a great deal."

The morning of the Fourth of July came, and he pondered whether to go to his store or not. All at once he thought, "People going on picnics will want pickles." It was the magic words on the little card that ran through his mind. He found, as he had thought, a large number of buyers waiting for him.

The little card was consulted in all sorts of weather. If a man made a proposition to him of any kind, and he was in doubt,

he would go and look at the words, though he knew them by heart already. One day a cheese merchant came to persuade him to buy his stock.

"People," said he, "who buy pickles always buy cheese. You will do a big trade." It was a temptation. He went and looked at the words and studied them intently, trying to think out their application to the case in hand. "Men do what they can," he reflected. "I would like to sell cheese; but I know I can sell pickles." Then he returned. Now he was resolute and firm, although by nature easily bent and swayed by the words of others.

"Business is business," he said. "I am in the pickle business. If I cannot make money in this I will quit and go into something else; but I will not have two kinds on my hands."

It was a turning point. After this he could refuse all influences to go into something that seemed at the time more lucrative. He was not only industrious; it is plain he had a fixed principle of action. All men who put industry and mind to their work are bound to be successful. When the 10 years were up he had the \$10,000, and more too.

## THE POINTS ARE PLAIN.

I. Put up prime pickles.

II. Put up prime pickles in popular packages.

III. Push prime pickles in popular packages by pithy and pointed advertising.

—J. A. Richards, in Profitable Advertising.

## PERSONAL MENTION.

Mr. and Mrs. Pafford have returned from their honeymoon.

Mr. J. H. Anderson, of the Great West Cold Storage and Provision Co., Winnipeg, Man., is in New York on business.

Mr. C. F. Hodges, Ireland, who is associated with the new Farmers' Cooperative Packing Co., Brantford, Ont., is in Toronto.

Mr. N. H. Hughes, lately city traveler for the Anderson Produce Co., Winnipeg, Man., has left that firm and taken a similar position with Gordon, Ironsides & Fares.

## FOR A GOLD BASIS.

Miss Wellon stood in front of the mirror, looking at the reflection of her once golden hair, now thickly streaked with silver.

"I am tired of the double standard," she said.

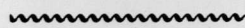
And she proceeded to make arrangements to place it on an exclusive gold basis. —Chicago Tribune.



# "STAR" BRAND

## HAMS and BREAKFAST BACON

are noted for delicious mild flavor.

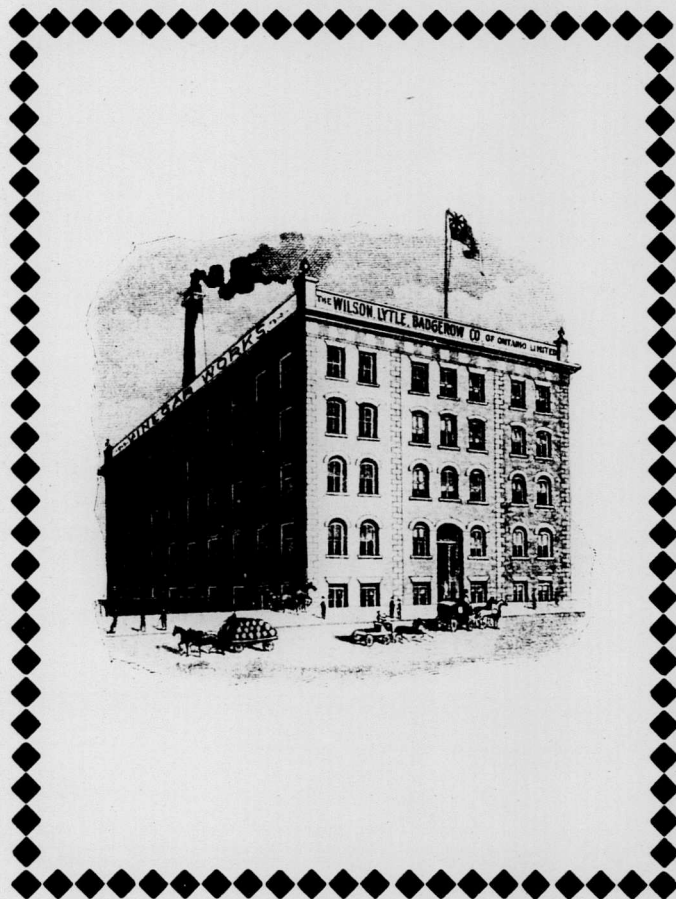


Put up by

### F. W. FEARMAN CO.,

LIMITED

PORK PACKERS AND LARD REFINERS.  
HAMILTON.



## The Auer Gasoline LAMP 100 Candle Power.

SATISFACTION GUARANTEED  
OR MONEY REFUNDED.

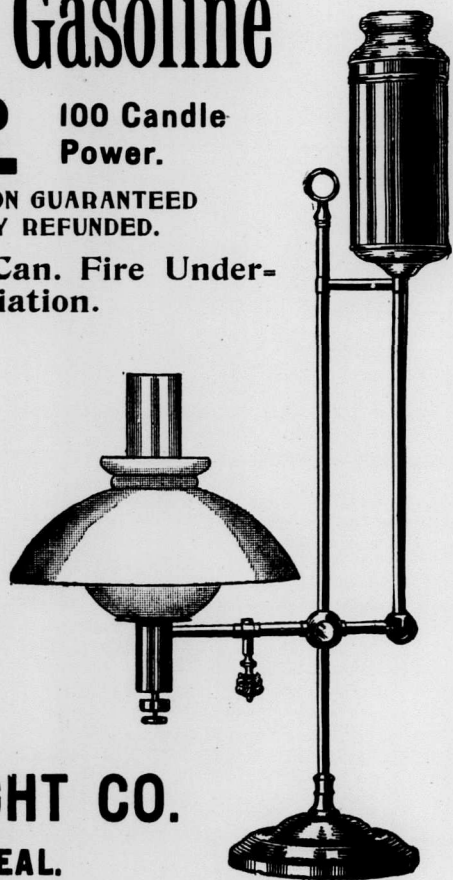
Approved by Can. Fire Under-  
writers' Association.

SEND  
FOR  
CATALOGUE.

No. 1 \$7.50

5 STYLES

AUER LIGHT CO.  
MONTREAL.



## Boston Laundry Starch...

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

SOLD BY . . . .

THE F. F. DALLEY CO.  
HAMILTON. Limited



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE tone of the market held firm, and business was fairly active. Confidence in the market continued general, and there was a steady demand from the consuming trade, a fair line business being transacted with both local and out of town trades. The statistical position of the market was a decidedly healthy one, and, with the improved trade conditions, dealers showed no anxiety to market their holdings, being firm at full quoted values. The market for invoices was firm, and sales reported were 1,000 pkgs. Japan and 200 pkgs. country greens.—New York Journal of Commerce.

## CURRANTS IN LONDON.

The market for currants advanced a further 1s. to 2s. per cwt. at the close of last week and the commencement of the present one. Since then isolated sales of provincial have been made at a decline of 2s. to 3s., but all the parcels offered have been bought up by the principal holders, and the present price at which any important quantity could be purchased is little, if at all, below the highest point. Stocks of this quality in the hands of dealers are extremely small, and so is also the total stock, which is firmly held by merchants who seem determined to keep it as a kind of insurance against probable deficiencies in the new season. The price asked for provincial in Greece is about on an equality with the level of the London market. The total stock of currants in that country is reported to be extremely small, and, as there is no vessel at present loading for the United Kingdom, very little relief can be expected from that quarter. Better qualities seem to find purchasers quite as readily at the advance as they did at the much lower prices ruling two or three weeks ago.—Produce Markets' Review, June 23.

## SALMON CANNING ON THE COAST.

Referring to the salmon situation, The Trade Journal, San Francisco, has the following to say: "The run of salmon on the Columbia river continues very light. Some traps were raised last Saturday, and there was comparatively no salmon. The light run this season is quite discouraging. If it was not for the high prices paid for fish the fishermen could not make salt. Some steelheads are reported coming in, but so far no mention has been made of bluebacks. On Puget Sound the run of spring is light. The bulk that has been caught has been sold to cold storage men. The Pacific American Fisheries Co. had at last advices packed about 2,000 cases and

the other canners about 500 cases all told. It is expected that the run of sockeyes will start in next week, but not in sufficient quantities to make much of a showing before the week following. By the fourth week in July a fair idea of the pack can be had. We hold to the opinion expressed last March that the pack will fall below last year's. From Alaska we learn that several canneries are packing king (chinook) salmon. Griffin & Skelley Co. got returns from their cannery, and, at the date of writing, they had packed 1,359 king, making 435 cases, slightly more than three to the case. In this connection canners on Puget Sound figure on 12 sockeyes to the case, and on the Fraser they figure on 10 to the case. The fish averages the same—about 9 lb. each—but on the Fraser they trim closer. It is quite impossible to state what the Alaska Packers' Associations' price for red Alaska will be, for this will depend on the Puget Sound pack, but it is quite reasonable to say that it will not be less than \$1.10, and may go even 5 or 10c. more."

## ADVANCE IN CHINA TEAS.

The importers of China teas are using the disturbances in the Celestial Empire as a lever to pry up values, and the market for nearly all grades is about a cent higher than a fortnight ago. The foreign powers have no easy task before them to restore order, Peking and the surrounding district resembling a very lively hornets' nest at present, and, the longer the trouble lasts, the better the chances of holders of teas making a good thing out of it.—New York Merchants' Review, July 6.

## LIGHT CATCH OF SCOTCH HERRINGS.

Mail advices received in New York from Wick, Scotland, report extremely light catches of herrings at all fishing stations. The total catch at the various stations from May 1 to June 23 has been as follows: Shetland, 25,620 crans, against 14,831 crans in 1899; Scrabster, 3,080 crans, compared with 8,712 crans in 1899; Stornoway, 28,929 crans, against 43,321 crans in 1899, and Castlebay, 12,881 crans, against 27,794 crans in 1899. Of this quantity there have been cured 70,976 crans, against 99,190 crans, for the corresponding period last year. "The foreign markets," said a dealer recently, "have paid such high prices for the Scotch herring in a fresh and cured state, that there is no profit in shipping the fish to this side. Our market is weak on all except the very best qualities."

## CAPRIFICATION OF FIGS.

THE process of caprification or cross-pollenization of Smyrna figs, is performed chiefly by women and children; it consists in gathering the Profichi and suspending them in the branches of the Smyrna tree, says California Fruit Grower. In the Meander orchards it is customary to string the hard Profichi on the ends of rushes, which are pushed horizontally through the sides of the fig; if the Profichi are plentiful two are strung on each end of the rush, which is then thrown up into the Smyrna tree and caught among the branches. The figwasp, on emerging from the Profichi, enters the figs nearest to hand, not discerning any external difference between the young Smyrna figs and the young Mammoni, which it would enter if still in the caprifig tree. But once inside the fig-wasp discovers that something is wrong, for, instead of finding short-styled gall-flowers in which it could lay its eggs, there are only female flowers with long styles, which are entirely unfitted to receive the eggs; the insect is unable to escape, and in darting about in vain efforts to find some gall-flowers, the pollen with which it was so freely dusted in emerging from the Profichi is rubbed into the receptive stigmas of the female flowers. The little wasp finally dies in the fig without having been able to provide for the production of its kind, and, on cutting open a Smyrna fig shortly after caprification, one can usually find the dead insect.

## A CLEVER SALESMAN.

There is a grocer on Broadway in this city who, the salesmen say, is the slickest salesman in Denver, and can handle any line of goods he wishes. In the morning when his order clerks go out for orders they are instructed to make a favorite of a certain article. Generally the article selected is what would ordinarily be called a slow seller, but from which the dealer can derive a good profit.

Each customer visited is solicited to give this article a trial as a new thing thing, etc., and the result is that about every order customer he has gives his clerk an order for that article.

Now, this has been going on for years, and, in a talk a few days ago, the grocer stated that he easily made the expenses of his store by this method, and he wondered why the others did not do the same thing. It is, as we have mentioned before, the easiest thing in the world to sell 20 lb. of sugar for \$1, and, if such profitless trade is not cultivated, one could sell far less goods and make more money by pushing some new articles every day. The grocer on Broadway has found this out and profits by it.—Denver Commercial Tribune.

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# Most Excellent Coffee



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

The retail grocers of Brockville, Ont., have agreed to discontinue the giving of trading stamps, premiums, prizes or any such devices after July 15.

## THE RUBLEE FRUIT CO. LIMITED.

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

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

How are you fixed for . . .

# BASKETS?

Are you in need of any of the following kinds :

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

If so, we can supply you.

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

# TEAS COFFEES SUGARS

COMPLETE ASSORTMENT.

## WARREN BROS. & CO.

Wholesale Grocers. TORONTO.



Makes the most delicious cup of coffee obtainable.

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

For Sale in 1 and 2 lb. tins by all Wholesale Grocers.

ACME MILLS, 88 Grey Nun St., Montreal

	Montreal, Quebec.		Toronto.		St. John, Halifax.	
<b>COFFEE</b>						
Green—						
Mocha .....	24	28	25	30	25	30
Old Government Java .....	27	30	25	30	25	30
Rio .....	10	12½	12	13	12	13
Santos .....	10½	15	10½	15	10½	15
Plantation Ceylon .....	29	30	29	31	29	31
Porto Rico .....	22	25	24	28	22	25
Gautemala .....	22	25	24	26	22	25
Jamaica .....	18	20	18	22	18	22
Maracaibo .....	13	18	13	15	13	15
<b>NUTS</b>						
Brazil .....	13	13	8½	9	8½	9
Valencia shelled almonds.....	24	28	22	25	22	25
Tarragona almonds .....	13	14	13	15	13	15
Formegetta almonds.....	13	13	13	13	13	13
Jordan almonds.....	25	33	35	40	35	40
Peanuts (roasted).....	6½	8	9	10	9	10
" (green).....	5½	7	7	9	7	9
Cocoanuts, per sack.....	3 00	3 75	3 50	4 00	3 50	4 00
per doz.....	60	60	60	70	60	70
Grenoble walnuts.....	12	13	14	12	14	12
Marbot walnuts.....	9	10	10½	11	9	10
Bordeaux walnuts.....	8	9	9	10	9	10
Sicily filberts.....	1½	10½	10	11	10	11
Naples filberts.....	12	15	10	11	10	11
Pecans.....	12	15	10	11	12	14
Shelled Walnuts.....	16½	17½	23	25	23	25
<b>SODA</b>						
Bi-carb. standard, 112-lb. keg..	1 65	1 80	2 00	2 25	1 85	2 00
Sal soda, per bbl.....	70	75	80	90	85	90
Sal Soda, per keg.....	95	1 00	1 00	1 10	95	1 00
Granulated Sal Soda, per lb.....	.....	.....	1	.....	.....	.....
<b>SPICES</b>						
Pepper, black, ground, in kegs, palls, boxes .....	16	18	18	15	14	15
" in 5-lb. cans .....	14	17	19	16	15	16
" whole .....	15	17	19	13	12	13
Pepper, white, ground, in kegs, palls, boxes.....	26	27	22	25	24	25
" 5-lb. cans.....	25	26	22	26	20	22
" whole .....	23	25	28	25	20	22
Ginger, Jamaica .....	19	25	22	25	20	25
Cloves, whole .....	12	30	14	35	18	20
Pure mixed spice .....	25	30	25	30	25	30
Cassia .....	18	18	20	40	16	20
Cream tartar, French .....	25	25	24	25	20	22
" best .....	28	25	25	30	25	30
Allspice .....	10	15	13	16	16	18
<b>WOODENWARE</b>						
Palls, No. 1, 2-hoop.....	1 90	1 90	1 90	1 90	1 90	1 90
" 4-hoop.....	2 05	2 05	2 05	2 05	2 05	2 05
" half, galnead.....	1 75	1 75	1 75	1 75	1 75	1 75
" quarter, jam and covers .....	1 45	1 45	1 45	1 45	1 45	1 45
" candy, and covers.....	2 70	8 20	2 70	8 20	2 70	8 20
Tubs, No. 0 .....	11 00	11 00	11 00	11 00	11 00	11 00
" 1 .....	9 00	9 00	9 00	9 00	9 00	9 00
" 2 .....	8 00	8 00	8 00	8 00	8 00	8 00
" 3 .....	7 00	7 00	7 00	7 00	7 00	7 00
<b>PETROLEUM</b>						
Canadian .....	18	19	17½	19	17½	19
Sarnia water white.....	19	19	17½	19	17½	19
Sarnia prime white.....	19	19	16½	19	16½	19
American water white.....	20½	20½	18½	21	18½	21
Pratt's Astral (barrels extra)	21½	21½	18½	21	18½	21
<b>TEAS</b>						
Black—						
Congou—Half-chests Kalsow, Morning Paking.....	13	60	12	60	11	40
Caddies Paking, Kalsow.....	17	40	18	50	15	40
Indian—Darjeelings.....	35	55	35	55	30	50
Assam Pekoes.....	20	40	20	40	18	40
Pekoe Souchong.....	18	25	18	25	17	24
Ceylon—Broken Pekoes.....	35	42	35	42	34	40
Pekoes .....	20	30	20	30	20	30
Pekoe Souchong .....	17½	40	17	35	17	35
China Greens—						
Gunpowder—Cases, extra first	42	50	42	50	.....	.....
Half-chests, ordinary firsts	22	28	22	28	.....	.....
Young Hyson—Cases, sifted	42	50	42	50	.....	.....
extra firsts.....	35	40	35	40	.....	.....
Cases, small leaf, firsts.....	22	28	22	28	.....	.....
Half-chests, ordinary firsts	17	19	17	19	.....	.....
Half-chests, seconds.....	15	17	15	17	.....	.....
" thirds.....	13	14	13	14	.....	.....
" common.....	13	14	13	14	.....	.....
Pingsueys—						
Young Hyson, ¼-chests, firsts	28	32	33	32	30	40
" seconds .....	16	19	16	19	.....	.....
" Half-boxes, firsts .....	28	32	28	32	.....	.....
" seconds .....	16	19	16	19	.....	.....
Japans—						
¼-chests, finest May pickings	88	40	83	40	.....	.....
Choice .....	82	38	82	38	.....	.....
Fine .....	28	30	28	30	.....	.....
Medium .....	25	27	25	27	.....	.....
Good medium .....	22	24	21	24	.....	.....
Common .....	19	20	19	20	.....	.....
Good common .....	16	18	16	18	.....	.....
Nagasaki, ½-chests, Pekoe..	13	15	13½	15	.....	.....
" Oolong.....	16	22	16	22	.....	.....
" Gunpowder .....	14	15	14	15	.....	.....
" Siftings .....	16	19	16	19	.....	.....
" 7½ 11 .....	7½	11	7½	11	.....	.....
<b>RICE, MACARONI, SAGO, TAPIOCA</b>						
Rice—Standard B .....	8 10	8 25	8 ½	8 ¾	8 25	8 40
Patna, per lb .....	4 ½	5	4 ½	5	5	6
Japan .....	4 ½	5	5 ½	6	5	6
Imperial Seeta.....	4 ½	5	4 ½	5	5	6
Extra Burmah .....	.....	.....	4 ½	4 ½	4	5
Java, extra .....	.....	5 ½	6	6 ½	6	7
Macaroni, dom'ic, per lb., bulk	5	6	.....	7 ½	.....	.....
" imp'd, 1-lb. pkg., French..	8	12	9	10	.....	.....
" Italian.....	8	10	11	12 ½	.....	.....
Sago .....	8 ½	4	4	4 ½	5	6
Tapioca .....	4 ½	5	4 ½	5	5	6





## “Welcome, Stranger!”

It was a pretty good trick that the glib salesman played when he slapped you on the back, flattered your vanity and made you think that you were the only grocer in the country that knew how to make money—but how about that stock of goods you gave him an order for that's now resting peacefully upon the back shelf because the goods wouldn't sell? It pays to investigate before you buy—don't you think so?

The closer you investigate the merits of

### Jonas' Flavoring Extracts

the less inclined you will be to believe pretty stories from salesmen who greet you with a “welcome, stranger” and a “hoorah boys.” Back of the name “Jonas” there are thirty years of hard and conscientious work to constantly improve the quality. Back of every statement that we make is our guarantee for richness, purity, strength in our Flavoring Extracts. We promise only what we can fulfill. True, we advertise, but we believe that the quality of our goods themselves is the best advertisement that we can possibly have.

---

HENRI JONAS & CO., MFRS.,  
Montreal.



**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.

**D**AWSON & CO., Toronto, are expecting a car of Rocky Ford canteloupes in at the end of the week, which will be sold for \$1.50 to \$3, according to the size of crate.

White & Co. are offering bargain prices on a carload of bananas this week.

Warren Bros. & Co. are in receipt of an invoice of a fresh shipment of Gillard's English pickle and relish.

T. A. Lytle & Co. report that summer trade is particularly lively from all parts of the Dominion. They are finding a growing demand for their newest specialty, South Africa relish, made, as all their other pickles are, under the "Sterling" brand.

The select lobster meat, packed in glass, and which was delivered last week by Lucas, Steele & Bristol, is meeting with great success.

A full line of white and red sheet gelatine, various grades for confectioners' use, is in stock with The Eby, Blain Co., Limited.

Attention is called to Lucas, Steele & Bristol's advertisement re teas. The firm hold big stock bought at old figures.

L. Chaput, Fils & Cie. have some fresh lobsters of the "Ice Castle" brand in stock.

Lobsters, 1-lb. and ½-lb. tins, second shipment just in, with W. H. Gillard & Co.

Lucas, Steele & Bristol report brisk sale for their "Quick" tapioca, packed 2 doz. in case, to retail at 10c.

L. Chaput, Fils & Cie. are making a specialty of Valencia raisins at the present time.

Californian raisins are offering by Lucas, Steele & Bristol at close figures.

The many superior qualities of Gillard's pickle and sauce, are fast making many friends among Canadian consumers.

Eight-ounce vase and luncheon olives are in stock with The Eby, Blain Co., Limited.

The demand for "Owl" chop Ceylon teas is reported good by L. Chaput, Fils & Cie., and they expect a carload of assorted qualities to arrive in two weeks.

New canned strawberries, Aylmer pack, are now being offered by W. H. Gillard & Co.; also, loose muscatels in 50-lb. boxes.

Pineapple quicks and Norwegian sardines are now in store with Lucas, Steele & Bristol.

The Eby, Blain Co., Limited, quote closely on finest selected Valencias, Californian loose muscatels and Sultana raisins.

The "Salada" Tea Company, is in receipt of the following from Heath & Heath,

Georgeville, Que.: "We are to-day returning the box of black tea sent us by your mistake. We ordered the green Ceylon tea and you have sent us the black. Kindly rectify this mistake at once as we are out of the "Salada" green tea and must have it at once."

A fine line of quintal cod and boneless cod for haying season is being sold by W. H. Gillard & Co.

H. P. Eckardt & Co. report large sales for Blanke's "Faust" blend coffee.

A direct importation of Bendsorps' Royal Dutch cocoa has been received by The Eby, Blain Co., Limited, who are distributing agents in this market.

Barataria shrimps may be had from H. P. Eckardt & Co.

Fancy Formosa Oolongs, exceptional value, are in store with The Eby, Blain Co., Limited.

**TRADE CHAT.**

**T**HE W. S. Loggie Co.'s cannery, refrigerator and ice house, at Kouchikouquac, N.B., was totally destroyed by fire. There was no insurance; the loss is estimated at about \$2,000.

Winnipeg city council has passed an early-closing by-law.

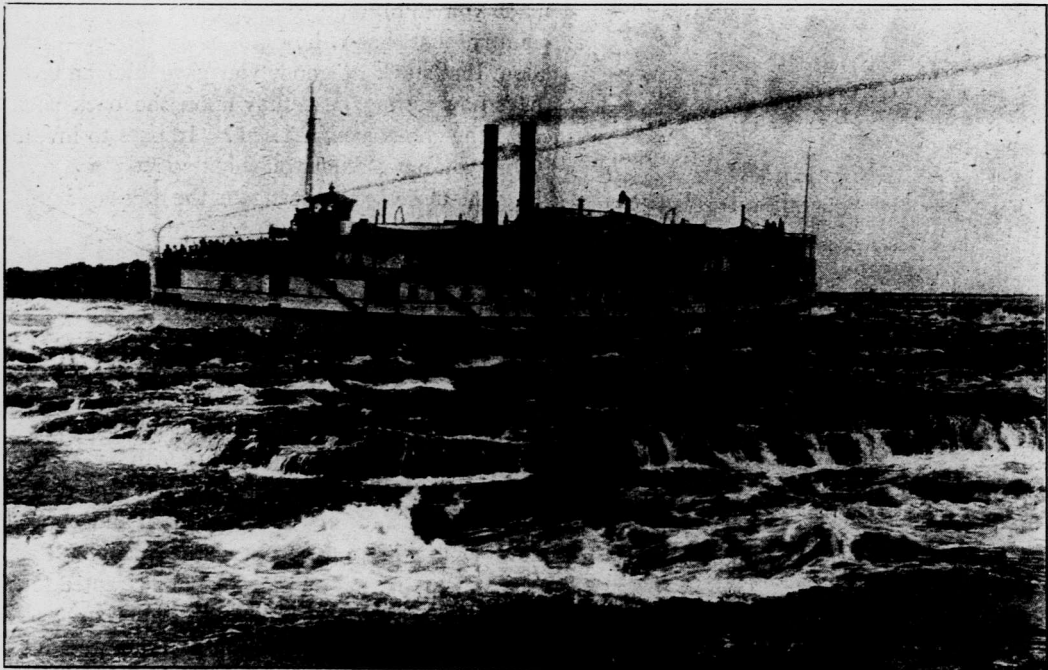
H. S. Hall has opened a cornmeal mill at Bridgewater, N.S.

Montreal grocers will hold their annual picnic at St. Jerome, on July 18.

The Whyte pork packing factory, Stratford, Ont., are commencing business.

A general store has been started at Beaverton, B.C., by McKay & Matheson.

Niagara people are greatly relieved over the recent rains there. The peach crop in particular, will be benefited.



The Richelieu & Ontario Navigation Co.'s Steamer "Corsican" Shooting the Rapids.

H. P. Eckardt & Co. are in receipt of a shipment of Wurzburg & Co.'s select lobster meat, put up in glass jars.

Wurzburg lobster meat in 1-lb. vacuum sealed glass jars, and Barataria shrimp in glass have been passed into stock by The Eby, Blain Co., Limited.

**"SOCIAL" CEYLON TEA.**

Lumsden Bros., wholesale grocers, Toronto and Hamilton, who bought out the Social Ceylon Tea Co., have removed the plant, stock, etc., to their warehouse at Front street east, Toronto, where the tea will hereafter be packed. The Messrs. Lumsden have retained Mr. Henry Read as manager, and they will continue the coupon system as heretofore.

It is proposed to build a creamery and cheese factory in Widdifield, Ont.

Wm. Meadows has purchased the general store of Olson & Phalen, Rock Creek, B.C.

Kingston, Ont., retail grocers are agitating for the formation of a union to do away with the trading stamps and to get an early-closing by-law passed.

The Aylmer Canning Co., St. Thomas, Ont., are putting up over 40,000 cans of peas a day. The pack this year will be the largest in the company's history.

The firm of Ross & Reddaway, grain dealers, Stratford, Ont., has dissolved. Mr. Ross takes charge of the business. It is understood that Mr. Reddaway will engage in business in the Northwest.





## THE SPECIAL AUTUMN NUMBER

— OF —

# The Canadian Grocer

will be issued as usual on or about Oct. 19. It is always a matter of pride with us not only to maintain the standard of excellence hitherto associated with Special Numbers of THE CANADIAN GROCER, but to be always "going one better," if we may be excused the expression. We will endeavor to maintain this record in the production of this Autumn Number.

The MacLean Pub. Co.,

Limited

MONTREAL, TORONTO, WINNIPEG, LONDON, ENG., and NEW YORK.



**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A**LBERT PATRICK, flour and feed dealer, St. Thomas, Ont., has compromised at 50c. on the dollar.

H. Boulay, general merchant, Sayabec, Que., has assigned.

Israel Smith, grocer, Highgate, Ont., has assigned to John D. Gilles.

The Cambridge Cafe, Montreal, is contesting a demand of assignment.

A. Gougeon, grocer, Ottawa, has compromised at 25c. on the dollar, cash.

D. Rousse, grocer, St. Henri de Montreal, has compromised at 25c. on the dollar.

John Hyde has been appointed curator of J. H. Howard, grocer, Montreal, Que.

Andrew Grant, grocer and liquor dealer, Halifax, N.S., is offering to compromise.

The Nova Scotia Pork Packing Co., Limited, Middleton, N.S., is in liquidation.

A curator of A. S. Larne, general merchant, St. Joseph, Que., will be appointed on July 17.

D. Arcand has been appointed curator of Jacques Verret, general merchant, Charlesbourg, Que.

H. Robichand, general merchant, L'Anse a Gascon, Que., offers to compromise at 40c. on the dollar.

Jas. Peltier, general merchant, St. Samuel de Gayhurst, Que., has voluntarily assigned to V. E. Paradis.

George E. Banks, general merchant, Caledonia Corner, N.S., is asking for an extension of time.

There will be a meeting of the creditors of the estate of G. K. Frazer & Co., general merchants, Spring Hill, N.S.

Louis Lapatnikoff, grocer, Toronto, has assigned to Richard Tew. The estate is a small one, the assets and liabilities being equal at \$500 each.

PARTNERSHIPS FORMED AND DISSOLVED.

Ratray Bros., produce merchants, Montreal, have dissolved.

Lewis & Douglas, flour and feed dealers, Granby, Que., have dissolved.

The Wagner Fenton Tobacco Co., Leamington, Ont., have dissolved partnership.

Partnership has been registered in the Missisquoi County Creamery, Frelighsburg, Que.

George Wait & Co. have registered partnership as produce and commission merchants, Montreal.

James P. Conway and George J. Cronson have registered as partners in Conway & Cronson, restaurateurs and cigar dealers, Sydney, N.S.

SALES MADE AND PENDING.

Alphonse Dupuis, general merchant, Comber, Ont., has sold out to G. B. Wray.

The stock of the estate of T. B. Willis,

general merchant, Markham, Ont., is advertised for sale on July 13 by the sheriff.

W. E. Davis, grocer, Sarnia, Ont., has sold out to Kerby & Aldous.

Williamson Bros., general merchants, Berlin, Ont., have sold out to B. Grennan.

Mrs. E. M. Laurin, grocer and butcher, Montreal, Que., advertises her business for sale.

The assets of Cyr & Guite, New Carlisle, Que., general merchants, will be sold July 18.

The assets of J. A. Lacharite, St. Samuel de Horton, Que., is advertised for sale by tender.

Caskey & Van Norman, general merchants, McDonald, Man., have sold out to Broadfoot Bros.

The stock, etc., of the estate of F. & D. S. Scott, grocers, Toronto, is advertised for sale by tender.

The stock of the estate of A. J. Crighton, wholesale grocers, Portage la Prairie, Man., is advertised for sale.

CHANGES.

Mathers & Kelly, general merchants, Ymir, B.C., are out of business.

James E. Birch, general merchant, Elmsdale, P.E.I., is commencing business.

J. H. Long & Co., cigar manufacturers, London, Ont., are closing up business.

J. F. McDonald has begun business as general merchant at Sydney Mines, N.S.

Granada, Hermanos & Co., cigar manufacturers, Montreal, are commencing business.

Lothair Reinhardt, has registered as proprietor of Reinhardt & Co., brewers, Toronto.

Graziella Bagin, has registered as proprietor of Alf. Poliquin & Co., grocers, Quebec.

John Callahan, fruit and confectionery dealer, has commenced business at Lethbridge, N.W.T.

Meiss & Co., cigar manufacturers, Victoria, B.C., have been succeeded by The Pacific Cigar Co.

Louis Larivee, sr., has registered as proprietor of L. Larivee, Son & Co., provision dealers, Montreal.

The W. H. Malkin Co., wholesale produce merchants, Vancouver, B.C., have been incorporated.

Louis Duperre has registered as proprietor of T. L. Girard & Cie., general merchants, Shawenegan Falls, Que.

Ed. Flynn, Charles Lamb, Charles Laterreur and Nap. Laterreur, general merchants, and F. & J. W. Pidgeon, fruiterers, etc., all of Perce, Que., are out of business.

FIRES.

Samuel Coppleman's general store, Wawanesa, was slightly damaged by fire.

W. G. Martin, grist miller, Dixville, Que., was burned out; insured.

Samuel J. Richie, tobacconist, St. John, N.B., was burned out; insured.

The McKellar Co., grocers, boots and shoes, Glencoe, Ont., were burned out.

H. H. Clarke & Co., Perryboro', Que., had their grist and shingle mills burned.

A. & W. Moody, general merchants, Terrebonne, Que., have been burned out.

J. B. Turgeon, general merchant, St. Isidore, Que., has been burned out; insured.

Moses Lechtzier, fruit dealer, Winnipeg, Man., had his stock damaged by fire; loss about \$1,000.

DEATHS.

Henry Elliot, confectioner, Montreal, is dead.

Brien O'Brien, grocer, Stratford, Ont., is dead.

A. McNaughton, general merchant and hotel, Quesnelle, B.C., is dead.

Thomas Marks, president of the Marks-Clavet-Dobie Co., Limited, general merchants, Port Arthur, Ont., is dead.

S. Westcott, general merchant, Freeport, N.S., is dead. The business will be continued by his son, Austin Westcott.

**CONCERNING MERCHANTS.**

**G**EO. BOUNSALL, grocer, Blenheim, is this year making a large turnover in fine groceries, provisions and farm produce. He is one of the live business men of the place, and believes in the stability of his town.

Mr. E. Hanson, general merchant, Wheatley, Ont., is now on a visit to his native land in England, and will also take in the Paris Fair. It is generally hinted that a legacy awaits him in the Old Country.

Mr. W. Gilroy, general merchant, Blenheim, Ont., one of the solid men of the town, has built up a fine trade. Long experience and careful management, with push and energy, have always kept him to the front.

Mr. G. H. Thompson, general merchant, Fenwick, Ont., appears to have a fine corner in trade to himself. He is also careful to look well after it, so that his customers may not wander to larger centres. He is doing a satisfactory business, and is a solid man in his town.

There are few places where the grocers are as alive to business principles as are those at Chatham, Ont. With bright, well-kept stores, filled with choice fresh stocks, at fair living profits, it would be hard to mention any one in particular, as all appear so up-to-date.



# Lamps and

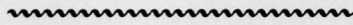
ESTABLISHED 1801



# Lamp Goods!

*Merchants will do well to see our large and new assortment of Decorated Vase Lamps before purchasing elsewhere. Our assortment of Library Lamps is also very complete, and the quality is the best on the market.*

*Our Glass Lamps, both crystal and hand-painted, are the greatest sellers of this season.*



The **JOHN L. CASSIDY CO.,** Limited  
Montreal.

## “What’s in a Name?”



A **ROSE** by any other name would smell as sweet,”  
but there is only **ONE NAME** for the original and best

# LIME JUICE

— AND THAT IS —

# ROSE'S.

**ROSE'S LIME JUICE** is supplied to H.M. Government for the use of the Troops in South Africa, H.M. Navy, the United States Government, the Hospitals, and the Red Cross Societies, etc.

**L. Rose & Co.,** Limited

Finsbury, London; Leith, Scotland; and West Indies.

Sole Agents for Canada: **Messrs. Law, Young & Co.,** Montreal.



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

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

Superior Quality  
Always Good

## ECONOMIZED MOMENTS AND GREAT RESULTS.

THE schools may do a great deal for a youth, but he can do more for himself. That is, what he makes of himself depend upon himself, and not upon the things that schools tumble into his head like loads of coal into a cellar.

You can overcome any defect of education if you care enough about it to try.

It is not much harder than learning to dance or play pocket-pool, and is about a billion times more satisfactory.

The ground that may be covered by the systematic use of even a small part of what we call "idle time" is amazing.

George Grote, the great Greek historian, was a banker. He had his evenings to himself. By resolutely devoting a short time every evening to study, in a few years he had taught himself Greek, mastered the whole range of Greek literature, filled his mind with the knowledge of Greece, and written his history, an imperishable monument of learning and research.

He did that with about half an hour every night.

Another man took 15 minutes a day, and in 10 years had so saturated himself with the choicest works of English literature that he had expert knowledge of them.

There is a man in New York who taught himself German by studying it while riding on the "L" between his office and his home.

He had formerly spent that time in mental vacuity—torpor. Now he gets a great profit out of it, for he is reading the best books in the rich German literature.

We can multiply these veritable examples to lengths that might be tiresome.

The "idle hours" are really the most valuable in life. There never was a successful man or woman who did not turn such hours to profit, and there never was man or woman who habitually wasted them and didn't end a failure.

It is rather an odd thought, but perfectly true, that there is at this moment probably not one poorly paid, hard-working young man—clerk, stenographer, salesman, artisan, laborer, office boy, whatever he may be—who has not ample time to make himself a great success in life, just as there are few who will make themselves anything but comparative failures. And what will chiefly determine one way or the other are the "idle hours," you can be very sure of that.—N.Y. Evening Journal.

## THE SCHOOLMASTER ABROAD.

In a provincial town in England, where the new khaki color is seen everywhere, from neckties to umbrellas, and from shoes to bathing suits, the following sign was recently very prominently displayed from a draper's window :

KHAKI COSTUME CLOTH,  
WARRANTED NOT TO  
RIP,  
WARE  
OR TARE!

Mr. J. Hopper, general merchant, Coatsworth, Ont, left the past week for a visit to his old home, Frosterly, England. He will also visit the Paris Exposition, returning in about two months.

## INQUIRIES ABOUT CANADIAN PRODUCTS.

THE following were among the recent inquiries relating to Canadian trade received at the office of the High Commissioner in London :

1. A London firm inquire for the names of Canadian manufacturers of carriage woodware for export.
2. A firm of india rubber and gutta percha manufacturers in Glasgow desire to appoint a reliable agent to have the sole control of the sale of their goods in Canada.
3. An old established London firm are open to represent Canadian woollen manufacturers.
4. Inquiry has been received from a London house desiring to receive samples of oatmeal, pearl barley and similar products, in 7 and 14-lb. tins and kegs. Also golden syrup in 1 and 2-lb. tins.
5. A Scotch firm of produce brokers and importers are open to buy flaky bran from Canada for shipment during the fall.
6. A firm of wholesale booksellers and stationers are desirous of developing their export trade, and would be glad to hear from Canadian houses.

[The names of the firms making the above inquiries will be supplied on application to the editor of THE CANADIAN GROCER. When inquiring kindly give date of issue and number of paragraph.]

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

1. A firm forming an important connection in the South-African market consider that trade might be established there in Canadian biscuits of a suitable quality, and is prepared to hear from Canadian makers.
2. A Scotch manufacturer of sheep dips and veterinary specialties wishes to introduce these articles into Canada.
3. A Glasgow firm asks for names of Canadian manufacturers of excelsior packing.
4. A house in Copenhagen would like to hear from Canadian exporters wishing to extend their relations to Denmark.
5. A Sheffield house is open to purchase supplies of doors, joinery and barrows.

## IT WILL PAY YOU TO HANDLE

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

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

REGISTERED  
*Bow Park*  
BRAND  
**BACON**

THE BRANTFORD PACKING CO., Limited,

BRANTFORD, ONT.



# GILLARD'S PICKLE and GILLARD'S SAUCE

are the finest goods of their kind in the world 12 Gold Medals have been awarded for superior excellence, and over 5000 of the leading hotels and restaurants throughout Great Britain use them exclusively.

**THE PICKLE—CASES OF 2 DOZEN**  
 5-Case lots and over, \$3.20 per doz.  
 Less quantity - \$3.30 "

**THE SAUCE—**  
 5-Doz. lots and over, \$1.40 per doz.  
 Less quantity - \$1.50 "

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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



## Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



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

# Have You Heard It Hum ?

Bee Starch is selling—  
 It's selling fast.  
 Note its many imitations.

# Bee Starch

— IS A WINNER.

Don't let your customers go elsewhere to buy it.

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



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

# EMPIRE

**Smoking  
Tobacco**

In 5, 10 and 15c. Plugs.

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

EMPIRE is well advertised.

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

EMPIRE is A BIG PLUG FOR LITTLE MONEY.

- - Made by - -

**THE EMPIRE TOBACCO CO.**

GRANBY, QUE. LIMITED

### TRADE WITH TRINIDAD.

IN an interview with Mr. George Mitchell, M.P.P., a Nova Scotian exporter and importer, The Halifax Chronicle quotes him as speaking very favorably of the proposed reciprocity treaty between Canada and Trinidad. Mr. Mitchell already does a good trade in fish and other Nova Scotian products with Trinidad; and imports from there sugar, molasses, and other products of the Island. He finds the Trinidad people good customers. They are well supplied with money and are in a prosperous condition, more so than any other island of the West Indies. Indeed, during the last 20 years, which have been very depressing to the West Indies in regard to cane-growing, all the other colonies were falling away in both trade and population, except Trinidad, whose variety of resources enabled her to stem the tide.

Canada at present holds fourth place in the Trinidad trade, Great Britain, Venezuela and the United States being the only ones above us on the list. The exports of the Island include sugar, molasses, rum, cocoa, coffee, asphalt, hides, bitters, and liquors. Mr. Mitchell thought that, under the proposed treaty, our trade would expand from the west in particular. Breadstuffs and farm products would be the principal lines in which we could increase trade.

The cities of Halifax and St. John would greatly benefit from the treaty, as it contains a clause that business must be done direct from Canadian ports. With the improved steamship service, there should be a great expansion in trade with not only Trinidad, but all the West Indian Islands. The greatest difficulty, Mr. Mitchell thought, would be the trouble in using all their staple product, sugar, of which, we consume about two-thirds; but, if the Home Government wish to carry out this scheme, there should be no difficulty in arranging about the other third. There might be, too, a great development in the consumption of many articles that are now used very sparingly in Canada.

On the whole, Mr. Mitchell thought that reciprocity with Trinidad would mean a great development of trade. "I believe the market a good one," he said, "the financial condition of the colony is excellent. The export trade of the United States with Trinidad to-day is seven times greater than that of Canada, and under the proposed treaty this might well be reversed. I hope the proposed treaty may be consummated."

### DRIED APRICOT TRADE.

As of interest in showing the progress made in the development of the Californian dried apricot business in recent years, the following figures on the production during the last 16 years are deserving of attention at this time. The figures given are in pounds, and the 1899 output is from estimates, official figures not being available:

1884	350,000	1892	12,500,000
1885	900,000	1893	9,500,000
1886	3,150,000	1894	28,750,000
1887	3,500,000	1895	10,650,000
1888	3,250,000	1896	5,750,000
1889	2,500,000	1897	30,125,000
1890	8,500,000	1898	5,500,000
1891	13,500,000	1899	15,000,000

An improved trade is looked for in exporting the product, and in this connection it may be stated that recent advices from the German markets have created the impression here that with better packing and grading a considerable outlet may be had in those markets, price being satisfactory. As already reported in these columns, it is estimated that 300 cars have been sold for export so far this season.—N. Y. Journal of Commerce.

### A VALUABLE ASSET.

The advertising space in his shop is one of the most valuable assets a shopkeeper possesses, although he rarely knows how to make the most of it, and it seems the height of foolishness to give it away for nothing, as so many do, says Grocery, London, Eng. We frequently see windows devoted to advertising proprietary articles, upon which the retailer gets the minimum of profit, and on inquiry find that he has received no con-

sideration in exchange for the loan of this valuable space. He had far better devote the room to advertising something on which he gets a good profit, or, even better, to advertising himself and his own wares. Of course, in many instances an attractive advertisement, like a pretty showcard, draws the crowd to the windows, and the grocer very often finds it valuable as an advertisement for himself at second-hand; but in many instances the showcards and other advertisements which grocers display possess no attractive features whatever, and do nothing to justify their existence.

### CHOCOLATE IN CANADA.

John P. Mott & Co., the chocolate and cocoa manufacturers, Halifax, N.S., write as follows:

"We have read the article 'Chocolate has come to stay' on page 32 of your issue of June 22, which may be very well as applied to the English market, but certainly would lead a casual reader to a wrong impression as regards our Canadian market.

"While the consumption of chocolate in Canada is on the increase, we feel sure that the existing manufacturers can easily supply all the demand that is made upon them and any undue increase of manufacturing facilities would be in excess of the market requirements; in fact, we may add that, in addition to supplying the demands upon us of the Canadian market, we have, during the past few years furnished a large quantity of chocolate to the Imperial Government which has compared favorably with anything they have previously obtained in the home market, as evidenced by their repeated contracts made with us, and for years past we have been steadily adding to our capacity as the demand increased."

Mr. Milford Wigle, formerly of Layman & Wigle, Merlin, Ont., has opened business in Kingsville, Ont., in gold, silver and nickel-plating. He has installed a fine plant, and reports business good.





**CARR & CO.,**  
LIMITED  
CARLISLE, ENGLAND.

MANUFACTURERS  
OF

*Fine . . .*  
**Biscuits**

Their *Finger Cream* and *Windsor Wafers* are especially delicate and enjoyable.

WRITE FOR QUOTATIONS ON AN ASSORTMENT.

**FRANK MAGOR & CO.,**  
16 St. John St., MONTREAL.

We have the **best** to sell, and you cannot afford to handle anything less than **the best.**

**SOUTHWELL'S**

**Jams,**  
**Jellies,**  
AND . . .  
**Marmalades**



are the finest made.

QUOTATIONS SUPPLIED BY . . .

**FRANK MAGOR & CO.**  
AGENTS FOR CANADA  
16 St. John St., MONTREAL.

**Current Market Quotations for Proprietary Articles**

July 12, 1900.

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

**BAKING POWDER.**



**PURE GOLD.**

3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00

**Cook's Friend—**

Size 1, in 2 and 4 doz. boxes	\$ 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

oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00

**Diamond—** W. H. GILLARD & CO

1 lb. tins, 2 doz. in case	per doz 2 00
1/2 lb. tins, 3 "	1 25
3/4 lb. tins, 4 "	0 75

**JERSEY CREAM BAKING POWDER**

1/2 size, 5 doz. in case	40
1/2 size, 4 doz. in case	75
1/2 size, 3 " "	1 25
1 " 2 " "	2 25

**OCEAN WAVE BAKING POWDER.**

No. 10, 5-ounce Cans, round or square, 4 doz. in case	\$0 75
1/2 lb. Cans, round only 3 doz. in case	1 20
14-oz. Cans, round only 2 doz. in case	1 80
1/2 lb. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00



**BLACKING**  
P. G. FRENCH BLACKING

No. 4, 1/4 gra. bxs.	\$4 00
" 6, 1/4 " "	4 50
" 8, 1/4 " "	7 50
" 10, 1/4 " "	8 25
" 10, Jet Enamel.	8 25

**CARR & SONS.** per gross

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

**SHOE POLISH.** Per gross

HENRI JONAS & CO.

Jonas'	\$9 00
Froments	7 50
Military dressing	24 00

**BLUE.**

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

**BLACK LEAD.**

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

**CORN BROOMS**

BOECKH BROS & COMPANY doz. net

Bamboo Handles, A, 4 strings	
" " B, 4 strings	
" " C, 3 strings	
" " D, 3 strings	
" " E, 3 strings	
" " G, 3 strings	
" " I, 3 strings	

**BISCUITS.**

PEEK, FRENCH & CO.

Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins \$3.70 per doz

CARR & CO., LIMITED.  
Frank Magor & Co., Agents.

Cafe Noir	0 15
Ensign	0 12 1/2
Metropolitan mixed	0 09

Special price list of Fancy Tins for Xmas trade and other lines on application.

**CANNED GOODS.**

**MUSHROOMS.**  
HENRI JONAS & CO.

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

**FRENCH PEAS—DELORY'S.**  
HENRI JONAS & CO.

Moyen's No. 2	\$9 00
No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Trea fins	15 00
Extra fins	16 50
Sur extra fins	18 00

**FRENCH SARDINES.**  
HENRI JONAS & CO.

1/2 Trefavennes	\$9 00
1/2 Rolland	9 50
1/2 Delory	10 50
1/2 Club Alps	11 50

**CHOCOLATES & COCOAS.**

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

**CADBURY'S.**  
Frank Magor & Co., Agents. per doz

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

**TODHUNTER, MITCHELL & CO'S.**

Chocolate—	per lb.
French, 1/4's—6 and 12 lbs.	0 30
Caracas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/4's—6 and 12 lbs.	0 30
Sante, 1/4's—6 and 12 lbs.	0 26
Diamond, 1/4's—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

**Cocoa—**

Homeopathic, 1/4's, 8 and 14 lbs.	0 30
Pearl,	0 25
London Pearl 12 and 18 "	0 22
Rock	0 30
Bulk, in boxes	0 18
Royal Cocoa Essence, pkgs., per doz.	1 40

**Chocolate—** FRY'S. per lb.

Caracas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2'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
Homeopathic, 1/4's, 14 lb. boxes	
1/2 lbs. 12 lb. boxes	

**JOHN P. MOTT & CO'S.**  
R. S. McIndoe Agent, Toronto.

Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

**COWAN COCOA AND CHOCOLATE CO.**

Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes	0 25
Royal Navy Chocolate, 12 lb. boxes	0 30
Mexican Vanilla Chocolate, 12 lb. bxs	35

**CHEESE.**

Imperial—Large size jars, per doz.	\$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial Holder—Large size	18 00
Medium size	15 00
Small size	12 00
Paragon—Large size, per doz.	3 25
" Medium size	4 50
" Small size	2 40
" Individual size	1 00


**COFFEE.**  
JAMES TURNER & CO. per lb

Mecca	0 32
Damascus	0 18
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2



# BENSON'S ENAMEL STARCH

**\$3.00** per box of 40 packages.

Made and guaranteed by 

**Edwardsburg Starch Co., Limited**

Cardinal, Ont.

**ESTABLISHED 1858.**

Montreal, Que.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

<p><b>TODHUNTER MITCHELL &amp; CO.'S</b></p> <p>Excelsior Blend..... 0 32          Jersey "..... 0 29          Rajah "..... 0 20          Old Government Java..... 0 28 0 30          Maracibo..... 0 18 0 20          West India..... 0 16 0 18          Rio, choice..... 0 12</p> <p><b>CLOTHES PINS.</b></p> <p><b>BOECKH BROS. &amp; CO.</b></p> <p>Clothes Pins (full count), 5 gross in case, per case..... 0 75          4 doz. packages (12 to a case)..... 0 30          6 doz. packages (12 to a case)..... 1 20</p> <p><b>EXTRACTS.</b> per doz</p> <p><b>P. G. FLAVORING EXTRACTS</b></p> <p>8 oz. Glass Stopper bott..... \$6 00          4 oz. "..... 4 00          8 oz. Plain bottles..... 5 00          4 oz. "..... 3 00          2 1/2 oz. Cabinet bottles..... 2 00          2 oz. Bottles..... 1 80          1 oz. "..... 1 20          Per gallon..... 7 00          Per pound..... 1 00</p> <p><b>HENRI JONAS &amp; Co.</b></p> <p>1 oz. London Extracts..... \$6 00          1 oz. " (no corkscrews)..... 5 50          2 oz. "..... 9 00          1 oz. Spruce essence..... 6 00          2 oz. "..... 9 00          2 oz. Anchor extracts..... 12 00          4 oz. "..... 21 00          8 oz. "..... 36 00          1 lb. "..... 70 00          1 oz. Flat "..... 9 00</p>	<p>2 oz. Flat, Anchor extracts..... 18 00          2 oz. Square "..... 21 00          4 oz. " (corked)..... 36 00          8 oz. "..... 72 00</p> <p>Per doz.</p> <p>4 oz. " glass stop extracts..... 3 50          8 oz. "..... 7 00          2 1/2 oz. Round quintessence extracts..... 2 00          4 oz. Jockey decanters..... 3 50</p> <p><b>FOOD.</b> per doz.</p> <p>Robinson's Patent Barley, 1/2 lb. tins.. 1 25          " " 1 lb. tins.. 2 25          " " Groats, 1/2 lb. tins.. 1 25          " " 1 lb. tins.. 2 25</p> <p><b>JAMS AND JELLIES.</b></p> <p><b>SOUTHWELL'S GOODS.</b> per doz.</p> <p><b>Frank Magor &amp; Co., Agents.</b></p> <p>Orange Marmalade..... 1 50          Clear Jelly Marmalade..... 1 80          Strawberry W. F. Jam..... 2 00          Raspberry "..... 2 00          Apricot "..... 1 75          Black Currant "..... 1 85          Other Jams, W. F. "..... 1 55 1 90          Red Currant Jelly..... 2 75</p> <p><b>P. G. JELLY POWDER.</b></p> <p>Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz.</p> <p><b>P. G. ICINGS.</b></p> <p>Chocolate, 2 doz. cases \$1.25 per doz.</p> <p>Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.</p>	<p><b>T. UPTON &amp; CO.</b></p> <p>Raspberry, Strawberry, Red Currant, Pineapple.</p> <p>1-lb. glass jars, 2 doz. in case, per doz \$1 00          5-lb. tin pails, 8 pails in crate, per lb. 0 06 1/2          7-lb. wood pails, 6 " " 0 06 1/2          14-lb. wood pails, per lb. 0 06 1/2          30-lb. " " 0 06 1/2</p> <p><b>LICORICE.</b></p> <p><b>YOUNG &amp; SMYLYE'S LIST.</b></p> <p>5-lb. boxes, wood or paper, per lb.... \$0 40          Fancy boxes (36 or 50 sticks) per box.. 1 25          "Ringed" 5 lb. boxes, per lb..... 0 40          "Acme" Pellets, 5 lb. cans, per can.. 2 00          "Acme" Pellets, fancy boxes (40) per box..... 1 50          Tar, Licorice and Tolu Wafers, 5 lb. cans, per can..... 2 00          Licorice Lozenges, 5 lb. glass jars... 1 75          " 5 lb. cans..... 1 50          "Purity" Licorice, 200 sticks..... 1 45          " 100 sticks..... 0 73          Dulce, large centsticks, 100 in box... 0 75</p> <p><b>MUSTARD.</b></p> <p><b>COLMAN'S OR KEEN'S.</b></p> <p>D. S. F., 1/2 lb. tins, per doz..... \$1 40          " 1 lb. tins, "..... 2 50          " 1 lb. tins, "..... 5 00          Durham, 4 lb. jars, per jar..... 0 75          " 1 lb. "..... 0 25          F. D., 1/2 lb. tins, per doz..... 0 85          " 1/2 lb. tins..... 1 45</p> <p><b>BAYLE'S PREPARED MUSTARDS.</b></p> <p>1/2-lb. jars 1-lb. jars          Horseradish..... per doz., \$1 20 \$1 75          English Sandwich..... 1 20 1 75          Mustard (with fine herbs) " 1 20 1 75          Packed in our self-sealing half and one-pound jars, two dozen in a case.</p>	<p>English Sandwich Mustard, Mustard (with fine herbs)—</p> <p>Half 10-gal. 5-gal. 1-gal.          Bbls. Bbl. Kegs. Kegs. Jugs.          50c. 55c. 60c. 65c. 70c.</p> <p><b>JONAS' FRENCH MUSTARDS.</b></p> <p><b>HENRI JONAS &amp; Co.</b> Per gross</p> <p>Pony size..... \$7 50          Imperial, medium..... 9 00          Imperial, large..... 12 00          Tumblers..... 12 00          Mugs..... 13 20          Pint jars..... 18 00          Quart jars..... 24 00</p> <p><b>MINCE MEAT.</b></p> <p>Wetley's Condensed, per gross, net \$11 00          per case of 3 doz., net.... 2 75</p> <p><b>ORANGE MARMALADE.</b></p> <p><b>T. UPTON &amp; CO.</b></p> <p>1-lb. glass, 2 doz. case, per doz... \$1 00          7-lb. pails, 6 pails in crate, per lb.... 0 07 1/2          Silver Pan, 1-lb. fancy glass jars, 2 doz. n case, per doz..... 1 30</p> <p><b>PICKLES---STEPHENS'</b></p> <p><b>A. P. TIPPET &amp; Co., AGENTS.</b></p> <p>Patent stoppers (pints), per doz. .... 2 30          Corked (pints), "..... 1 10</p> <p><b>SODA.—COW BRAND</b></p> <p><b>DWIGHT'S</b></p> <p>Case of 1 lbs. (containing 60 pkgs.) per box, \$3.00          Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00.          Case of lbs. and 1/2 lbs. (containing 30 packages) per box, \$3.00          Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00.</p>
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## Daisy Fruit

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

THE HOME CAKE CO.  
GUELPH, ONT.

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THE BEST

PICKLE PACKAGES  
PAINT PACKAGES  
SYRUP PACKAGES

are manufactured by  
The Wm. Cane & Sons Mfg. Co'y,  
Newmarket, Ont. Limited

Selling Agents:  
Boeckh Bros. & Company  
TORONTO, ONT.

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"IMPERIAL" and  
"SNOW"

Twin Cakes.

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will neglect to stock a line like Dwight's Cow Brand Soda, which pays a good profit, gives satisfaction, and improves the look of the store.

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St. John's, Nfld.

Georgia Peaches. California Fruit. Watermelons.

Our first car Peaches will arrive Monday. Lemons, Bananas, and Oranges in big demand. Send us name and address for weekly quotations. Our prices are the lowest.

WHITE & CO., 64 Front St. East, TORONTO.

## OUR SPECIALTIES!

FANCY BANANAS.

" LEMONS and ORANGES.

" PINEAPPLES.

AT RIGHT PRICES.

## HUGH WALKER & SON

Wholesale Fruits,

GUELPH, ONT.

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

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

# WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,  
DIGESTING EASILY.

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

Manufactured by

## THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor

CORNWALL, ONT.

## DON'T PAY FREIGHT ON WATER

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

Agents—

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

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

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The

## DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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# PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

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 Halifax, N.S.—J. Peters & Co., 47 Upper Water St.  
 St. John, N.B.—Robert Jardine.

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

SOAP



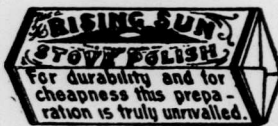
1 box and less than 5 boxes and upward 4 00  
 5 box lots  
 Freight prepaid or 5 box lots



A. P. TIPPET & CO., AGENTS

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

STOVE POLISH.



Per gross

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



No. 4—3 dozen in case, per gross ..... \$ 8 00  
 6—3 dozen in case ..... 8 40

STARCH.

EDWARDSBURG STARCH CO., LTD.

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

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

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

KINGSFORD'S OSWEGO STARCH.



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

PURE—40-lb. boxes 1-lb. pack..... 0 07  
 48-lb. " 16 3-lb. boxes... 0 07  
 For puddings, custards, etc.

OSWEGO } 40-lb. boxes, 1-lb. packages..... 0 07 1/2  
 CORN STARCH }

ONTARIO } 38-lb. to 45-lb. boxes, 6 bundles ..... 0 06  
 STARCH }

STARCH IN } Silver Gloss ..... 0 07 1/2  
 BARRELS } Pure ..... 0 06 1/2

BEE STARCH.

Cases, 64 pkgs. 48's ..... \$5.00  
 1/2 Cases, 32 pkgs. 24's ..... 2.50  
 Packages 10c. each.



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



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

Blue Label, 1's..... 0 18 1/2 0 25  
 Blue Label, 1/2's..... 19 0 25  
 Orange Label, 1's and 1/2's..... 0 21 0 30  
 Brown Label, 1's and 1/2's..... 0 23 0 40  
 Brown Label, 1/2's..... 0 30 0 40  
 Green Label, 1's and 1/2's.... 0 35 0 50  
 Red Label, 1/2's..... 0 40 0 60

TEAS.



SALADA CEYLON.

Wholesale. Retail

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



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

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

CROWN BRAND

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

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

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

WOODENWARE.

BOECKH BROS. & COMPANY.

Washboards Leader Globe ..... 1 75  
 " Improved Globe..... 1 70  
 " Standard Globe ..... 1 80  
 " Solid Back Globe ..... 1 90  
 " Jubilee (perforated).... 2 45  
 " Crown..... 1 50

F.o.b. Toronto.

Matches, Kodak, per case (10 gross in case)..... 3 50

# LICORICE..

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

OUR LATEST NOVELTY—  
 BLOW PIPES, 300 TO BOX  
 Styled, TRIPLETS.

YOUNG & SMYLLIE  
 Established 1845. BROOKLYN, N.Y.









BERRY SETS  
 LEMONADE SETS  
 WATER SETS  
 BERRY BOWLS  
 ICE CREAM NAPPIES  
 SODA WATER TUMBLERS  
 MINERAL WATER TUMBLERS  
 BEER MUGS  
 LAGER TUMBLERS

In fact everything in the glass line that suggests coolness. Write for prices.

**Gowans, Kent  
 & Co.**

**TORONTO and  
 WINNIPEG...**



**Did you ever stop to consider**

that you are losing many valuable sales by not having

*Wethey's Condensed Mince Meat in stock?*

It is now the most popular Mince Meat in the country. Gives the most satisfaction. Never disappoints a purchaser. You can get it from your wholesaler.

**J. H. WETHEY,**

Sole Manufacturer

ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

New Season's

## Candied and Drained Peels

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

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

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

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

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The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

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**KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

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