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MISSING**

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

QUALITY..

When a salesman talks price to you
Ask him about QUALITY
When he talks quantity . . .
Ask him about QUALITY
When he talks merit to you . . .
Ask him about QUALITY

That's the _____
STRONG POINT
in
Colman's Mustard

CARR & CO.,
LIMITED

Carlisle,
England.

Frank Magor & Co.

Agents for the Dominion.

16 St. John St., MONTREAL

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



Are the sole manufacturers of
the original

CAFE NOIR BISCUIT

No other firm can approach them.

THE CANADIAN GROCER



By reason of its quality
MILLAR'S PARAGON CHEESE

has won the popular approval of those people who are particular about the kind of cheese they eat. You have a great many patrons who would thank you for recommending this tasty and pleasing article.

Manufactured by
THE T. D. MILLAR PARAGON CHEESE CO.

AGENTS—W. H. Dunn & Co., Montreal. A. E. [unclear] & Co., Toronto. Joseph Gordon, Winnipeg. [unclear] & [unclear], [unclear].



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated
WHITE LABEL ALE

ASK FOR IT AND SEE THAT THE
BRAND IS ON EVERY BOTTLE.

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

Wm. Ross, Manager.



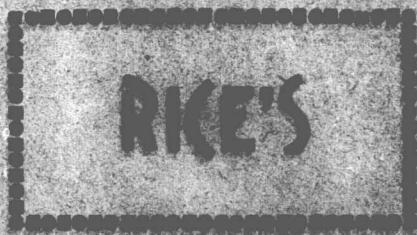
Established 1868.



"Educate your customers in regard to quality."

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

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



Address:
R. & J. RANSFORD
Clinton, Ont.





Pleasant Vacation!

The grocer who goes away on his vacation with a comfortable bank account has a pleasant time—and restful. One reason why he makes money is because he keeps his stock of goods *seasonable*. He carries what people want at just the time when they want to buy it. There are no dull times for him.

Take a vacation, gentlemen, but take it “feeling fit.” Keep seasonable goods in stock and make some money by selling them. Three hints follow for your vacation trade.

Hints for Your Vacation Trade:

Stower's Lime Juice.

20 per cent, stronger than any other, hence the most economical to use. Distinguished from the ordinary Lime Juice of trade because it has no musty flavor. Absolutely pure. Put up now in “Pale Gin” bottles and labelled especially for the Colonial trade.

Stower's Lime Juice Cordial.

Nothing but pure, freshly-squeezed Lime Juice and refined loaf sugar. No vegetable mucus or albumin substances or impurities in it. A delicious, cooling drink, all ready to serve with the addition of water.

“Thistle” Canned Fish.

Canned Haddies, Kipperd Herring, and Herring and Tomato Sauce. Clean, delicate, rich in flavor. The “Thistle” Brand stands at the head of all others because it belongs there.

Sold by Leading Wholesalers Everywhere.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale,
Montreal.

23 Scott Street,
Toronto.

**IF YOU WOULD BE IN THE LEAD WITH THE CHOICEST
AND MOST UP-TO-DATE LINE OF GOODS, YOU WILL
BE INTERESTED IN THE FOLLOWING ANNOUNCEMENT:**

We have just received per SS. Almerian, the following
seasonable goods from the old-established house of
Louit Freres & Cie., Bordeaux, France :

THIS SEASON'S PACK

PEAS, IN GLASS.
MUSHROOMS, IN GLASS.
HARICOTS VERTS, IN GLASS.
MACEDOINES, IN GLASS.

FONDS D'ARTICHAUTS.
ASPARAGUS.
ANCHOVIES, IN OIL.
ANCHOVIES, IN BRINE.

CAPERS, IN BOTTLES AND IN KEGS.
CHOCOLATE, IN QUARTER AND HALF POUND CAKES.
FANCY CHOCOLATES.
FRENCH MUSTARD.

SARDINES, IN BOTTLES.
TRUFFLES, IN TINS.
FINEST SALAD OILS, FOR TABLE USE.
PATES de FOIES GRAS.

ALSO

FRENCH PRUNES, from Jas. Violett & Co., of Bordeaux.
SPANISH QUEEN OLIVES, from R. Aguilar, Seville, Spain.

WRITE FOR QUOTATIONS.

HENRI JONAS & CO. = MONTREAL.

Cigar Advertising

is like every other kind of advertising—it pays only when you back it up with *quality* in the cigars you sell. It would be foolish for me to misrepresent the quality of my "Pharaoh" and my "Pebble" Cigars. I am not throwing away my money for the purpose of misleading anyone who reads my advertisements.

In my "Pharaoh" cigar (which retails for 10c.) I can give you quality and workmanship that the most critical smoker in Canada cannot find fault with. In my "Pebble" cigar (which retails for 5c.) you will find that the quality never varies from the one standard that has made it famous—the trial order which I would like to send you represents this standard!

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

HOT-WEATHER TRADE FOR THE GROCER.

Active business comes of always being up-to date—keeping on hand goods for the season and the occasion—and always good goods. Such you find in

"STERLING" BRAND
Lime Fruit Juice
Lime Juice Cordial
Raspberry Vinegar

ASK YOUR WHOLESALE FOR QUOTATIONS.

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

REAPING THE HARVEST

Throughout the land the farmers are busy gathering the results of their sowing. Much of its success depended upon the wise selection of the seed and careful planting.

Suppose the farmer had reasoned something after this fashion—"Wheat is only wheat anyway—by buying this cheaper kind I will be saving something worth while."

If he did, he is likely reaping a harvest of barren regrets now.

So with the business man if he dreams for a moment that anything but the highest quality of goods is going to yield a profitable harvest—he is making the same serious blunder as the farmer.

MOLINA ROLLED WHEAT is at the head of its class and its fast increasing sales are the result of its superior quality. It is packed in barrels of 100 lb., and in kegs of 50 lb. and made only by

*Sow Quality if you wish to reap
a rich harvest.*

THE TILLSON CO., Limited,
Tilsonburg, Ont.



ABSOLUTELY **BEST** AND **PUREST**

QUALITY ALWAYS THE SAME.

BRUNNER, MOND & CO'S

BICARBONATE OF SODA
CON'TRATED SAL SODA
AND
SODA CRYSTALS

WINN & HOLLAND
MONTREAL
SOLE AGENTS FOR CANADA

One of the best and most effective messengers you can employ to spread abroad among your customers and their friends the report that you can be depended upon to give utmost satisfaction in your tea department is to sell and recommend the healthy, clean, invigorating teas of

J J J
A A A
P P P
A A A
N N N

The importance of your business demands that you should continually handle Japan Teas.

The utmost care is taken in their cultivation.

Every pound is inspected before export.

They come from a country where conditions are healthy and climate unexcelled.

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.

Trafalgar Chambers, Sun Life Building
Annex.

Tel. Main 4142. MONTREAL, CANADA.

Ceylon and Indian Teas— Black or Green.

The Black Teas were introduced into Canada only a few years ago. Reflect how they have gained in popularity yearly and consider the present consumption.

The Green Teas are still quite a novelty, but have already made their mark and merit all success. They are made expressly to meet the tastes of those who do not drink Black Tea.

In addition to their unquestioned merits, remember how they are advertised—See the daily papers

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.

CAUTION

To the Trade:

There are numerous cheap imitations of

"GILLETT'S GOODS"

on the market. In many instances directions and other printed matter have been copied word for word.

GILLETT'S LYE is an article that has probably been imitated oftener than anything else. When you are told that **BLANK'S LYE** is just as good as **GILLETT'S** and cheaper, don't believe it. Be on your guard and have nothing to do with it. An article of as good quality CANNOT be sold cheaper.

GILLETT'S CHEMICAL WORKS

Established 1852.

LONDON, ENG. TORONTO, ONT. CHICAGO, ILL.

IVORY GLOSS STARCH

**THERE
IS
GOOD
PROFIT
IN
SELLING
IVORY
GLOSS
STARCH.**

It is a business-builder and a business-holder.

—Manufactured by—

St. Lawrence Starch Co.,

Limited

PORT CREDIT, ONT.

The Auer Gas Lamp

Money-Back Style.

THIS style is particularly suited for a reading light—the shades prevent the light from tiring the eyes and the burner can be raised just the same as any other students lamp.

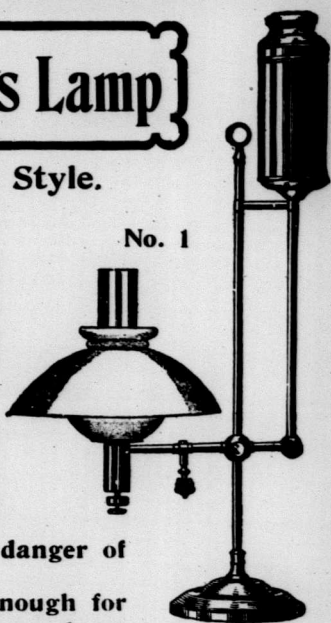
IT can be carried around the house with perfect safety and as the base is heavily weighted there is no danger of its up-setting.

THE light is soft enough for the most sensitive eyes and yet strong enough for the finest print.

OUR CATALOG SHOWS ALL OF OUR DIFFERENT STYLES.—WRITE FOR IT AND OUR DISCOUNTS.

Your Money Refunded if you are not Satisfied.

AUER LIGHT CO., 1682 Notre Dame Street, MONTREAL.



No. 1

Symington's

**"Edinburgh"
Coffee
Essence**

Is the Purest and therefore Best and Cheapest!

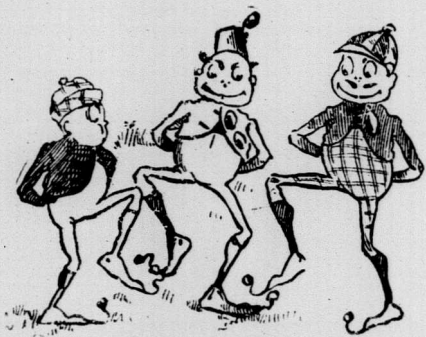
Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,

EDINBURGH and LONDON.

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



ON THE MIDWAY.

Travellers' Holidays

AUGUST 5th to 17th INCLUSIVE.

Our travellers will be off their trips during this period, enjoying a well-earned rest; they have worked hard and we are glad of this opportunity afforded them. No doubt they will come back with renewed energy and vigor to personally solicit your esteemed trade.

For these two weeks we would ask you to kindly favor us with your esteemed wants by mail, and can assure you that extra care, if possible, will be given your commands and your best interests will be served in prices—quality of goods and promptest shipment.

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

There's Money To Be Made

by you and every other wideawake grocer who takes advantage of the hot weather and picnic season, to sell

NEW YORK GINGER ALE

That delightful summer drink—so refreshing and invigorating. A sale once made the consumer's trade in this line is assured. And, **YOUR PROFIT IS 50 PER CENT.**

1 dozen large quart bottles in a case—5 case lots delivered.

WE ARE AGENTS FOR WESTERN ONTARIO.



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

THE SAUCIEST OF SAUCES.

PATERSON'S
 possesses a peculiar
 equancy, and is more
 generally used than other
SAUCES.



*Paterson's Wor'ster Sauce
 is the best value on
 the Market.*

PREPARED BY—

R. PATERSON & SONS, GLASGOW.

Manufacturers of the celebrated
 "PATERSON'S CAMP COFFEE ESSENCE,"
 and "PATERSON'S 'EUREKA' PICKLES."

Agents:—

ROSE & LAFLAMME, MONTREAL.



OLIVES
 AND
 PURE
 OLIVE
 OILS.

Batty & Co.

ESTABLISHED 1824.

LONDON.



Makers of High-class



INDIAN
 CURRIES
 AND
 CHUTNIES.

PICKLES
 OF
 ALL KINDS.



SAUCES
 OF
 ALL KINDS.

BRITISH PESSIMISM ON TRADE MATTERS.

Andrew Carnegie, in "The Nineteenth Century and After," Holds that while British Trade has Reached its Limit it is not Declining—No Other Nation Compares with Her in Steel, even in the Aggregate—Great Britain can Work out Her Own Salvation by Adopting the Changes Required both by Employer and Workman.

FOR thirty odd years the writer has been visiting his native land, but never to find such despondency among his friends of the industrial world as this year. Even those are now pessimistic who have hitherto been staunch optimists, sound in the faith that the Motherland would "somehow or other muddle through" and brilliantly emerge from threatened disaster, as she often has before in her long, chequered and illustrious history.

There is obviously much in the present situation calculated to depress; but whether the true plucky Briton falls from optimism—his normal condition—to pessimism depends upon whether he looks backward or forward, as, when human society is viewed as a whole, a look forward to ideal conditions turns us to pessimists, bemoaning its manifest short-comings, failures and proofs of barbarism; while the look backward reassures us that humanity has crawled upward, and must continue to rise, that all goes well, though slowly, and we are again healthily optimistic.

So with the anxious Briton just now in regard to industrialism. What a picture he gazes upon as he looks backward! He sees his country not only the greatest of all, but in many of the elements of power—in finance, in commerce, manufacturing, mining, weaving and shipping—contending successfully with all other nations combined. Britain in the one scale and the world in the other. It is only fifty-five years since she ceased to mine more coal than the rest of the world, and men still in active life have seen her manufacturing more iron and steel, weaving by machinery more cotton, woollen and linen cloth, owning more ships, and making more machinery than all others, and first in wealth and credit. The steam engine, bringing steamship navigation and railway transportation; the hot-blast and puddling furnace—the roots of modern ironmaking; the Bessemer, Siemens-Martin and Thomas processes—the foundations of steelmaking; Arkwright and Hargreaves, the founders of machine weaving—all these, and others of like importance in other branches of production, the work of this land alone, no other making any considerable contribution to manufacturing progress; Britain, the lonely pioneer who guided the world and led her to modern industrialism.

Turn now from the view backward, and behold present conditions, and, presto! What a change! the optimist exclaims. No longer Briton versus the world in anything, no longer even first among nations in wealth or credit, in manufacturing, mining, weaving, commerce. Primacy lost in all. In seagoing ships still foremost, but even there our percentage of the world's shipping growing less every year. It only increased 46,000 tons in five years from 1894 to 1899, and was 9,000 tons less in 1898 than in 1896. Worse than all, supremacy lost upon the sea in fast monster steamships—those unequalled cruisers in war, which now fly the German flag, all built in Germany; not one corresponding ship built or building in Britain, the field entirely surrendered to her rival. In ironmaking Germany has risen from 1,500,000 to 7,000,000 tons per year, while Britain has stood still, her

highest product being 9,500,000 tons. The United States made 13,500,000 tons last year, to be exceeded this year, while we are making less than last.

In steel, the United States made 10,638,000 tons last year, and have made this year, so far, more than last, while we are falling back from our maximum of 5,000,000 tons of last year.

In textiles, Lord Mashman tells us in The Times that we are exporting less and importing more. In 1891 we exported 106 millions, in 1899, 102 millions sterling; in 1891 imported of textiles 28 millions, and in 1899, 33 millions sterling. His Lordship avers that Great Britain has not increased her export trade one shilling for thirty years.

Financially we are also rapidly losing primacy. The daily operations of the New York Exchange exceed those of London. Our loans at a discount find investors in the United States, which, so long our greatest debtor, is becoming our chief creditor nation. We offer everyone who has confidence to subscribe our national note for £100 if he will give us £93 14s. cash; Consols were at 113, and are now below 95; we spend in two years as much upon what was expected to be a mere parade as the reductions made in the National Debt for fifty years; and the war is still costing one and one-half million sterling per week, soon to be increased by new levies at increased pay. We have just added 11 millions per year to our taxes when America, by a singular coincidence, has just reduced taxes by that amount. Britain thus handicapped more, and our rival's weight lessened for the industrial race.

We shall not very long be allowed even the boast of having the largest city of the world, since New York has to-day three and one-half against London's four and one-half millions; and the population of the area now New York increased last decade 35 per cent., while London's increase is only one-fourth as great. At the rate of the increase for the last five years New York in 1910 will almost equal London—in 1915 outstrip her.

While we have stood still, United States exports of manufactured articles have trebled in five years, and now reach 80 millions sterling. Our total exports in 1890 were £263,531,800, and never again reached that sum until 1899, when by adding 6 millions for ships built for foreigners, not hitherto included, the exports were £264,660,000. Our imports increased during that period 65 millions, partly because we became more dependent upon foreign nations for food.

Until recently foremost in machinery making, our tramways and subways are now equipped not only with electrical devices, but with the huge steam engines required, imported from America. France shows exports of motor cars, etc., last year valued at one million sterling; we export none, and even buy from France.

The former optimist, now a miserable pessimist, continues his lament. As for ship-building, how long is primacy even in that to be left us when shipplates from America reach Belfast and Glasgow by the thousands of tons, and to-day America is building two 18,000-ton ships? The cable announces the launch of the first, and two

others are contracted for, of 20,000 tons, equal to the monster Celtic.

Our industrial army proves as much out of date as our war army is acknowledged to be; our railways at home and in our colonies order their rails, bridges and steel cars from America. Our men either cannot or do not work like the American, as The Times Special Commissioner has proved, neither do our captains of industry compare with those in America.

Our military army system, having broken down, is to be reconstructed. The Times publishes a letter from Capt. Lee, M.P., ex-Military Attaché at Washington, and editorially says Capt. Lee declares that the American recruits are immeasurably superior to our ordinary recruits, both in physique and intelligence. Their average age is nearly 23; average height of infantry five feet eight and a half inches; all of them can read and write; special inquiries are made into their character; and Capt. Lee affirms that in peace and war they are practically free from serious crime, and that he has never seen an American soldier drunk. Lord Lansdowne finds 42,000 of our recruits unfit.

Such the choice morsels from press and magazine upon which the discouraged Briton feeds. There are many others of similar import; but having now quoted from a recent issue of The Times, we shall close the list, although the pessimist no doubt continues to dwell upon the contrast presented between the backward and the present view, meeting all that is offered in mitigation or explanation with Hamlet's exclamation, "Look here, upon this picture, and on this." He will not be comforted. Yet comfort is near, which, with your readers' permission, we shall venture to offer; but before the proper stage of receptivity can be reached by our pessimistic friend one step is indispensable. He must adjust himself to present conditions, and realize that there is no use in these days dwelling upon the past; and especially must he cease measuring his one country with the forty-five countries of the American Union. *E pluribus unum*. It is out of the question to compare 41 millions of people upon two islands, 127,000 square miles in area, with over 500 people per square mile (England and Wales), with 77 millions upon three and one-half million square miles, unequalled in natural resources, with only 30 people per square mile.

Let us proceed, therefore, upon the only reasonable basis, that of man for man, and see what follows, taking up the pessimistic points in order.

First, loss of wealth and credit. Primacy of the world is gone in aggregate wealth only if the pessimist persists in measuring Britain and the American Union, which does not approach Great Britain in wealth man for man; with nearly double the population it has only one-fifth more wealth in the aggregate. No other nation is in the race for primacy with Britain, even in aggregate wealth. Not much cause for pessimism here, surely.

Loss of credit is serious; but what national credit except Britain's could stand an expenditure of four times more than its increase of revenue from the same taxes for twenty years up to 1896, and on top of that, for five years succeeding up to 1901,



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.

increased expenditure of no less than 28 millions sterling per year, when the taxes yielded only 16 millions increase. The strongest proof of British credit is that it is not destroyed; no other nation could have so recklessly disregarded the plainest dictates of sound finance, in the face of the warnings of successive authorities, none more stern than those of the present able and courageous Chancellor of the Exchequer. No matter how a loyal press may claim unimpaired credit, the lender says that six and one-half per cent. of the amount advanced must be deducted because credit is impaired. The Chancellor tells the world that the limit of present taxes is about reached, and that trade is not expanding.

The final reply to the pessimist here is that the British people will soon be compelled to change the policy of seeking increased responsibilities throughout the world, of provoking wars, and antagonizing not only the Governments, but—a new and portentous fact—the peoples of other countries, a policy which inevitably demands the increased expenditures which have already lost for Britain her proud boast of supremacy in credit—a loss of genuine prestige.

The back of the weary Titan was already bent when he decided to increase his burden by acquiring acknowledged paramountcy in South Africa. Two young republics certified to be dead were annexed, but the Titan still finds them struggling on his back. Whether the present war was inevitable or not is not here in question. If it were inevitable, so much more chary should Britain be in assuming responsibilities hereafter in distant parts of the world which carry in their train such tasks; for all must see that it is exposing Britain to dangers from other quarters which may at any time reverse the present figures of Consols. The wonder is not that these have fallen to 95, but that they have remained so high. With a return to the policy of peace and good will towards other nations, and ordinary prudence in not awakening sleeping dogs, and also in expenditure, credit will soon be regained. No irretrievable disaster has yet occurred, but the danger signal is up.

Even in credit there is only the United States whose credit is better, as shown by the prices of its bonds; but were it to go one-half the distance on the road to financial troubles which Britain for years has traversed, it is improbable that even she could borrow upon the terms of the last addition to the British debt. Primacy in credit may yet be regained.

In mining, weaving, commerce and manufactures primacy has gone only if the pessimist persists, as before. In measuring Britain against the whole American Union. No other nation robs her of primacy in

either of these departments, nor is likely to do so. She has still primacy in the aggregate, even against the Union, in weaving and foreign commerce, and in exports she is not much behind. Not much cause for discontent here, since against a Union of forty-five States she still holds first place in two, and is abreast in another department.

In foreign shipping, it is true, Britain's former huge percentage of the world's shipping declines. How could it be otherwise? But it still exceeds that of any nation twice over. Her lead is so decided that no man living is likely to see it overcome. She had 9 million tons of shipping in 1898; the American Union had less than 5 millions, Germany, 1,700,000, and France less than a million. No cause for lying awake o' nights mourning over the position of Britain in shipping.

So with the ship-building industry. It is true America is fast increasing, and is building monster war and merchant ships, and that Germany is also, and that both will prove competitors; but when Britain builds 865,000 tons per year (1898), and America only 249,000, and Germany—although figures are not at hand—certainly much less, probably not half, it is rather premature to take alarm. Britain needs and uses more ships than any other nation, having coal and manufactures to export and bulky food products and raw materials to import. She need not be pushed out of primacy in ship-owning, for, not needing to import so much, America is at a disadvantage with Britain, who has better loads for foreign ports throughout the world, out and home for her ships. Therefore, if Britain loses primacy in ship-owning, she will well deserve to lose it. In ship-building before long it is to be another matter. She must not fall asleep, for America, with her cheap steel and timber and surprising workmen, is finely equipped. Here, if Britain hold supremacy, she will richly deserve the prize.

As for the serious loss of the Atlantic express travel, a few words will explain why this was inevitable, keeping in view Britain's environment. The British steamship lines sailing between Liverpool and New York convey passengers to and from Britain only, with her 41 millions of people. The German lines sailing from Bremen, Hamburg, to New York, draw first from the whole of Northern Europe, then touch at Southampton, and draw part of the British travel, and, not content with this augmentation, crossing to Cherbourg, they draw from Paris and all Southern Europe. Thus three fine streams of travel feed their enormous fast ships; the 300 millions of Europe are tributary to them; and homeward from America to Germany they draw

all who wish or have business with any of these millions, for the homeward ships touch also at Cherbourg, Southampton or Plymouth, and land passengers. Against this the British lines have only tributary to them forty-one and one-half millions of people who desire passage to New York, and, returning from America to Britain, only those Americans who desire to visit the forty-one and one-half millions for pleasure or business. It goes without saying that the German lines must inevitably lead in large fast steamers. But no cause for pessimism here, because British ship-owners are neither unenterprising nor inefficient; they only show their good sense by recognizing the situation, and will hold more of the profit of Atlantic travel for Britain than if they attempted the impossible.

In ironmaking, Germany's fifty-six and one-half millions of people may probably ere long equal Britain's make, as Germany is gaining in population rapidly. But this does not mean any reduction of Great Britain's output; it may even increase somewhat. Her make, man for man, will remain greater than that of any other country except the United States. What more can be expected. So with steel. Britain's 5 million tons product last year was nearly half as much as that of the United States, and not much behind, man for man, a remarkable fact taking conditions into account, showing the little giant that Great Britain is. No other nation compares with her in steel, even in the aggregate. No cause for pessimism here; but an unreasonable man can, of course, easily lament his country's decadence, because it produces 5 millions instead of ten and one-half, which half a continent produces.

We now come to the question, "Is British foreign trade declining?" This has been the subject of much discussion of late, without result, because the question has two parts, which disputants usually ignore. Exports are one branch, imports another; the former has decreased per capita, and the latter increased. The two combined show that British foreign trade is not declining. From 1889-98, ten years, exports per head declined from £6 13s. 11d. to £5 16s. 2d., and imports increased from £11 10s. 1d. to £11 14s. 1d. These were mostly years of low prices; quantities did not decrease materially. The recent rise in prices has swollen the value of both imports and exports, but as a rule material increase of quantities is not shown, except in greater imports of foreign food supplies. Even in these, however, higher prices account for some part of the increase.

Studying the subject carefully, and avoiding the tendency to generalize from temporary causes and values covering only this

WHAT PEOPLE SAY:

“Yes, a child can order goods from L. S. & B. They are so **reliable**, and then they ship their goods so quickly. They certainly are the original **quick shippers**.”

Profits ...

If you are in business for profit ask your travellers to push ...

 **FLY PADS.**

They can be sold to most general stores and grocers.
They pay a large profit.
They always give satisfaction.
They are 300 times cheaper to use than sticky paper.



Archdale Wilson, ... Hamilton

Weather is Frightfully Hot.



Be easy on your clerks, allowing them to sell as leaders

Ram Lal's Pure Indian Tea
Mecca Coffee 

These lines are standard as granulated sugar—no trouble selling them—they always give satisfaction.

JAMES TURNER & CO., Hamilton.

August
5th
to
17th
1901.

Travellers' Holidays

All letter and telephone orders will receive prompt attention. Telephone or telegraph at our expense. Travellers will receive credit. Long distance telephone equipment.

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


year or that, the writer is satisfied that the true answer to the question, "Is British trade declining?" is that it cannot be affirmed to be either declining or increasing, imports and exports combined. It has apparently reached its limit, and is not expanding, having remained practically stationary for, say, ten years.

It surprises the writer that so much importance is attached in Britain to the monthly statement of exports and imports, as if increase or decrease in these were conclusive proof of prosperity or otherwise. Decreased exports may prove that home consumption is greater, the best of all conditions. Thus the steel exports of America this year will be less than last, because her own demands are greater. Happy country that can use its productive capacity for its own further development! Every ton used for additions or new undertakings is productive of more productive wealth. Exports decrease, but what goes abroad permanently develops directly the receiving nation, and only benefits the exporting nation temporarily by its manufacture. What is used at home develops the producing nation, and benefits it permanently. So with imports. A decrease in these may prove that the nation is more and more supplying its own wants. Happy nation that can do so! American imports are growing less and less for this reason, and reducing the volume of her foreign trade, a sign of continued development at which she rejoices. Last year was one of great prosperity for British manufactures. Exports of these in many lines declined, but the decrease in quantities of exports was the best proof of prosperity. There is another point often overlooked in considering exports, viz., that these are in the aggre-

gate not to be compared with the amounts consumed at home. It is estimated that only one-eighth of Britain's production is exported. But if we consider only manufactured articles, we find that in pig iron 9 million tons are made and only 1 million exported. In coal, less than one-sixth goes abroad; 220 million tons produced, 36 million tons (average) exported. In textiles, of linen, one-fourth exported, £20,000,000 produced, £5,000,000 exported; in woollen goods, product £50,000,000, £14,000,000 only exported. In cotton goods alone does the amount exported reach the amount consumed at home. The total annual exports average £235,000,000; if we estimate 12 per cent. profit upon these, the gain is £28,000,000. The increase in national expenditures during five years, not including the present war cost, is just this figure; therefore, should such expenditure become permanent, the gain arising from all the exports of Britain has been absorbed chiefly in supposed Empire-making and its inevitable armaments. "The vast interests of Britain in China" are much in evidence at present, but shrink upon examination. The amount that China takes of British products is only £5,000,000 per annum. Little Holland takes one-half more, and so does Little Belgium; and the Brazilian and the Venezuelan republics each take more. A very big war can easily be stirred up there, costing thousands of lives and a hundred millions or two, which cannot well be spared, all in the cause of protecting a paltry five millions worth of trade, yielding perhaps, £600,000 to £700,000 per annum profit. Nor is Chinese trade likely to increase much, for the Chinese need little that is made by Western nations. Great increase of her consumption of British

goods is not probable, in the opinion of the writer, who has some knowledge of that strange land.

It is pitiable to see so many lives lost and so much money squandered in pursuit of shadowy dominion over barren territory in far-off, sparsely populated lands, ostensibly to secure new markets for British products. The markets of uncivilized lands amount to so little, and Britain has no advantages from her nominal sway under the policy of free trade; for trade does not follow the flag—it follows the lowest price current. Loyal Canada buys three times as much from the United States as from Britain. Even her Union Jacks she buys in New York. If 2s. 6d. per year were added to the purchasing power of the British people for home products, the market would be enlarged to the extent of all its exports to China; less than 6d. per head would equal the profit. One pound per head would give Britain more new trade than her total exports to India and South and East Africa combined; or to Canada and Australia, China and Japan combined; to Germany, Italy and France combined; or to the United States, Brazil, Argentine and Canada combined, and equal to one-half of the total export trade to all British possessions, which is £80,000,000 per year. If the £28,000,000 of increased Government expenditure per year incurred during the past five years were stopped, and spent by the people at home upon British products, this would give a new market equaling that of Canada, South and East and West Africa, Foreign Africa, South and East, and the West Indies, Ceylon and Hong Kong. Conquering new territory for markets abroad is dropping the substance for the shadow—chasing rainbows. The case



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again not soon condi great easily Pro Brita Germ certa whic Th now Unit Span inclu 000,0 near one hand the upon only Th with after Phil of t sterl buyi plus Tra app Aite reac ical heav * Gove Span 000,0 is bu appr ann notw



CANNED MEATS.

POTTED AND DEVILLED.

ALL KINDS.

THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

against this policy is closed. Trade has not increased. The true statesman will soon turn his attention to the bettering of conditions at home, for it is here that the greatest increase for British trade can most easily be effected.

Prominent speakers sometimes state that Britain is lightly taxed. Compared with Germany and the American Union this is certainly incorrect, and it is these countries which Britain has most to fear industrially.

The British Government's expenditure is now close upon £3 per head; that of the United States is £1,* the cost of the Spanish and South-African Wars being each included. Here is a load of about £80,000,000 per year for the United Kingdom, nearly \$2 per head with which the forty-one and one-half millions of Britons are handicapped. This is nearly three times the total direct profit made at 12 per cent. upon Britain's entire exports. The German only pays £1 7s. 6d. per head.

The last fiscal year left the Republic with a surplus of sixteen millions sterling after paying ordinary expenditures and the Philippine War also. Hence the remission of taxes to the extent of eleven millions sterling. The Secretary of the Treasury is buying up Government bonds with his surplus revenues. The amount of gold in the Treasury was never so great—it recently approached a hundred millions sterling. After British employers and employed reach the American standard of economical production, Britain will still remain heavily handicapped in the industrial race

* In giving the expenditure of the United States Government at £1 per head the years previous to the Spanish War are taken. Taxes to the extent of £11,000,000 have since been abolished, equal to 3s. per head. It is but fair, however, to say that last year's permanent appropriations were greater than before the war, and annual expenditure will be somewhat over £1 to-day, notwithstanding the reduction of taxes named.

by the enormous load of taxation under which her producers labor as compared with America.

The debt of the States of the American Union is now only 202 million dollars in the aggregate, having fallen from 298 million dollars in 1880. This is less than a million sterling per State, and takes no account of the sinking funds, which in many cases almost equal the debt. The American is surprisingly careful about incurring debts, the States and cities being constitutionally prohibited from exceeding certain percentages upon the property assessment. He is a strong contrast to the Canadian and Australian in this respect.

The backwardness of Britain in electrical machinery and equipment, motor cars, etc., is due to the natural conservatism of the race. The French are more disposed to experiment with novelties, and the maker there sees a home demand, which is, as just stated, the surest foundation for capturing the foreign market. Britain may still overtake her quicker neighbor—her new plants should soon drive out the latest industrial invader; then exports will begin. It is not always he who starts first who ends first. The writer expects Britain soon to be in the front rank here.

Thus the industrial situation, sombre as it is, and dangerous as it might readily become, is not the chief source of danger to Britain to-day, because, after an awakening more or less rude, and in all respects salutary, it can well be left to work out its own salvation by adopting the changes required both by employer and workman, and which are quite within their power, to enable the country to maintain its trade in competition with others. It is the financial and political situation which is alarming, for it needs no prophet to foretell that

a continuance of the aggressive temper which alienates other Governments and peoples, and which has mistaken territorial acquisition for genuine Empire-making must soon strain the nation's power and lay upon its productive capacity such burdens as will render it incapable of retaining the present volume of trade, which is essential to the preservation of Britain's position as foremost in the world, financially, commercially, and industrially (American Union, hers concurs).

If ever a nation had clear and unmistakable warnings, as the writer thinks, that the time has arrived when it should henceforth measure its responsibilities and ambitions throughout the world with its resources, and cut its garment according to its cloth, it is the dear old Motherland of the race, with its trade stationary, an army of thirty thousand or more to be provided for in South Africa, even after peace comes, its expenditures and taxation increasing, and its promises to pay already at such a discount as to attract capital across the Atlantic. Rocks ahead, sure enough; but this does not mean that the officers of the ship of State are to drive it full steam upon them. On the contrary, it should mean that the rocks, being now in sight, will be avoided.

The prime quality of the race—its "saving common-sense," inherent in men of all parties—may be trusted to see that the good ship Britannia so steers her course hereafter as to insure her safety and to keep her strong for the many long and prosperous voyages she is destined yet to sail, not only for her own advantage, or that of the English-speaking race, but, as the writer has never ceased to believe, for the advantage of the world as a whole.

ANDREW CARNEGIE.



No Imported Marmalade ^{is} better than.. **Upton's**

Test them. That is, a taste of one and a taste of the other. You can be the judge.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited

HAMILTON GROCERS' EXCURSION.

OVER 1,000 people attended the annual excursion and picnic of the Hamilton Retail Grocers' Association at Mohawk Park, Brantford, on Wednesday of last week, and, though the day was a sultry one and the trip was by train, all had a thoroughly enjoyable time.

The excursionists arrived in Brantford shortly before dinner time, and in a short while the park was a pretty scene, small parties being scattered in all directions in the park. As is the custom with the Hamilton grocers, tea, coffee and ice-cold milk and water were provided gratis to all excursionists, thus making the picnic luncheon an enjoyable feature of the day.

Soon after dinner the fun started. The first event was a baseball match between the grocers and the travellers. The teams were as follows:

Grocers—George Cann, c.; J. Smith, p.; J. A. Williamson, 1 b.; J. L. Brown, 2 b.; W. Galloway, 3 b.; A. Williamson, s.s.; E. Anderson, c.f.; J. Smith, r.f.; R. Almas, l.f.

Travellers—W. H. Norman, c.; W. James, p.; R. Moncur, 1 b.; T. Hunter, 2 b.; W. J. Jackson, 3 b.; A. Ballantyne, s.s.; R. B. Morden, c.f.; B. Hill, l.f.; T. Crowther, r.f.

The rivalry between the two teams was keen, and there was not much to choose between them. The travellers, however, eventually won out with a score of 10 to 7 runs.

Another event which aroused great interest was the old-time chase of a greasy pig. A good start was given the porker, and he was not caught until after a warm, exciting chase.

The athletic events resulted as follows:

100-yard foot race (Hamilton grocers)—J. A. Williamson, J. L. Brown and John Lampman.

100-yard foot race (grocers' clerks)—Robt. Kerr, J. Blair and J. Cochane.

Three-legged race (grocers' employes, Hamilton and Brantford)—Wildman and Shaw, Blair and Brown, and Webster and Dell.

Sack race, 100 yards (grocers' clerks) Luke Coppie, J. Wallman and F. Wildman.

50-yard foot race (grocers' wives)—Mrs. J. Farr, Mrs. M. Helm, Mrs. Mitchell and Mrs. Galloway (tie).

100-yard foot race (Brantford grocers)—Roy Webster, W. H. Westbrook and C. Devlin.

Boys' race, under 14 years, 75 yards—Ed. Campbell, Oliver Street and Percy Dungy.

Girls' race, under 14 years, 75 yards—Ellen Mullins, Sarah Munday, Lottie Bowker.

Egg race, 100 yards (grocers' clerks)—F. Wildman, C. Devlin and W. Galloway.

Half-mile foot race (Hamilton and Brantford grocers and clerks)—J. Cochrane, C. Gibson and W. H. Westbrook.

Ladies' race, over 18 years, 50 yards—Miss Sarah Wilson, Miss J. Burkholder, Mrs. Hellene and Mrs. M. O'Connor (tie).

Fat men's race, 100 yards, backwards, 200 lb. or over—J. Spiddal, Brantford, and M. Cashman, Hamilton.

Catching the greasy pig—Caught by Wm Powell, Ancaster.

5-mile bicycle race (time limit, 15 minutes), grocers' clerks, Hamilton—B. Whitney, M. Burkholder and C. Warmington.

During the afternoon the 13th Regiment band, which had been brought from Hamil-

ton, added much to the charm of the park by its music, and in the evening gave a concert in the drill hall.

To the following committee and officials credit for the success of the day is largely due:

Starter—B. Hill.

Judges—W. J. Jackson, A. Ballantyne and F. A. Crowther.

Clerk of the Course—George H. Carley.

General Committee—J. Hunter, W. H. Norman, W. James, R. Moncur, B. B. Morden, John Stuart, A. Jarvis, Alex. Fraser, G. R. Atkinson and Cyrus King.

Excursion Committee—J. Ronan (chairman), W. R. Harvey (secretary), A. Ballentine, J. Bologan, C. Zremner, A. G. Bain, C. H. Peebles, J. Kirkpatrick, J. Muir, J. O. Carpenter and J. Forth.

MR. ARCHDALE WILSON.

MR. ARCHDALE WILSON, manufacturer of Wilson's fly-poison pads and Smith's fly-poison squares, has not long been selling to grocers, but in the wholesale drug business he was an old and well-known figure, having spent 40 years actively engaged at it.

Speaking of his retirement from the drug business, The Canadian Druggist says:



"In 1870, Mr. Wilson opened a retail business on his own account, and 10 years later commenced a jobbing trade. Since then, by strict devotion to business and with a perseverance which has contributed to the success which has been attained, the business has grown constantly, the last two years, we are informed, being decidedly in advance of any previous years in the firm's history. The business now has assumed large proportions, and is in a satisfactory shape—so much so that we believe the purchasers took the business over at Mr. Wilson's own figure, paying cash for it."

Mr. Wilson's confidence in the merits and selling qualities of the fly papers he intended to manufacture has well repaid him for selling out one of the best-estab-

lished drug businesses in the country. The success of these fly-poison papers is, no doubt, greatly due to the scientific knowledge of the manufacturer, and to the fact that grocers prefer to handle such goods rather than an article put up by someone who knows no more about the ingredients of it than does the purchaser. It looks as though Mr. Wilson's success in this direction will shortly be as pronounced as it was in that from which he retired.

EARLY CLOSING IN ST. JOHN.

ANOTHER large and enthusiastic gathering was at the Currie Business University last night. The committee reported that the movement was at last crowned with success far in excess of their greatest anticipations. They reported that the number of groceries closed last night exceeded 115; in other words, in the short space of two weeks the number jumped from 5 to 115.

W. E. Nobles, of the McAlary Company, Limited, said he was in sympathy with the movement and happy over the result. He stated that it struck the north end like a whirlwind, only three stores in north end being open when he started for the meeting.

T. J. McPherson noted the fact that there was a large gathering of dry goods clerks present and wished them success in their Saturday half-holiday movement.

"The clergy," said Mr. McPherson, "are complaining that the pews are not filled on Sunday mornings. If the hours were shortened it would be the means of bringing a large number to church where they would be glad to be. He favored the agitation of workmen being paid earlier in the week and thought it would be a step towards temperance as a number of the workingmen are more inclined to carouse on Saturday knowing that they had Sunday as a day free from work. He felt positive that the grocers' success was assured.

James Williams stated that in the city proper only three small shops on City Road were open, and, at his suggestion, it was resolved to keep up the agitation through the press. The grocers then gave way to the dry goods clerks.

There was a large number of dry goods clerks present. It was decided by them to appeal to the ladies, also to the hardware clerks and their wives. It was the feeling of the meeting that the proprietors might be induced to make a trial of closing on Saturday afternoons for the month of August, and a plan is expected to be suggested at a meeting to be called next week, of which due notice will be given through the papers. —Telegraph, St. John, N.B., July 26.

Contented—Are You,

With your Coffee and Tea trade? If so, beware of getting in a rut and staying there. IF YOU ARE NOT, we'll risk the result of a trial order for

KIN-HEE COFFEE--made in the
KIN-HEE QUICK COFFEE POT.

"KOLONA" PURE CEYLON TEA
SIX GRADES—SEALED PACKETS ONLY.

An ideal Coffee, and a revelation in
Coffee-making.

Now, as always, the **STANDARD** for
utmost value to dealer and consumer.

THE **EBY, BLAIN CO., LIMITED**
IMPORTERS, BLENDERS AND PACKERS. **TORONTO.**

KINGSTON GROCERS' PICNIC.

THE annual picnic of the Kingston Retail Grocers' Association, which was held on Wednesday of last week, was a great success. Over 4,000 persons spent the day at the fair grounds, and fully enjoyed the extensive programme of sports prepared by the committee and the music provided by the 14th Regt. Band.

Great interest was centred in the baseball match, which was between two of the best teams in Kingston, the Granites and the Ponies. The former imported a battery from Toronto, but the local battery of the Ponies, after a fierce struggle, proved to be the stronger, and the latter team won out with a score of 5 to 4 runs.

The athletic events were keenly, but good-humoredly, contested, and afforded many exciting moments. The winners were as follows:

Newsboys' race—D. Hipson, R. McMahon, H. Cooke and J. Scrutton.

Quarter-mile foot race—E. A. Ferguson, John McEvoy and A. C. Singleton.

Half-mile bicycle race (grocers' employes)—O. Knott, H. Putman, John Brennan and J. Gardiner.

Half-mile trotting race (grocers' delivery horses)—D. Dennis and C. Campbell.

Half-mile bicycle race (open to young ladies)—Gertie Printer, Flossie Robinson, Gracie Greaves and Laura Hackett; Bertha Stratford, extra prize.

Half-mile foot race—Geo. Laturney, C. Burleigh, Sergt. Fowler and J. Hackett.

100 yards' dash (grocers' employes)—A. C. Singleton, H. Smith, G. Cooper and A. Lawlar.

Quarter-mile dog race—H. Shufflebotham, A. Robinson, A. Kemp and J. Pollitt.

Soap race—Mrs. Brundette, Mrs. Jackson, Mrs. Perryman, Mrs. Moore, Mrs. McWhinney, Mrs. Carling and Mrs. Lawson.

Two-mile bicycle race (handicap, grocers' employes)—G. Burleigh, O. Knott, H. Putman and B. James.

Soap race (extra, for girls)—E. Mercer, E. Babcock, O. Stratford and May Lawlar.

Half-mile trot (green horses)—D. F. Dennis, Jas. Redden and W. Nicholson.

Sack race—T. Flannigan, A. Turcotte, J. Hackett and R. Ohlke.

Quarter-mile foot race (grocers' employes)—A. C. Singleton, J. Hipson, H. Smith and J. Marshall.

Two-mile bicycle race (handicap)—B. Robinson, G. Burleigh and Geo. Marsh.

Shampoo contest—E. Hendry, W. Garrigan and V. McCarey.

Half-mile walking race—P. Haffner, Geo. Thompson, D. A. Shaw and T. R. Carnovsky.

Half-mile running race (policemen, mounted)—J. Naylor, H. McAdoo, R. Aiken and J. Graham.

Half-mile running race (grocers' delivery horses)—H. J. Wilkinson, E. Robbs and Jas. Robbs.

100 yards' dash (grocers)—A. McLean, Geo. Thompson and M. Corkey.

Wheelbarrow race—G. Laturney, A. C. Singleton, J. Hackett and J. Anderson.

100 yards' race (girls)—A. Pitt, L. Smith, A. Robinson and F. Milne.

100 yards' dash—W. Knowles, W. Laird and E. McEvoy.

Policemen's foot race—S. Arniel, J. Bateson, J. Ballantyne, N. Timmerman and E. Nesbitt.

The trotting race, the shampoo contest, the soap race and the girls' race were particularly exciting. Fully 100 girls entered in the race open to them, and at least a score of them were positive they had won a place for a prize.

The committee of the day were:

President—W. H. Dyde.

Vice-president—L. W. Murphy.

Treasurer—T. H. Johns.

Starters—Ald. Robertson and S. Harness.

Judges—D. Cooper, A. Martin, W. G. Craig, J. Carson, T. R. Carnovsky, M. Corkey, A. Davis, Geo. Thompson and L. Murphy.

Scorer—D. A. Shaw.

SALE OF A CANNERY.

The news published in The Colonist on July 14, that the Anacortes cannery had been sold, has been confirmed by Mr. Winch, of Winch & Bowers, who has just returned from Anacortes. Mr. Winch says that The Alaska Packing Co. paid into the Royal Bank of Canada to the credit of The Anacortes Packing Co. yesterday, July 17, \$500,000.

Messrs. Fortman and Drysdale, president and vice-president of The Alaska Packing Co., paid over the money yesterday and took possession. The deal is said to be the largest single cash transaction which ever took place on the Pacific Coast in the salmon business. It is said that the idea of The Alaska Packing Co. in purchasing the Anacortes cannery is to secure enough canneries to put up a successful fight against the Puget Sound Morgan combine, which goes into effect next month, and to dictate the price of sockeyes in the markets of the world. The Anacortes cannery has a

capacity of 8,000 cases daily, and the three canneries at Point Roberts, Anacortes and Blaine, now owned by The Alaska Packing Co., have a capacity of 28,000 cases daily, while The Alaska Packing Co., by the operation of all the canneries, will be able to put up about 1,500,000 cases, or about one-half of the pack of the world.—Colonist, Victoria, B.C., July 18.

OTTAWA GROCERS PREPARING FOR PICNIC.

The Ottawa Retail Grocers' Association met in Booth's Hall on Monday evening and made further arrangements for their first annual excursion to Stanley Island on Wednesday, August 14.

The excursion committee reported having made good arrangements with the Ottawa and New York Railway and the boat company at Cornwall. They have chartered the steamer Filgate for the day, whose capacity is 1,000, and if the weather turns out fine it is altogether likely that very few grocers and employes will be left in Ottawa that day.

The advertising committee are making good arrangements to boom the excursion. The musical committee have engaged the pipers' band for August 14 and for the Saturday night previous, when it is proposed to have a turnout through the streets for the purpose of advertising the trip.

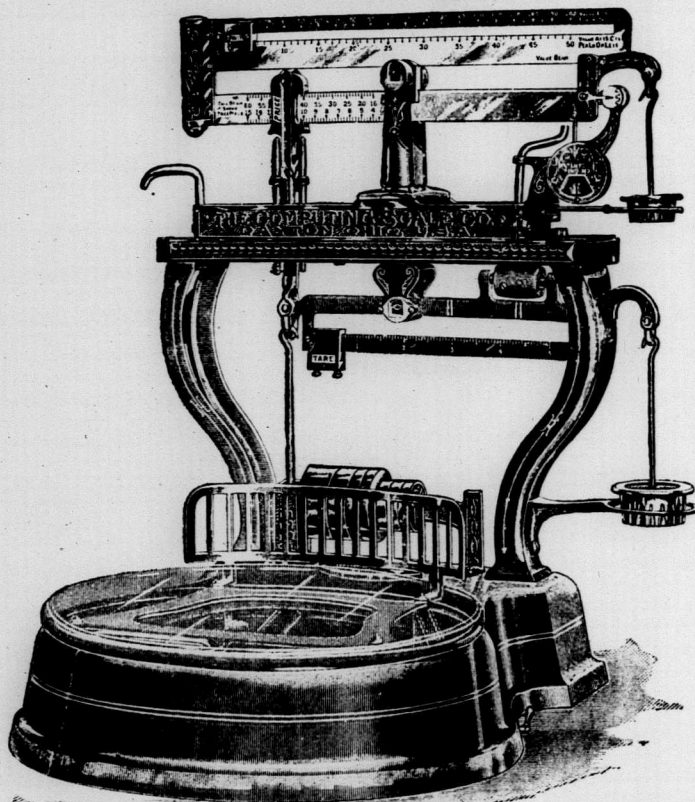
The refreshment committee are making arrangements with a first-class caterer.

Altogether, everything points to a first-class excursion, and the committee look forward to the hearty cooperation of all grocers and their employes to make it a big success.

The tickets are out and on sale at all grocers' and the office of the O. and N. Y. Railway.

Any information in regard to the excursion can be had from the secretary of the association, Mr. H. C. Ellis.

The Usurper of the Throne

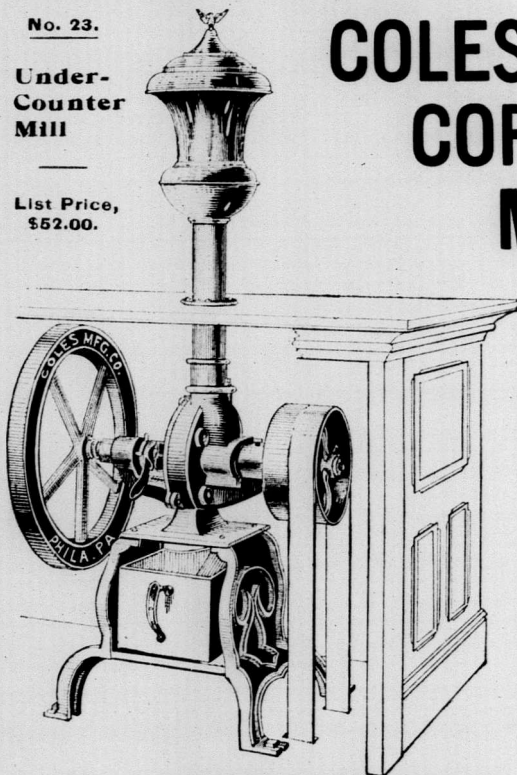


of the hearts of the merchants has been discovered in the Dominion. This usurper travels under the non de plume of S. Y. Stem, better known as **Money-Weight System**, and this great principle of full and just profits is embodied in the wonderful acme of scale perfection—"The Majestic," shown in the accompanying illustration. We claim this to be the finest scale for the merchant ever manufactured under the sun. It has no rivals. It stands alone. Send for prices or drop a card to the nearest selling agent of the Money-Weight Scale Co.

The Computing Scale Company
DAYTON, OHIO.

Money-Weight Scale Co., No. 47 State st., Chicago, Ill.
J. B. Polier, Agent, Pour Le Vente, 1662 Rue Notre Dame, Montreal, Que., Canada.
L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.
White & Ecclestone, Dist. Selling Agents, Vancouver, B.C.

No. 23.
Under-Counter Mill
List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.
Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Rowntree's

Chocolates and Pastilles

The "Court Circular" says of the Chocolates:

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says:

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by the manufacturers of

Elect Cocoa and Elect Lemonade.

Agents for Canada:

For Quebec, Ontario and the Maritime Provinces:
MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.
For Manitoba, Northwest Territories and British Columbia:
THE HUDSON'S BAY CO., WINNIPEG.



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JOHN BAYNE MacLEAN,
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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

THE TRAVELLERS' HOLIDAYS.

MONDAY next sees the start of the uniform holiday for the commercial travellers representing over 60 wholesale grocery, spice and woodenware houses in the chief business centres of Ontario west of Toronto.

Probably 600 or 700 travellers will participate in the holiday, and it is to be hoped that they will each and all have an enjoyable vacation.

No one is more entitled to a holiday than the average traveller. In some respects, he may have the advantage over the man in the warehouse, but in others he has not, particularly when home life and home ties are taken into consideration.

Some regret has been expressed that the biscuit manufacturers have not fallen into line with the other branches of the grocery trade, but it is perhaps not yet too late for them to at least partially do so. At any rate, it is to be hoped that next year they will be at one with the other interests in this matter.

Those houses that have agreed to give their travellers a holiday from the 5th to

the 17th of August should be encouraged by the retail trade. And they can encourage them in two ways. The one is by ignoring any that should attempt to take advantage of the absence of the travellers who represent the houses that are parties to the agreement, and the other is by sending in letter orders for goods it is necessary they should have before the travellers are again on their respective routes. And, in pursuance of this, they should watch our advertising columns even more closely than usual, if that is possible.

We again append the names of the firms whose travellers will be off the road from the 5th to the 17th August.

Toronto.—The Davidson & Hay, Limited; the Eby, Blain Co., Limited; Perkins, Ince & Co.; John Sloan & Co.; F. W. Humphrey; Thos. Kinnear & Co.; H. P. Eckardt & Co.; Warren Bros. & Co.; James Lumbers, wholesale grocers; Pure Gold Manufacturing Co., Limited; Todhunter, Mitchell & Co.; Toronto Coffee and Spice Co., Limited; Dalton Bros., spice manufacturers. Taylor, Scott & Co.; Boeckh Brothers & Co., wholesale woodenware.

Windsor.—J. F. Smyth & Co., wholesale grocers. Sarnia.—T. Kenny & Co., wholesale grocers. Collingwood.—The T. Long & Bros., Co., Limited, wholesale grocers.

Hamilton.—James Turner & Co.; Lucas, Steele & Bristol; Balfour & Co.; W. H. Gillard & Co.; Lumsden Bros.; Macpherson, Glassco & Co.; John Stuart & Co.; wholesale grocers. Duncan Bros.; T. B. Greening & Co., wholesale teas. Walter Woods & Co., wholesale woodenware. Hamilton Coffee and Spice Co., Limited; W. G. Dunn & Co.; The F. F. Dalley Co., Limited, Harvey, Norman & Co., spice manufacturers. The Imperial Vinegar Co., Limited; Lumsden & Main, vinegar manufacturers.

London.—A. M. Smith & Co.; T. B. Escott & Co.; John Garvey; M. Masuret & Co.; Elliott, Marr & Co.; Edward Adams & Co., wholesale grocers. Gorman, Eckert & Co.; London Coffee and Spice Co., spice manufacturers.

Brantford.—George Watt & Sons; George Foster & Sons, wholesale grocers. Snowdrift Baking Powder Co., spice manufacturers.

THE OUTLOOK FOR NUTS.

Cable and mail advices recently received indicate that while some kinds of nuts on future account rule firm others again show a tendency to the opposite.

Tarragona almonds, for example, according to a cable advice, have advanced 3s. per bag. Filberts, on the other hand, have declined 1s. per sack for October shipment. New walnuts will cost less than last year, and it is probable Grenobles will be shipped at a price to enable retail grocers to sell as low as 15c. per lb., as they will likely be able to buy at about 12½c. per lb.

BUYING TEAS FOR ENGLAND.

ALITTLE more interest has been manifested in the tea market in Toronto during the past week or ten days on account of a demand for Indian and Ceylon black teas and China green teas for export to Great Britain.

The inquiries which have been received for Indian and Ceylon teas have not, as far as we are aware, yet led to any business, but China green teas, which were held in first hands, have been gathered up and shipped to the British market.

According to mail advices to hand, Indian and Ceylon teas are ½ to ¾d. higher in London. The Produce Markets' Review, in its issue of July 20, referring to Ceylon teas, said: "The kinds most affected were whole leaf teas under 7d., and these show a rise of fully ½ to ¾d. per lb., the lowest market quotation being now 4¼d. A hardening in these sorts has been apparent for the last few weeks, and now the upward movement has become an accomplished fact, a still further advance may be expected. The medium and lower grades of broken Pekoe were also occasionally dearer, but these were not affected to the same extent."

SHORT CROPS OF PRUNES.

Prunes promise to occupy a much stronger position during the coming season than was experienced during that which has about passed.

In California the crop is estimated to be less than one-half that of 1900, while in France the crop is about 40,000,000 lb. short of last year.

Advices from Chicago say that the price of Californian prunes there is ¼c. per lb. higher, but so far local quotations are without change.

While prices are likely to rule high during the season, the large carry-over of prunes in California will prevent them from appreciating as much as they otherwise would.

THE INDIGNITY OF LABOR.

The dignity of labor is all right. What is all wrong is the indignity of laboring long hours in badly ventilated stores with the temperature around 90 degrees, and not enough business to stir the atmosphere.

ST. LAWRENCE ROUTE AND SIR LOUIS DAVIES' RESPONSIBILITY.

THESE no longer seems to be any doubt about the retirement of Sir Louis Davies from the portfolio of Marine and Fisheries. When he is gone the Government will be relieved of one of its weak members.

At the time he was taken into the Government it was generally thought that the Premier had made a wise choice. He had a good reputation, as far as any man in politics can have a good reputation. It is possible he might have been over-rated. There might have been portfolios for which he was better qualified. But as Minister of Marine and Fisheries he has certainly proved a lamentable failure.

Under his regime marine disasters on the St. Lawrence route have multiplied, with the result that the travelling public fear it and the discrimination of marine insurance companies against it is more decided. And what has been done in this way will, we fear, take a long time to undo. In the meantime the trade and commerce of the country has to suffer.

Sir Louis is not to be blamed for storms that arise, for currents that prevail, or for rocks that abound. His sins are the sins of omission. Not at any time since becoming a member of the Government has he shown by any act of his that he fully grasped the importance of the duties devolving upon him, in as far as the St. Lawrence route is concerned. Less than a week ago, in an interview with a newspaper reporter in regard to marine disasters on that route, he said: "I have been so far unable to discover that the routes are to blame or that the aids to navigation are seriously at fault." What nonsense! If we had never anything else to judge him by, he has by his latest statement out of his own mouth proved his unfitness for the Department upon whose proper administration largely depends the reputation of our waterways to and from the sea.

Something certainly has been done under his regime for the improvement of the St. Lawrence route; but a great deal more should have been done. There has been too much of "soul take thy ease" about

Sir Louis. What is wanted in the Department of Marine and Fisheries is an aggressive, not a passive, policy. Sir Louis Davies, like Sir Richard Cartwright, does not seem to know what this means. And when he does do anything he magnifies its importance beyond all sense of proportion. The stress which he lays on the \$40,000 spent on the new light at Belle Isle is an evidence of that.

If ever good judgment was demanded in the appointment of a Minister of Marine and Fisheries it is now. We fully realize the difficulties with which the Premier has to contend in making the appointment. Provincial jealousies crop up and sectarian influences arise. But, if the right kind of man is to be secured, none of these should be factors.

Sir Wilfrid Laurier was wise in his appointments to several of the portfolios, such for instance, as that of Public Works, Post Office, Customs, Justice, and Agriculture. These are all occupied by men of a practical turn of mind and men who when they realize what ought to be done have the perseverance and ability to do it.

There is no finer or more delightful route to the sea than the St. Lawrence. It is not devoid of dangers; but where is there a route that is? There are none in this world. And properly buoyed and lighted it will be as safe as any other, while at the same time possessing scenic attractions that are equal to any and unsurpassed by no other route on this side of the Atlantic. But we must have a Minister of Marine and Fisheries with an aggressive policy before we can hope to have the St. Lawrence route put in the condition it ought to be in.

Tombstone advertising is doubtless done with a view to enlivening business.

SULTANA RAISIN CROP.

Although recent hot winds have done some damage to the Sultana raisin crop, there is every prospect of a fair yield, this week's advices stating that the experts are still adhering to their estimate of from 25,000 to 30,000 tons. It is the opinion, however, that prices will not be very low.

THE SALMON PACK.

SO far there is not much likelihood of the salmon pack in British Columbia being as large as it was a short time ago anticipated it would be.

The pack on the northern rivers and at Rivers Inlet, from which parts of British Columbia eastern Canada gets most of its supply, is seriously short and it will be impossible to completely fill all the orders which have been booked.

A steamer which arrived in Vancouver the other day from northern British Columbia ports brought the intelligence that the northern salmon pack will not be more than one-half of what it would have been with a regular run. The Skeena River canneries have only about 2,500 cases put up, and some not more than 2,000. The Rivers Inlet canneries are also short, averaging from 1,500 to 2,200 cases. Drainie's Cannery at Hamu has about the largest pack of the season, but even there the result of work is rather short.

In regard to the pack on the Fraser River, The Province, Vancouver, of July 25, said: "Salmon are scattered, and so far the catch has been very small. The fishermen operating on the river last night met with indifferent success, the average being less than five to the boat. There was quite a little spurt on Monday night, however, and some boats brought in as many as 70 and 80 fish. Some of the old fishermen on the river are of the opinion that this was one of the preliminary spurts of the season and that the main run will commence in a few days now. The indications are good for a big run and they expect that the pack put up this year will be as large if not larger than any previous year."

According to a United States authority, it is estimated that the total pack of salmon on the Pacific Coast (United States and Canada) will be about 3,850,000 cases, divided as follows: Alaska Packers' Association 1,300,000; Pacific Packing and Navigation Co., 750,000; British Columbia 800,000; independent canneries in Oregon, Washington and Alaska 1,000,000.

If common interests will not hold business men together, rules and regulations or financial penalties never will.

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TRADE IN COUNTRIES OTHER THAN OUR OWN.

A PRIVATE letter from Messina reports a favorable outlook there for the new crop of filberts and almonds. The advices state that little business has been done for future shipment, buyers showing little desire to speculate.

FLURRY IN CANNED GOODS.

A despatch from Baltimore says: "Following an advance in the price of tinplates, caused by the big strike and an advance in the price of tin cans, there is considerable of a flurry in the canned goods market.

"T. J. Meehan, a leading broker, said on July 26: 'Within 10 days there has been an advance of 15c. per dozen on corn, 15c. per dozen on saurkraut, 20c. per dozen on tomatoes and 40c. per dozen on gallon apples. All staple canned goods have gone up 10 to 40c. per dozen. The advance in cans has put the price of 3-lb. sizes \$1 per 100 higher than they were in February. This means an increase of from 9 to 10c. per dozen in the cost of the packing. Besides the tinplate conditions, the market is affected by the drought in the West. Heavy orders are coming in by telegraph for supplies from that section, because the drought has reduced the quantity of foodstuffs. Only about 25 per cent. of the jobbers of the country have purchased their fall supplies of Baltimore canned goods, and among those yet to order are some of the biggest houses in New York, Philadelphia, Chicago and other large cities. Advancing prices have not checked the buying, and the demand seems to grow from day to day, although for three weeks it has kept us working day and night.'"

SHIPMENTS OF CHINA TEA.

Gow, Wilson & Staunton, in a recent report, say: "The use of China tea in this country is now so small that it is of little importance in dealing with figures relating to consumption and production of tea. However, now that the British-grown tea is finding a firm footing in markets in other parts of the world, there is some interest in watching the shipments of China tea to countries outside the United Kingdom. The latest advices point to a considerable falling off in the amount of China tea available for export, and, although it is as yet early to

hazard a figure, it may be safely said that the coming season's export of tea from China will be 10,000,000 to 15,000,000 lb. short of last year. This shortage, we understand, is brought about by the unremunerative prices which have been offered to the Chinese merchants. The season's crop is also reported to show exceptionally poor quality. It is, therefore, probable that the foreign markets will require larger supplies of teas from India and Ceylon, and, if such should prove to be the case, the home market may feel relief sooner than had been anticipated."

ADVANCE IN POTATOES.

A despatch from Chicago says: "In less than a week the wholesale price of potatoes in the local market has advanced as a result

secure them that may occur, because they are not only going to be of steadily increasing value, but that the crop may be entirely cut off before the middle of August. It will be seen from our market reports that tomatoes have already advanced about 10c. per doz. for No. 3 standards, during the past week in this city, and canned tomatoes may become a luxury before Thanksgiving Day.—The Trade, Baltimore, Md., July 25.

THE SITUATION IN CURRANTS.

The lower prices lately established for the better qualities of currants have caused an improvement in the demand from nearly all quarters. The total decline in values the beginning of June amounts to about 10s. per cwt. for Gulph and Vostizza, and about 7s. for Provincial. The price of the latter is now within 1s. per cwt. of that of the former, with the natural result that the commoner quality is neglected in favor of the better. The decline has been brought about in the first place by the anxiety of first-hand holders to clear their stocks to make room for new fruit, and has been accentuated by the fact that speculators have followed the tendency of the market, recognizing the hopelessness of any important improvement under all the existing circumstances. All things considered it is a matter for satisfaction that the great difference between the market of two months ago and the probable

prices of new fruit has been to a great extent bridged over during the existence of a very small stock, and that the consequent loss to all parties has been considerably subdivided. With the present new crop prospects and the small existing stocks it will be seen that the probable available supply for 1901-2, amounting to about 150,000 tons in all (from which the quantity of 10 per cent. to 20 per cent. to be retained by the Greek Government must be deducted), is by no means excessive to meet the universal demand. The actual exports from Greece in the last two years of normal production were as follows:

| | |
|----------------|--------------|
| Crop 1899..... | 122,500 tons |
| " 1898..... | 136,000 " |

So that in the event of a recurrence to normal consumption in the coming season, that of 1902 will again commence with bare markets. — Produce Markets' Review, July 20.

Encourage the Vacation Idea.



FROM August 5 to August 17 a number of wholesale houses and manufacturers give their travelling staff a vacation. THE CANADIAN GROCER hopes that merchants everywhere will do all they can to make this plan a success. It has been a hot summer, and the work of travellers has been unusually hard. If you agree with us that these men deserve every consideration, then be sure to send your orders that you would have given to them to their houses by mail. It will be appreciated very much. Latest special announcements of nearly all of the houses will be found in this and next week's issue.

of the drouth from 70c. per bushel to \$1.10, the closing figure to-day. This increase of 40c. per bushel in so short a time is said to be unprecedented. It brings the retail price to 35 and 40c. per peck at a season when potatoes are usually to be had here in abundance at 15c. per peck.

"Reports from Southern Illinois, Missouri, Kansas, and other districts indicate that the recent rains came too late to save much of the potato crop in those sections."—July 26.

CANNED GOODS CONTROLLED BY SELLERS.

In all articles pertaining to canned goods, the market for the next 12 months will be entirely in the control of the seller; and packers, at present, should benefit by it, unless Dame Nature overdoes her partiality and burns the eastern crop up as she has done the western. Our advice at present to all packers of tomatoes, corn and fruits is to get as much as possible of them into cans, and to take advantage of any opportunity to

CANADA AND THE WEST-INDIAN TRADE.

THE CANADIAN GROCER had an interesting chat a few days ago with Mr. Charles Pickford, who has just returned from a six months' sojourn in the British West Indies in the interest of Pickford & Black, owners of the well-known steamship line that bears their name.

"Are the people in the British West Indies taking an increasing interest in the question of trade with Canada?" he was asked.

"Yes, they are. They want to do business with us. Our people here should take more interest in the West-Indian trade. They should, for instance, keep hammering away at the trade all the time, and not merely try to sell their products there when business is dull at home. Exporters in the United States keep steadily after the trade."

"What about the flour trade?"

"The Canadian flour trade with the West Indies is growing. During the first six months of 1899 our steamers carried 2,737 bbls. of Canadian flour to the British West Indies. During the corresponding period in 1900 we took 5,591 bbls., and this year 16,500 bbls."

"To what do you ascribe the fact?"

"I ascribe it to the fact that the people here are taking more interest in the trade, and also to the fact that the prejudices against Canadian flour are disappearing. The idea that Canadian flour will not keep in the West Indies is exploded. It will keep as good as any flour," declared Mr. Pickford, with some vigor.

Mr. Pickford deprecated the fact that a great many buyers in Canada of West-Indian products placed their orders through New York houses. Another thing that he spoke disapprovingly of was the methods by which some Canadian firms were represented in the West Indies. Some of the so-called representatives of Canadian houses actually did their business through New York commission houses. "What Canadian houses should do who want to do business with the West Indies," said Mr. Pickford, "is to send a special traveller and do business direct."

A number of Canadians had visited the West Indies during the past summer, but he regretted to say that the most of them went by way of New York, when they could have obtained equally as good service on the boats running out of Halifax.

In July, 1900, Messrs. Pickford & Black doubled the number of their steamers running to the West Indies, but notwithstanding this increase their boats have had full cargoes both ways. The service is a fort-

nightly one to the Winward Islands and Demerara, and a monthly one to Bermuda, Turk's Island and Jamaica.

Mr. Pickford, who will make Toronto his headquarters till September, when he again leaves for the West Indies, will have on exhibition at the rooms of the Canadian Manufacturers' Association samples of agricultural implements, nails, spikes and various kinds of tools such as are used in Demerara and other parts of the West Indies. The object is to allow manufacturers of these lines in Canada to inspect them and excite their interest in the West-Indian market.

TOOK THE PRIZE FOR PICKLES.

Gillard & Co., Limited, the Vintry Works, Walthamstow, N.E., received the highest award at the recent Universal Cookery and Food Exhibition, London, for their sauces, pickles, and other high-class household specialties. This firm, established in 1867, has been awarded no fewer than 12 gold medals at various exhibitions. They protect the retailer by having fixed selling prices for their goods, which are stated on the labels, and which are stated to produce to the retailer a clear profit of at least 25 per cent. — The Grocer, London, Eng., July 6.

GROCERY CLERK'S NEW PRESIDENT.

The grocery clerks at their July meeting elected Jas. McGrath president, as successor to A. V. Bradley who has gone into business for himself. Jimmy is a very popular clerk and has always taken a great interest in the Association. The clerks are planning a good programme for their fall and winter meetings and will welcome all the grocery clerks at their meetings. Constitutions can be had free from R. H. Hudson, 8 Denison Square, Toronto.

PERSONAL MENTION.

Mr. W. L. Hunter, who travels for The Eby, Blain Co., Limited, in Northern Ontario, is spending a week in the sample-room of the firm.

Mr. William Moir, who is leaving T. A. Lytle & Co., Toronto, to take a position in Cleveland, was presented on Saturday by the employes with a handsome gold watch and chain, suitably engraved, as a slight token of their esteem.

Mr. D. S. Allison, representing The Allison Coupon Co., of Indianapolis, was in Toronto last week. He placed his firm's agency in the hands of The Eby, Blain Co.,

Limited, Toronto, and Beauchemin Fils, Montreal, who will now carry stocks of cash coupon books of all values.

TRADE CHAT.

THE GROCERS' WHOLESALE CO., Limited, with a capital of \$100,000, has been incorporated, with head offices at Hamilton. The members are: William Bremner, president; Henry Williams Zealand, managing-director; Charles Bremner, Joseph Hanning Horning and Thomas Simon Ford, of Mitchell; Albert Scarsbrook, of Petrolea, and David Little, of Guelph, merchants.

The raspberry crop around Orillia will be short.

Rye harvesting has commenced near Dominion City, Man.

Johnson Bros., bakers, St. Thomas, Ont., are building two new ovens.

J. R. Baxter, grocer, Hintonburg, Ont., is building a vegetable cellar.

Charles Milne, grocer, Dawson, Yukon, is building a large storage warehouse.

W. D. McKenzie has opened out a fresh stock of groceries in his new store in Galt, Ont.

C. Aggett's cheese factory at Campbellford, Ont., has been destroyed by fire; loss \$1,000.

About 70 of the leading grocers of St. John, N.B., began on July 22 to close their places at seven o'clock in the evening.

Advices from the Indian reserves of Manitoba and the Northwest show that the corn crop of the Indians is in the best of condition.

The grain crops in the vicinity of Horse Hills, N.W.T., are ahead of any previous year, and the yield, it is said, will be phenomenal.

The Ottawa Retail Grocers' Association have completed arrangements for their excursion and picnic to Cornwall and Stanley Island on August 14. Every effort is being made to make the occasion a success, as this is the first attempt of the Ottawa grocers to run an excursion.

The Guelph Salesmen and Clerks' Association held their annual picnic on July 25 at Berlin, Ont. They were met at Berlin by the acting mayor and a committee of the Berlin Clerks' Union, and given a hearty reception. A programme of sports and a ball game proved to be interesting.

The annual picnic of the Master Bakers and Bread Drivers' Association, of Montreal, held on July 23, at Gardner's Grove, Huntingdon, was a success in every way. A programme of games and sports was successfully carried out, and the strains of the Royal Scots' pipe band were thoroughly enjoyed.



Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business---who have the greatest trade, highest reputation, the largest bank accounts---are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

ROYAL BAKING POWDER CO., 100 WILLIAM ST., NEW YORK.

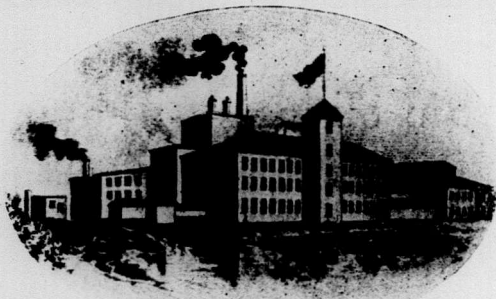
If a reader of THE GROCER would think the matter out, he would give

"SALADA"

Ceylon
Green Tea

a prominent place in his business and cease handling Japans altogether. Why? Because it would give very much better satisfaction to his customers, he would be "up to the times" instead of "behind the times," and he would be striking a deadly blow at the tea peddler, whose backbone is Japan tea. Samples of Green, Black or Mixed sent on application.

"Salada"--Toronto and Montreal.



YOU CAN BUY

Lily White Gloss Starch

IN
1-lb. Fancy Packages
6-lb. Trunks, with Lock and Key
100-lb. Kegs (very large crystals)

The best starch in the handsomest packages.

The Brantford Starch Works, Limited, BRANTFORD, ONT.

MAY SEEM EARLY

(but the early bird gets there every time) to place your orders for goods for CIVIC HOLIDAY and FAIR trade. Don't leave off and have goods on in a rush. Make up your mind what you want and let us hear from you. No better Biscuit or Candy on earth than ours.

~~~~~  
**THE CANADA BISCUIT COMPANY, Limited**  
King and Bathurst Streets, Toronto.

**AGENCY WANTED.****A Reliable Manufacturers' Agent**

travelling in the Maritime Provinces and Newfoundland, wants to represent on commission, a reliable provision house or wholesale grocer, in addition to his present business. Apply to JOHN B. HARTY, box 163, North Sydney, N.S. (35)

Toronto Commission Houses.

**New Messina Lemons**

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

**Pineapples**

We are now in a position to fill your orders for all grades of this popular fruit.

**McWilliam & Everist,**

Wholesale Fruit, Produce and Commission Merchants  
25 and 27 Church St., TORONTO, Can.  
Long Distance Phone Main 645.  
Warehouse Phone Main 3394.

Butter Cheese  
Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,**  
... Limited.  
70 and 72 Front St. E., Toronto.

**Butter Wanted**

In Tubs and Pails. Ship to us.

**Rutherford, Marshall & Co.**  
Commission Merchants,  
68 Front Street East, Toronto.  
Telephones Main 4226 and 4227.

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

Cor. Market and  
Colborne Streets. TORONTO

**Canadian Produce  
Company,** of TORONTO.

**WANT** Every  
Chicken  
in Ontario.

GENERAL STOREKEEPERS AS  
AGENTS TO BUY THEM.

**QUEBEC MARKETS.**

MONTREAL, August 1, 1901.  
GROCERIES.

**T**HE midsummer trade is eminently satisfactory. There is no rush on any particular line, but the general demand is strong and the staffs of the wholesale houses are kept quite busy filling orders. Sugar is somewhat stronger, scoring a rise of 1 1/2 d. in Europe on Monday. The New York market as well as the Canadian is steady. Canned goods are not selling freely for immediate delivery, but few orders are being booked for vegetables for fall shipment. Salmon remains firm in a healthy market. Teas are quiet, and dried fruits remain in about the same position as last week. A strong market has developed in rolled oats, and wholesalers are selling at \$4.30 to \$4.40 a barrel, and \$2.15 to \$2.25 per bag.

**SUGARS.**

The sugar market does not show any great change. The European market is much firmer, scoring a 1 1/2 d. rise on Monday, and this naturally improves the feeling here. The New York market is steady, and local values are unchanged at \$4.50 per 100 lb. for granulated and \$3.85 to \$4.45 per 100 lb. for yellows, according to quality. The demand is quite brisk, and seems to warrant a stronger market than we have.

**SYRUPS.**

The demand is seasonably slow, but few shipments having been made this week. Cane syrup is worth 1 1/2 to 2c. and corn syrup 3 to 3 1/4 c. per lb.

**MOLASSES.**

The molasses market is quite firm, and jobbers are not eager to dispose of large lots, being firm believers in the stability of present prices. There are few transactions occurring.

**CANNED GOODS.**

There is no change to report in canned goods. A regular distributing trade of an assorting order is being done by the wholesale houses, but few heavy contracts have been placed. It would appear that canned goods at the present prices quoted by wholesalers ought to be good property. Tomatoes are worth 80c. on spot and 85c. to arrive. Corn is selling at 75c. on spot and 80c. to arrive and peas the same. Fruits are rather slow. Strawberries are worth \$1.50 to arrive; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.70 for 2's and \$2.50 for 3's; sliced pineapple, \$2.30 and \$2.45 for grated; 3-lb. apples, 85c., and gallon apples, \$1.90, red pitted cherries, \$1.80 and whites, \$2. Salmon is firm, sockeye being unobtainable under \$6

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO . . .**  
**OLD OHUM.**  
**SEAL OF NORTH CAROLINA**  
**OLD GOLD**  
**CIGARETTES**  
**RICHMOND STRAIGHT OUT.**  
**SWEET CAPORAL.**  
**ATHLETE. DERBY**

...EVERY...

**COMMISSION MERCHANT**

in Canada should have a card in these columns. We will be pleased to talk to you about it and quote rates.

Winnipeg Brokers.

**M. B. STEELE**

Wholesale Commission Merchant  
and Broker.

Correspondence and Agencies Solicited.

Stovel Building, WINNIPEG, CANADA.  
P.O. Box 731.

**JOSEPH CARMAN . . .**

WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.

Storage, Track Facilities.

**Foreign Shippers**

If you want to offer your goods in  
WINNIPEG, CANADA, we will be  
pleased to answer your inquiries.

**E. NICHOLSON**

Wholesale Commission Merchant and  
Broker.

115 Bannatyne St. East, Winnipeg, Canada.

Winnipeg Fruit Merchants.

**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.

Winnipeg Advertising Agents.

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General Commission MerchantsTeas, Sugars, Molasses, | 46 Front St. East,  
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Correspondence Solicited.

**For Catchy Money-Making Lines in  
BISCUITS**

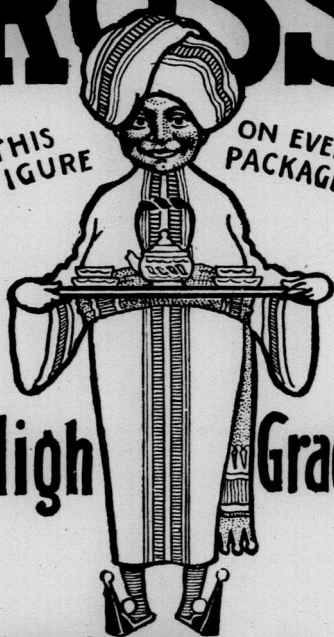
WRITE

**THE HOME CAKE CO.**  
QUELPH, ONT.

Samples and prices on receipt of Post Card.

**TO THE TRADE.**

From Aug. 5th to Aug. 15th inclusive our travellers will be withdrawn from their regular trips to enjoy a well-earned holiday. We solicit the co-operation of our customers and the trade generally in this movement by sending us their orders by mail, telephone or telegraph. Such orders will receive our prompt and careful attention, being shipped the same day as received at lowest market prices.

**WARREN BROS. & CO.**  
TORONTO.**ROSS'**THIS  
FIGUREON EVERY  
PACKAGE

High Grade

**TEA**

A buyer thinks of the price, when he's buying his bread, but of the quality, when he's biting it.  
It is when he is biting it, that he forms a good or bad opinion of his supplier.

Bear these facts in mind when selling tea.  
Ross's High-Grade Tea is all pure Ceylon Tea, the finest on the market.

THE ROSS TEA CO., - - TORONTO.

for spot goods and \$5 for futures. The run of Rivers Inlet and sockeye is now expected to be only fair. Quite a quantity of spring fish has already been packed.

## SPICES.

The spice market is rather quiet just now although sorting orders are arriving in fair quantities. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

## RICE.

A fair inquiry is reported. Prices are unchanged. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10 bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¼c. per lb.

## TEAS.

Japan teas have experienced a revival this week, and quite a few sales are reported. This is due to a desire on the part of Japan houses to operate, firm offers now being made. Heretofore this season, Japan teas have always been offered subject to confirmation, and in most cases where attempts have been made to purchase the confirmation did not come. While Japan houses are now more willing sellers, prices are held up firmly. The Indian and Ceylon market remains as low as ever, with little life shown.

## FOREIGN DRIED FRUITS.

CURRENTS—Prices are well maintained in spite of the prospects for a good crop. Arrivals are very light. Dealers are buying sparingly. Goods out of stock are worth 9½ to 10c.

RAISINS—At the low prices that fruit is now offering a good deal of business is being done. Quotations are decidedly irregular, varying from 3½ to 5c. per lb. for fine off-stalk.

PRUNES — The French crop has been seriously affected by the drouth, and it is likely that Californian prunes will be wanted for export. Californian prunes are worth 5 to 5½c. for 90's to 100's; 6½ to 7½c. for 60's to 70's and 7½ to 8c. for 40's to 50's. French prunes are selling at 3 to 5c.

## GREEN FRUITS.

The most important change to notice this week is the continued advance in the price of lemons in sympathy with the New York market. Californian fruit has been arriving more freely, and is in good demand.

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MONTREAL

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From the Atlantic to the Pacific,

**OKELL & MORRIS'**(Gold Medal Brands) of **Whole Fruit Preserves**Messina Orange Marmalade, Tomato Ketchup,  
Sauces, Pickles and Vinegars

are acknowledged the purest and best. Trade-Builders,  
Trade-Winners 15 Gold and Silver Medals, and 30  
Diplomas for purity and excellence. Write for prices to  
Factory, Victoria, B.C.

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Advances Made on Warehouse  
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**.. CALIFORNIA ORANGES..**CANADIAN BERRIES,  
" CHERRIES.California Peaches, Apricots, Plums. Foreign  
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**CLEMES  
BROS.**Just Address **TORONTO** Everybody  
Knows UsAre you going to speculate in 10 or 25 boxes  
Summer-Keeping**LEMONS ?**

Write us about them.

FREE SAMPLE TO REMOVE STAINS FROM CLOTHING.

**H AND H**  
TRADE MARK**THE NOW "FAMOUS" CLEANER**

as used by C.P.R.

JAMES McINTOSH, 34 Yonge St., TORONTO

Watermelons are coming forward in large quantities. We quote: Messina oranges, 200's, \$3 75 to \$4 25 per box and \$2 to \$2.25 per half box; Messina lemons, 300's, \$4.25 to \$4.50; 360's, \$3 75 to \$4.25 per box; Californian apples, \$3.25 per box; pineapples, 20 to 25c.; Tennessee tomatoes, \$1.25 to \$1.50; new Bermuda onions, \$3 per crate; Californian plums, \$1.75 to \$2.50 per box; peaches, \$1.25 to \$1.50; limes, \$1.50 per box; gooseberries, 20c. per basket; raspberries, 10 to 11c.; cocoanuts, \$3.25 per bag of 100; Bartlett pears, \$2.50 to \$2.75 per box; blackberries, 8 to 9c.; huckleberries, 7 to 8c. per box; watermelons, 25 to 30c. each.

**LIQUORS.**

**SCOTCH WHISKIES.**

| Per case of quarts.                               |                            |
|---------------------------------------------------|----------------------------|
| Roderick Dhu                                      | \$9 50 less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve                    | 9 75 " " "                 |
| Usher's G.O.H.                                    | 12 25 " " "                |
| Gaelic, Old Smuggler                              | 9 75 " " "                 |
| Greer's O.V.H.                                    | 9 50 " " "                 |
| Old Mull                                          | 9 75 " " "                 |
| Sheriff's One Star                                | 10 25 " " "                |
| " V.O.                                            | 10 50 " " "                |
| Kilmarnoch                                        | 9 75 " " "                 |
| Doctor's Special                                  | 10 00 " " "                |
| House of Lords                                    | 10 75 " " "                |
| Bulloch, Lade & Co.—                              |                            |
| Special blend                                     | 9 25                       |
| Extra special                                     | 11 00                      |
| John Dewar & Sons—                                |                            |
| Extra special                                     | 9 50                       |
| Special liqueur                                   | 12 25                      |
| Extra                                             | 16 50                      |
| James Ainslie & Co.—                              |                            |
| Highland Dew                                      | 6 75                       |
| Glen Lion, extra special                          | 12 50                      |
| J. Brown & Co.—                                   |                            |
| Duke of Cambridge                                 | 12 00                      |
| Mitchell's—                                       |                            |
| Heather Dew                                       | 7 00                       |
| Special Reserve                                   | 9 00                       |
| Mullmore                                          | 6 50                       |
| W. Teaches & Sons—                                |                            |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |

**CANADIAN WHISKIES.**

|                                | In barrels per gal. |
|--------------------------------|---------------------|
| Gooderham & Worts, 65 O. P.    | \$4 50              |
| Hiram Walker & Sons            | 4 50                |
| J. P. Wiser & Son              | 4 49                |
| J. E. Seagram                  | 4 49                |
| H. Corby                       | 4 49                |
| Gooderham & Worts, 50 O. P.    | 4 10                |
| Hiram Walker & Sons            | 4 10                |
| J. P. Wiser & Son              | 4 09                |
| J. E. Seagram                  | 4 09                |
| H. Corby                       | 4 09                |
| Rye, Gooderham & Worts         | 2 20                |
| " Hiram Walker & Sons          | 2 20                |
| " J. P. Wiser & Son            | 2 19                |
| " J. E. Seagram                | 2 19                |
| " H. Corby                     | 2 19                |
| Imperial, Walker & Sons        | 2 90                |
| Canadian Club, Walker & Sons   | 3 60                |
| Less than one bbl. per gallon. |                     |
| 65 O. P.                       | \$4 55              |
| 50 O. P.                       | 4 15                |
| Rye                            | 2 25                |

**CHAMPAGNE.**

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

|                          | Quarts. | Pints.  | Per Case. |
|--------------------------|---------|---------|-----------|
| Comte de Castellane—     |         |         |           |
| Cuvee Reservee           | 12 50   | 13 50   | 15 00     |
| Carte d'Or               |         |         | 15 00     |
| Champagne Ve Amiot—      |         |         |           |
| Carte d'Or               | 16 00   | 13 00   | 10 50     |
| " Blanche                |         |         | 10 50     |
| " d'Argent               |         |         | 10 50     |
| Pommery—                 | Quarts. | Pints.  |           |
| Sec and Extra Sec.       | \$28 00 | \$30 00 |           |
| Mumm's—                  |         |         |           |
| Extra Sec.               | 28 00   | 30 00   |           |
| Moet & Chandon—          |         |         |           |
| White Seal               | 28 00   | 30 00   |           |
| Brut Imperial            | 31 00   | 33 00   |           |
| Perrier-Jouet—           |         |         |           |
| Fruit                    | 28 00   | 30 00   |           |
| Reserve Dry              | 28 00   | 30 00   |           |
| GIN.                     |         |         |           |
| Pollen Zoon—             |         |         | Per Case. |
| Red, cases of 15 bottles |         |         | \$9 75    |
| Green, " 12 "            |         |         | 4 75      |
| Violette, " 12 "         |         |         | 2 45      |

**P. Hoppe "Night Cap" Brand—**

|                                              |        |
|----------------------------------------------|--------|
| Red, cases of 15 bottles                     | 10 50  |
| Green, " 12 "                                | 5 25   |
| Yellow, " 15 "                               | 10 75  |
| Blue, " 12 "                                 | 5 40   |
| Poney, " 12 "                                | 2 50   |
| Draught—                                     |        |
| Hogsheads                                    | \$2 95 |
| Quarter casks                                | 3 00   |
| Octaves                                      | 3 05   |
| De Kuyper—                                   |        |
| Violet, 2 doz. cases                         | 5 30   |
| Green, " "                                   | 6 00   |
| Red, " "                                     | 11 50  |
| White, " "                                   | 4 00   |
| Terms, net 30 days, 1 per cent. off 10 days. |        |
| In five-case lots, freight may be prepaid.   |        |
| Key Brand—                                   |        |
| Red cases                                    | 10 25  |
| Green " "                                    | 4 85   |
| Poney " "                                    | 2 60   |
| Melcher's—                                   |        |
| Infantes (4 doz)                             | 4 75   |
| Picnic                                       | 7 75   |
| Poney                                        | 2 60   |
| Blue cases                                   | 4 75   |
| Green " "                                    | 5 50   |
| Red " "                                      | 10 25  |
| Honeysuckle, small                           | 7 90   |
| " large                                      | 15 25  |

**COUNTRY PRODUCE.**

**EGGS**—The warm weather has checked the demand somewhat and the local trading is in small lots. Canded fresh eggs are selling at 11½ to 12c. while fresh eggs to arrive are quoted at 10½c. The English market is improving, 6s. 10d. being about the selling quotation to day.

**HONEY** — There is now believed to be a good crop of honey of high quality. Sales of new clover honey have been made this week at 12 to 13c., while 11c. is the rule in lots of 500 sections. White honey extracted is worth 9 to 10c.

**POTATOES**—The size of new potatoes is improving but they have been very small. Sales of 15 to 25 bbl. lots are reported at \$2.75 to \$2.80.

**EPPS'S** GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS. **COCOA**

Quality is one of the strongest arguments you have in selling

**BOECKH'S BRUSHES.**



They contain only first-class materials and are made by experienced workmen, making them superior in every way to other makes.

**Boeckh Bros. & Company,**

80 York St., TORONTO.

# CORKS. CORKS. CORKS.

DO YOU REQUIRE ANY?

If so, we shall be pleased to send you quotations.

How about your stock of Coffees, Spices, Dried and Evaporated Fruits,  
Baking Powders?

We offer you the very best values obtainable.

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

ASHES—The market keeps quiet, first pots having sold at \$4.25 to \$4.35 per 180 lb.

### FLOUR AND GRAIN.

FLOUR—The flour market is decidedly firm yet sales have made at very low figures. We quote: Manitoba spring wheat patents, \$3.95 to \$4.20; winter wheat patents, \$3.45 to \$3.70; straight roller, \$3.15 to \$3.40; in bags, \$1.55 to \$1.65 and Manitoba strong bakers', \$3.50 to \$3.90.

GRAIN—We quote: No. 1 spring wheat, 76 to 77c. afloat July; peas, 80c.; rye, 56½ to 57½c.; No. 2 barley, 50 to 51c.; oats, 38c.; buckwheat, 56½ to 57c.; corn, 59½ to 60c.

OATMEAL—The market is much firmer, an advance of 15c. being recorded. The mills are asking \$3.90 to \$3.95 for oatmeal in wood, and the wholesale houses quote \$4.30 to \$4.40. In sacks, \$1.90 to \$1.95 is the mill quotation and \$2.15 to \$2.25 the jobber's.

FEED—Last week's rise has been followed by another still steeper. Sales of Ontario bran have been made this week at \$15 to \$15.50, and \$16 is even asked. Shorts are worth \$16.50 to \$17, and mouillie, \$20 to \$25.

BALED HAY—A fairly good volume of business is reported, sales being recorded at \$10 for No. 2. We quote: No. 2, \$9.50 to

\$10.50, as to quality, and \$11 for No. 1; clover, \$9.

### BUTTER AND CHEESE.

BUTTER—The market has ruled from steady to firm, sales of finest creamery having been made in this market by factorymen to dealers at 19¼c., and resales to exporters at 19¾ to 20c. There has been a little more doing in seconds at 18½ to 19¼c.

CHEESE—Is very firm, but the export market does not warrant the high prices being paid at country points. Finest Western is being bought at 9¾c. on spot.

### PROVISIONS.

Lard and pork are both firm and unchanged. Lard compound has been advanced ½c. per lb. and Cottolene ½c. per lb. on account of the strong cotton seed market. We quote: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.92 for 1 to 24 pails; \$1.90 for 25 to 49 pails; \$1.88 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 26 lb. pails, and 10¼c. in 50-lb. boxes, for Quebec.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., July 31, 1901.

BUSINESS continues good. There is no very marked changes in prices, though cornmeal is very firm at the advanced figures. Lard is also firm, and compound has been advanced during the week. There has been quite a quantity of rice bought, owing to a special steamer being at Liverpool for St. John. The freight is much lower by these special boats. The visit of the Vice Regal party somewhat interrupted the week. St. John is full of visitors and the weather has been delightful, so pleasantly cool. More effort is being made each season to make it pleasant for the visitors. This year there is a permanent secretary to the Tourist Association, whose only business is to collect and supply information. An office has been provided in the Board of Trade Building.

OIL—In burning oil there is but little doing in the way of spot business, but orders for future shipment are freely taken. Prices are low. In paint oil the demand is dull, but prices are held quite firm. Though not as high as if sales were more active, lubricating oils are low, but the market seems more firm. Much of the new oil discovered in the United States is being used for fuel. In cod oil receipts are light.

*There is no better trade-winner than  
a good article - Sell your customers  
Blue Ribbon Ceylon Tea  
address orders to 12 Front St. East - Toronto  
and they will receive prompt attention*

Supplies are much later than usual coming to hand. Prices keep high. The market is likely to rule quite high. Wax is rather lower.

**SALT**—There have been no arrivals during the week of Liverpool coarse salt. There is a fair stock here. The market is firm at even figures. There is quite a little to arrive shortly. The demand is good. Large quantities are going into consumption at this season. In Canadian salt there is a steady sale at unchanged figures. We quote: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10 lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS**—There is an improved local demand. There is quite a stock of last season's goods held here, some having

been bought low, so that for full orders prices are shaded. Peas are rather scarce and more firm than the other lines. New canned strawberries are freely offered. New goods are not being freely bought. Profits have been cut to such a figure there is a general feeling against stocking up at all largely. In gallon apples local packed goods are being bought. Blueberries are quoted and prices are rather higher than last season. Meats are sold close to present canners' quotations. There is a fair sale. Salmon are firm, though lower than at one time during the season. Present stocks are light. Spring fish are shortly expected. They are quite well liked. They will be sold below present figures. Local packed fish, such as haddies and sardines, are freely offered. Kipperred herring will be scarce.

**GREEN FRUITS**—As usual at this season, this is a very active line. Californian fruit is of particular interest. Prices are rather easier. For some days stocks here were very light. Pears are the large sellers.

Barrelled pears are being received. The season is rather early. Apples have been very late this year. They are now quite freely received and prices tending lower. Oranges are in light demand. Lemons are as usual at this season, quite high. There is a steady sale. In pines there is a fair sale only. Watermelons have but a light sale. Nova Scotian cherries are about done. Prices were well maintained. Quality of stock is better than usual. In berries, strawberries are done. Raspberries are scarce and quite high.

**DRIED FRUITS**—Little interest is taken. Spot stocks move off slowly. Seeded raisins are rather lower. In currants, new goods for September shipment from Greece are offered. Prices are much lower than last year. The demand from the retail dealer is for cleaned stock. There is some interest in evaporated apples. Spot stock is not large, and prices tend much firmer. It is said new stock will open quite high. Dried are held rather higher. In onions there is a fair sale at slightly higher figures;

**A LITTLE ADVERTISEMENT ....**

Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto

**KEEP COOL!** Georgia Watermelons  
First car of the season just arrived.

*Extra Fancy Bananas, Pineapples, Oranges, Lemons.*

**CANADIAN** Tomatoes, Raspberries, Cherries, Currants, etc.,

arriving 3 to 5 times daily per express.

Telephone or Mail your orders. Will make prices right. Quality Right.

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

**WESTERN** Incorporated 1851.  
**ASSURANCE COMPANY**

**Fire and Marine.**

|                     |   |   |   |                |
|---------------------|---|---|---|----------------|
| Capital, subscribed | - | - | - | \$2,000,000.00 |
| Capital             | - | - | - | 1,000,000.00   |
| Assets, over        | - | - | - | 2,340,000.00   |
| Annual Income       | - | - | - | 2,290,000.00   |

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Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President. C. C. Foster, Secretary.

**"The Grocer**



OUT-DOOR GASOLINE CABINET.

**BOWSER**  
NEW CENTURY  
**GASOLINE TANKS**

ARE A POSITIVE ECONOMY.

They save gasoline, money, time and labor. They pump gallons, half-gallons and quarts at a stroke.

They are neat, clean, handy, and will enforce economy whether you will or no.

Let us tell you more, it will cost you but a cent. Send your address.

**S. F. BOWSER & CO., Inc.**  
65 Front St. East, TORONTO.  
Factory: Fort Wayne, Ind.

is a man I have a great regard for, and wish his profit ten times greater than it is."

Poor Richard, 1739.

We agree with Poor Richard, and believe were he alive to-day he would advise the grocer to increase his profit by using the Bowser Self Measuring Oil and Gasoline Tanks, for there is no surer method of stopping loss and a consequent increasing of profits than by the use of these superb, up-to-the-minute, waste preventing, money saving, time saving and labor saving apparatus. Thousands of appreciative users among the representative merchants of the land willingly testify to the truth of this statement.

Egyptian are about out of the market. Peanuts are rather easier and prices have kept low during the season.

**DAIRY PRODUCE**—Cheese are rather firm. Local business is small. Factories are selling quite well up to output for export. Butter is rather higher. Good butter is hard to get and is in demand. There is not a large stock of any grade. Creamery is not generally handled by the wholesale trade. Eggs hold quite firm.

**SUGAR**—Prices are unchanged and low. There is considerable foreign granulated here and to arrive. This prevents much upward change. English yellows are offered.

**MOLASSES**—Market here continues quite well supplied. Chiefly Porto Rico is being received. While some has been stored, the bulk of the goods arriving have been shipped out. While market is generally firm, there is likely to be little change here. There is some Barbadoes and Antigua here. It sells slowly, though some of the Barbadoes is very good.

**FISH**—There continues but a fair business. The supply of fresh fish is light. A few salmon are still received, but catch is about over. In shad, few fish are being caught, but, those that are, are very large, nice fish. Supply will soon be more general. Some few mackerel were offered this week, but these fish are not caught here. In dry cod the price is still high. There are fair arrivals of new fish. In smoked herring, sales are light. Old goods are about off the market, and new are not yet to hand. Price is too high for general business. Pickled herrings are not in demand at this season, but a fair supply of new fish is to hand. We quote; Large and medium dry cod, \$3.95 to \$4.05; small, \$2.45 to \$2.50; haddies, 5 to 6c.; smoked herring, 11 to 12c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$1.75 to \$1.85 per half bbl.; Canso herring, \$5 per bbl.; \$2.75 per half bbl.; Shelburne, \$4.50 per bbl.; \$2.25 per half bbl.; salmon, 15 to 16c.; shad, 15 to 20c.; mackerel 10 to 12.

**FLOUR, FEED AND MEAL**—In flour, while wheat is quite firm, prices show no change, but are quite low. There is some range in oatmeal, but prices are generally higher. Oats are rather higher. Beans are quite firm; yellow-eyes are scarce and high. Cornmeal is firm at the higher figures. Feed is higher and not so freely offered. The weather is good for haying, and a splendid crop is being gathered. We quote as follows: Manitoba flour, \$4.60 to \$4.75; best Ontario, \$3.80 to \$3.90; medium, \$3.65 to \$3.80; oatmeal, \$3.95 to \$4; cornmeal, \$2.55 to \$2.60; middlings, \$22 to \$23; oats, 40 to 42c.; hand-picked beans, \$1.70 to \$1.75; prime, \$1.55 to \$1.60; yellow-eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; blue peas, \$1.25 to \$1.40; pot barley, \$3.85 to \$4; hay, \$12 to \$13.

#### ST. JOHN NOTES.

John Sealy is offering new canned haddies.

C. & E. Macmichael are landing a shipment of Maconochie's pickles.

Northrup & Co. have received a large consignment of particularly fine dulse.

Geo. E. Barbour is offering "Boar's Head" compound lard bought before the advance.

The Maritime Spice and Coffee Co. have a shipment of Wheaton's pickles just arrived.

"Vim" is the name selected by Baird & Peters for their standard blend tea. They are putting a number of travellers on the road to push it along. They have taken the store in which they began business, and are using it exclusively as a tea warehouse.

#### MANITOBA MARKETS.

WINNIPEG, July 29, 1901.

**T**HE city is already filling with visitors for the Industrial Exhibition and the grounds are like a beehive. The formal opening will take place to-day. There is some fear that the present demoralization of the train service will effect the attendance, but otherwise all signs point to the "largest on record." Business is good among the wholesale houses and there is much activity in produce lines, although in the latter prices are far from satisfactory.

**FLOUR**—The demand is good and the market steady. No change in price is reported for the week. Hungarian and Five Roses, \$2; Glenora Patent and Red Patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.50; Medora, \$1.45; Imperial XXXX, \$1.20; XXXX, \$1.15.

**CEREALS**—There has been a sharp advance in cornmeal, owing to the reported shrinkage in the crop in the United States. The jump is from \$1.50 to \$1.75 per sack. There has also been a material advance in rolled oats, and the supply from the United States has ceased. What amount has come in during the week has been from Ontario. Fresh stocks could not be laid down here for less than \$2.35 per sack. At present, however, the quotations here are \$2.25 to \$2.30. Should the new crop of oats come on the market early and before the present stocks are exhausted it is possible that prices here may go no higher.

**DRIED AND EVAPORATED FRUITS**—The reports of a short currant crop are being sustained. Valencia raisins are reported a fair crop. Evaporated apricots have dropped nearly 2c. per lb. in California, and a fair quotation here is 11½ to 12c. To those who bought on a higher market there will be very little in the goods at these figures. Owing to the unfavorable reports re the apple crop of Ontario, evaporated apples are firmer and in better demand.

**CANNED GOODS**—Quotations on pitted cherries are almost nil and the price here, for the small supply obtainable, will be about \$5. All reports from Eastern Can-

ada go to indicate that the pack of corn and peas will be below the usual mark and that prices will unquestionably be higher.

**MATCHES**—An advance of 20c. per case on sulphur matches is reported on this market.

**SUGAR**—An active market with no change of price to record.

**GREEN FRUITS**—This market is not abundantly supplied and some lines have advanced sharply in sympathy with primary markets. Some retail dealers are complaining that the Exchange has advanced prices unduly, owing to the scarcity of fruit and rush of Fair trade, but this is not correct. The advances here are only such as have been made necessary by advances at point of purchase. It might be of interest to note that frequently the icing bill on a car from California is \$125. We quote: Lemons, \$7.50; oranges, \$4.75 to \$5.75; plums, \$2 to \$3; peaches, \$1.75; bananas, \$2.75 to \$3.25; melons, \$5; blueberries, 6 to 7c. per lb.; gooseberries, red currants and raspberries are practically out of the market.

**BUTTER**—The market for creamery butter is unsatisfactory being 15 to 15½c. at the factories. Dairy butter is practically a drug and prices are 10 to 11c., net Winnipeg.

**CHEESE**—Cheese arriving in fairly large quantities at 7¼ to 7½c., Winnipeg; 7c. has been paid during the week for some lots of inferior grade.

**EGGS**—Supply of desirable stock owing to the extreme heat has fallen short and fresh-case eggs are worth 11½ to 12c., Winnipeg.

#### NOTES.

On Thursday last 350 of Winnipeg's fair dames enjoyed the hospitality of the Winnipeg Commercial Club.

The Winnipeg Commercial Travellers' Association had a pleasant outing to River Park last Saturday afternoon. The programme of sports was particularly good.

#### TOOK THE CHEAPEST HOLIDAY.

"Doctor, what is the matter with me?"

"You need about three months' rest from business—that is all."

"Three months' rest? That will cost me \$5,000. The other doctor said I needed an operation for appendicitis. That would cost me only \$100. I guess I'll let him operate."—Chicago Tribune.

# Pure Honey

WE BUY. WE SELL.

WRITE.

## Howe, McIntyre Co.

Millers' and Manufacturers' Agents and General Commission Merchants,

461 St. Paul Street, MONTREAL.

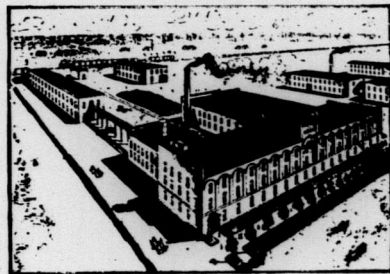
# YOU MAY NOT SELL MUCH VINEGAR !

There must be a cause. Has the vinegar you have been handling been up to the standard required by consumers of to-day? Has it been clear—free from sediment—of fine flavor—and full Government strength? If not, no wonder your trade is disappointing.

Or, perhaps you may not have given it that attention it merits. Think a moment. Your profit on vinegar is a good one, and it's trade that will increase if the right article is handled.

## Imperial White Wine Vinegar

Is good vinegar—it never disappoints—is always reliable, and fills the bill wherever vinegar can be used. **5 Grades, one quality—that the best. The name "IMPERIAL" is on the package.**



### THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known  
Hero and Jumbo  
Sulphur Matches

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

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

## CONVINCE YOURSELF

of the quality of our goods. Write us for a "Sample" Can and taste them. We have never failed to make sales where we could get a prospective customer to open a can and taste them. "The proof of the pudding, etc."

THE KENT CANNING CO., LIMITED CHATHAM, ONT.



Our Grocery Representatives will take a well-earned rest for the next two weeks.

**Our Social Tea Representatives,  
Our Jersey Cream Representatives,  
Our Vinegar Representatives,**

will call upon the trade as usual.

The Jersey Cream Canning Factory will be in full operation for the tomato season.

We are asked daily what we intend to ask for canned goods. We are not quoting futures, but expect to sell at 80c. for Corn, Peas, Beans, and Tomatoes. Our usual liberal terms, 10 per cent. 10 days.

**LUMSDEN BROS.**

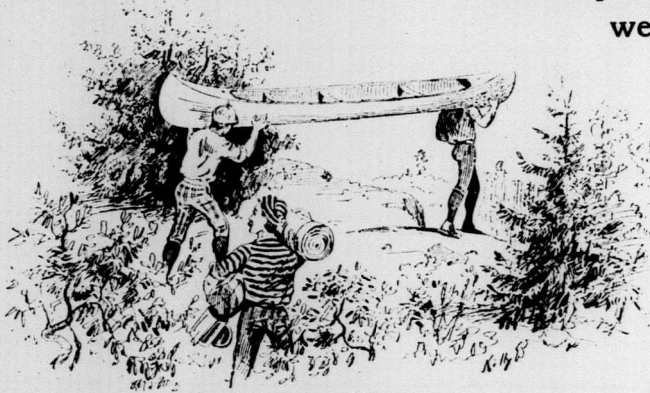
HAMILTON and TORONTO

# Not carrying samples

Our representatives are not out with samples this week—they have something else on hand.

You know what "all work and no play" does—so our men will be around as usual after the recess.

Don't let your stock run low in the meantime. If anything is wanted, drop us a line, or telephone or wire us at our expense.



What about

**Our New PICKLING SPICE**

Specially selected and re-cleaned?

TODHUNTER, MITCHELL & CO.

TORONTO.

This cities of publicat dealers ( page 32. Good All c call dai

**BUT**

Dairy, c

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Creame

Cheese, Eggs, n

**CAI**

Apples

Aspara

Beets ..

Blackb

Bluebe

Beans, Corn, ?

Cherrie

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Peas, 2

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Pears,

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Plums

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Shipping  
Packages.

Write  
for  
Prices to  
**Boeckh Bros.  
& Company.**  
TORONTO.



The Wm. Cane & Sons Mfg. Co., Limited,  
Mfrs., Newmarket, Ont.

**DWIGHT'S**

**SODA**

**WORK—CASH.**

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

**JOHN DWIGHT & CO., TORONTO**

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

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

Have you tried  
**VICTORINE**

Washing Compound?

Your customers will ask for it.  
Nothing like it.

WRITE FOR SAMPLE.

**VICTORINE** (Incorporated)  
MONTREAL.

Owing to the increased demands on us by the grocery trade, who recognize the worth and selling qualities of

**"Capstan" Brand**

grocery articles, we have been compelled to remove our manufacturing plant to larger premises and a better shipping centre.

We are now installed in our new factory at 50 Jarvis Street, Toronto, where we can meet your demands favorably.

**The Capstan Mfg. Co., formerly of Collingwood, Ont.**

|                                       | Montreal. | Toronto. | St. John, Halifax. |        | Montreal. | Toronto. | St. John, Halifax. |
|---------------------------------------|-----------|----------|--------------------|--------|-----------|----------|--------------------|
| <b>COFFEE</b>                         |           |          |                    |        |           |          |                    |
| Green—                                |           |          |                    |        |           |          |                    |
| Mocha                                 | 24        | 23       | 25                 | 30     | 14 1/2    | 15 1/2   | 16 1/2             |
| Old Government Java                   | 27        | 22       | 30                 | 30     | 16        | 17       | 16                 |
| Rio                                   | 10        | 7 1/2    | 9 1/2              | 12     | 18        | 18       | 15 1/2             |
| Santos                                |           | 9 1/2    | 10 1/2             |        | 19        | 19       | 17 1/2             |
| Plantation Ceylon                     | 29        | 26       | 30                 | 29     | 18 1/2    | 19       | 18                 |
| Porto Rico                            |           | 22       | 25                 | 24     |           |          |                    |
| Gautemala                             |           | 22       | 25                 | 24     |           |          |                    |
| Jamaica                               | 18        | 15       | 20                 | 18     |           |          |                    |
| Maracabo                              | 13        | 13       | 18                 | 13     |           |          |                    |
| <b>NUTS</b>                           |           |          |                    |        |           |          |                    |
| Brazil                                |           | 15       | 16                 | 8 1/2  |           |          |                    |
| Valencia shelled almonds              | 31        | 32       | 30                 | 35     | 22        | 28       | 25                 |
| Tarragona almonds                     | 11 1/2    | 12 1/2   | 13                 | 14     | 13        | 15       | 15                 |
| Formetta almonds                      |           |          |                    | 14 1/2 |           |          |                    |
| Jordan shelled almonds                | 40        | 40       | 43                 |        |           |          |                    |
| Peanuts (roasted)                     | 7 1/2     | 8        | 8                  | 10     |           |          |                    |
| " (green)                             | 6 1/2     | 7        | 7                  | 9      |           |          |                    |
| Cocoanuts, per sack                   | 3 00      |          | 3 75               | 3 50   | 4 00      |          |                    |
| per doz.                              |           |          | 60                 | 60     | 70        |          |                    |
| Grenoble walnuts                      | 9 1/2     | 10       | 12 1/2             | 9      | 12        |          |                    |
| Marbot walnuts                        |           | 9 1/2    | 11 1/2             | 9      | 10        |          |                    |
| Bordeaux walnuts                      | 7         | 8        | 9                  | 9      | 10        |          |                    |
| Sicily filberts                       | 9         | 10       | 10                 | 11 1/2 | 9         | 10       |                    |
| Naples filberts                       |           |          | 10                 | 11     | 10        | 11       |                    |
| Pecans                                | 10        | 12       | 13                 | 15     | 12        | 14       |                    |
| Shelled Walnuts                       | 19        | 20       | 20                 | 25     |           |          |                    |
| <b>SODA</b>                           |           |          |                    |        |           |          |                    |
| Bi-carb, standard, 112-lb. keg        | 1 65      | 1 80     | 2 00               | 2 25   | 1 70      | 1 75     |                    |
| Sal soda, per bbl.                    | 70        | 75       | 80                 | 90     | 85        | 90       |                    |
| Sal Soda, per keg                     | 95        | 1 00     |                    | 1 00   | 95        | 1 00     |                    |
| Granulated Sal Soda, per lb.          |           |          |                    | 1      |           |          |                    |
| <b>SPICES</b>                         |           |          |                    |        |           |          |                    |
| Pepper, black, ground, in kegs        |           |          |                    |        |           |          |                    |
| pails, boxes                          | 16        | 18       |                    | 18     | 14        | 15       |                    |
| in 5-lb. cans                         | 14        | 17       |                    | 19     | 15        | 16       |                    |
| whole                                 | 15        | 17       |                    | 19     | 12        | 13       |                    |
| Pepper, white, ground, in kegs        |           |          |                    |        |           |          |                    |
| pails, boxes                          | 26        | 27       | 26                 | 27     | 24        | 26       |                    |
| 5-lb. cans                            | 25        | 26       | 25                 | 26     | 20        | 22       |                    |
| whole                                 | 23        | 25       | 23                 | 25     | 20        | 22       |                    |
| Ginger, Jamaica                       | 19        | 25       | 22                 | 25     | 20        | 25       |                    |
| Cloves, whole                         | 12        | 30       | 14                 | 35     | 18        | 20       |                    |
| Pure mixed spice                      | 12        | 30       | 25                 | 30     | 25        | 30       |                    |
| Cassia                                | 13        | 18       | 20                 | 40     | 16        | 20       |                    |
| Cream tartar, French                  |           | 25       | 24                 | 25     | 20        | 22       |                    |
| " best                                |           | 28       | 25                 | 30     | 25        | 30       |                    |
| Allspice                              | 10        | 15       | 13                 | 16     | 16        | 18       |                    |
| <b>WOODENWARE</b>                     |           |          |                    |        |           |          |                    |
| Pails, No. 1, 2-hoop                  | 1 90      |          | 1 60               |        | 1 90      |          |                    |
| " 3-hoop                              | 2 05      |          | 1 75               |        | 2 05      |          |                    |
| " half, and covers                    | 1 75      |          | 1 70               |        | 1 75      |          |                    |
| " quarter, jam and cover              | 1 45      |          | 1 20               |        | 1 45      |          |                    |
| " candy, and covers                   | 2 70      | 3 20     | 1 75               | 2 70   | 3 20      |          |                    |
| Tubs No. 0                            |           | 11 00    |                    | 8 50   | 11 00     |          |                    |
| " 1                                   |           | 9 00     |                    | 7 00   | 9 00      |          |                    |
| " 2                                   |           | 8 00     |                    | 6 25   | 8 00      |          |                    |
| " 3                                   |           | 7 00     |                    | 5 35   | 7 00      |          |                    |
| <b>PETROLEUM</b>                      |           |          |                    |        |           |          |                    |
| Canadian water white                  | 14 1/2    | 15 1/2   |                    | 17 1/2 | 16        | 16 1/2   |                    |
| Sarnia water white                    | 16        | 17       |                    | 16 1/2 | 16        | 16 1/2   |                    |
| Sarnia prime white                    |           | 18       |                    | 15 1/2 |           | 15 1/2   |                    |
| American water white                  |           | 19       |                    | 17 1/2 |           | 17 1/2   |                    |
| Pratt's Astral (barrels extra)        | 18 1/2    | 19       |                    | 17 1/2 | 18        | 18 1/2   |                    |
| <b>TEAS</b>                           |           |          |                    |        |           |          |                    |
| Congou—Half-chests Kalsow             |           |          |                    |        |           |          |                    |
| Morning Peking                        | 13        | 60       | 12                 | 60     | 11        | 40       |                    |
| Caddies Peking, 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                        | 17 1/2    | 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             |           |          |                    |        |           |          |                    |
| extra firsts                          | 42        | 50       | 42                 | 50     |           |          |                    |
| Cases, small leaf, firsts             | 35        | 40       | 35                 | 40     |           |          |                    |
| Half-chests, ordinary firsts          | 22        | 28       | 22                 | 28     |           |          |                    |
| Half-chests, seconds                  | 17        | 19       | 17                 | 19     |           |          |                    |
| " thirds                              | 15        | 17       | 15                 | 17     |           |          |                    |
| " common                              | 13        | 14       | 13                 | 14     |           |          |                    |
| Pingsueys—                            |           |          |                    |        |           |          |                    |
| Young Hyson, 1/2-chests, firsts       | 28        | 32       | 38                 | 32     | 30        | 40       |                    |
| " seconds                             | 16        | 19       | 16                 | 19     |           |          |                    |
| " Half-boxes, firsts                  | 28        | 32       | 28                 | 32     |           |          |                    |
| " seconds                             | 16        | 19       | 16                 | 19     |           |          |                    |
| Japans—                               |           |          |                    |        |           |          |                    |
| 1/2-chests, finest May pickings       | 38        | 40       | 38                 | 40     |           |          |                    |
| Choice                                | 32        | 36       | 33                 | 37     |           |          |                    |
| Finest                                | 28        | 30       | 30                 | 32     |           |          |                    |
| Fine                                  | 25        | 27       | 27                 | 30     |           |          |                    |
| Good medium                           | 22        | 24       | 25                 | 28     |           |          |                    |
| Medium                                | 19        | 20       | 21                 | 23     |           |          |                    |
| Good common                           | 16        | 18       | 18                 | 20     |           |          |                    |
| Common                                | 13        | 15       | 15                 | 17     |           |          |                    |
| Nagasaki, 1/2-chests, Pekoe           | 16        | 22       |                    |        |           |          |                    |
| " Oolong                              | 14        | 15       |                    |        |           |          |                    |
| " Gunpowder                           | 16        | 19       |                    |        |           |          |                    |
| " Siftings                            | 7 1/2     | 11       |                    |        |           |          |                    |
| <b>RICE, MACARONI, SAGO, TAPIOCA.</b> |           |          |                    |        |           |          |                    |
| Rice—Standard B                       | 3 00      | 3 10     |                    | 3 1/2  | 3 25      | 3 40     |                    |
| Patna, per lb                         | 4 25      | 4 50     |                    | 4 1/2  | 5         | 6        |                    |
| Japan                                 | 4 40      | 4 90     |                    | 5 1/2  | 5         | 6        |                    |
| Imperial Seeta                        | 4 60      | 4 90     |                    | 4 1/2  | 5         | 6        |                    |
| Extra Burmah                          |           |          |                    | 4 1/2  | 4         | 5        |                    |
| Java, extra                           |           | 5 1/2    |                    | 6      | 6         | 7        |                    |
| Macaroni, dom'ic, per lb., bulk       | 5         | 6        |                    | 7 1/2  |           |          |                    |
| " imp'd, 1-lb. pkg., French           | 8         | 12       |                    | 9      | 10        |          |                    |
| " Italian                             | 8         | 10       |                    | 11     | 12 1/2    |          |                    |
| Sago                                  | 3 1/2     | 4        |                    | 4      | 4 1/2     | 5        |                    |
| " Tapioca                             | 3 1/2     | 4        |                    | 4 1/2  | 4 1/2     | 5        |                    |

# BARBADOES MOLASSES.

A cargo of fine Barbadoes Molasses has just been received, and we are now delivering ex wharf all orders taken for July delivery.

We are ready to book orders (for Fall delivery) for canned goods of every description, all new pack, 1901.

We wish to advise the trade that there is a considerable quantity of last year's pack on the market.

Be sure when you order your winter's supply that you get 1901 goods, otherwise you may be served with old stock and displease your customers.

We offer nothing but fresh goods, and our prices are right.

The salmon canners' strike will not affect our trade. We are prepared to guarantee delivery of any orders we may accept, and hold contracts for large quantities of :

**"Clover Leaf" Salmon, tall and flat tins.**

**"Horse Shoe" Salmon, tall and flat tins.**

**"Victoria" Salmon, tall and flat tins.**

**"Owekayno" Salmon, tall tins.**

**"Red Cohoes" Salmon, tall tins.**

**"Princess" Pink Salmon, tall tins.**

We specially recommend the "Victoria" Brand as a very superior article.

"Pink" salmon should also be given a trial order. It will pay you, and is guaranteed to please your customers.

We respectfully invite our clients to send in their Fall orders for Richard's, Couturier's and Marionis Brandy before the 15th of August, in order to benefit by the direct steamship rates of freight.

Ship will sail about middle of September.

Don't forget that we are agents for Sir Thos. Lipton's famous Ceylon Teas.

We also keep in stock a full assortment of Japan Gunpowders and Black Teas which we can quote very low—try us.

---

## Laporte, Martin & Cie., Montreal.

## THE PROVISION TRADE.

The Markets—A View of the Provision Trade—Miscellaneous Notes.

### A VIEW OF THE PROVISION TRADE.

THE packers are quite ready to take up any line of the products coming out from the hands of outsiders. There has been a good deal of lard and pork spilled out this week in the anxiety of the speculators to get into corn and wheat, as they have had more violent changes in prices. Towards the close, however, it rather looks as though the speculators were getting back in some degree in the provision deal.

The cash demands for the products have been very fair. The shipments out of the West have been large, both in the way of consignments and in the way of meeting wants of distributors. When the markets are clearly arranged to a basis upon which buyers can feel there is some reliance, it is quite probable that the export movements will enlarge. There is every indication that supplies are wanted in Europe and that the consumption there is well up to the average, despite the poor general business conditions there. A letter from Germany giving the imports of lard for this year against the previous season and the actually reduced stocks held, says that "it is proved that the consumption is about the same as last year, particularly as some lard had been imported from other countries, where, in the previous year, the supply had come from America exclusively. While the production and consumption are given as about the same as last year, the visible stock is much smaller, and considering that stocks decreased last year in July, August, September and October, and calculating an equal consumption for the coming autumn, that it would appear that stocks would be very moderate by November 1. Therefore, we believe that the tendency of the lard market is an unusually firm one, notwithstanding fluctuations which may occur occasionally."—National Provisioner, July 27.

### BUTCHERS NEVER GET CONSUMPTION.

It is a singular fact that butchers are not addicted to consumption, "The big fat butcher" is not only a saying, but, taking butchers all through, he is large of stature and strong of build. It has been claimed that the meat-market man lives mostly on inoculation. He hangs over meat and feeds upon the air chemically charged with it. Anyhow, the big lunged fellows who swing the cleaver and draw the meat saw, rarely, if ever, die of consumption.

The butcher is healthy in spite of the fact that he is a devil-may-care fellow and takes very little care of himself. Instead of consumptives going to Florida and to the Hot Springs, they should go into a butcher shop or tackle a beef killing or meat-handling job. The marketman may get rheumatism, typhoid and other troubles, but consumption seems to give him a wide berth. They are immunes.—National Provisioner.

### PRODUCE IMPORTS INTO LIVERPOOL.

According to the weekly circular of the Anglo-Canadian Produce Co., Limited, the imports of dairy produce and provisions into Liverpool this year up to July 19 and for the corresponding period last year were as follows:

|                       | To July 19,<br>1901. | To July 18,<br>1900. |
|-----------------------|----------------------|----------------------|
| Cheese, boxes .....   | 407,429              | 532,844              |
| Butter, packages..... | 139,302              | 49,589               |
| Bacon, boxes .....    | 374,599              | 334,978              |
| Hams, boxes.....      | 157,118              | 142,755              |
| Lard, tons.....       | 27,472               | 14,146               |

Stocks in Liverpool on the undermentioned dates were as follows:

|                                 | June 29,<br>1901. | May 31,<br>1901. | June 30,<br>1900. |
|---------------------------------|-------------------|------------------|-------------------|
| Cheese, boxes.....              | 40,038            | 38,245           | 47,791            |
| Butter, packages.....           | 4,838             | 1,981            | 1,216             |
| Bacon, boxes.....               | 13,159            | 14,074           | 16,341            |
| Hams, boxes.....                | 4,916             | 6,204            | 6,706             |
| Shoulders, boxes.....           | 2,076             | 3,253            | 2,577             |
| Lard, prime steam, tierces..... | 5,960             | 3,582            | 12,927            |
| " refined, " tons.....          | 2,122             | 1,718            | 1,261             |

### COLD STORAGE NEEDED.

Advices from London say: The prolonged drought here, while not threatening absolute ruin to the farmers, has already entailed serious losses and upset a good many business calculations. The chief sufferers, of course, are the dairy farmers, one of the few branches of British agriculture in which money can be made nowadays. The pastures have been irretrievably damaged, and dear butter during the coming winter is assured.

At present butter is pouring into London from Russia, the United States and Canada, but the bulk of it has to be thrown immediately upon the market owing to the insufficiency of cold storage accommodations.

### THE PROVISION MARKETS.

TORONTO.

The demand is light, but well up to the mark of other seasons. Spring lambs are 1c. lower per lb., and calves have declined 50c. to \$1 for best. We quote as follows: Dressed hogs, \$9.25 to \$9.50 per cwt.; mutton, \$6 to \$7 per cwt.; yearling lambs, \$7.50 to \$8.50 per cwt.; spring lambs, 10 to 11c. per lb.; beef

carcases, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8½ to 9½c. for best; fore quarters, 4½ to 5½c. for best; calves, \$7 to \$8 for best and \$6 to \$7 for mediums.

Pork products are in heavy demand and a big trade is being done at firm prices. We quote as follows: Long clear bacon, 11½c. Smoked meats—Breakfast bacon, 14 to 14½c.; rolls, 12c.; small hams, 13½ to 14c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11½c.; backs, 14 to 14½c. Barrel pork—Canadian heavy mess, \$20; Canadian short cut, \$21; lard, tierces, 10¾c.; tubs, 11c.; pails, 11¼c.

ST. JOHN, N. B.

In pork there is a wide range in prices. Local packers are sold up, but Boston figures are quoted well below western prices. There is a fair sale for beef at even figures. Pure lard is still high, though one of the western packers sold a car rather under the market. Compound lard has been advanced.

### WINNIPEG.

CURED MEATS—There has been a sharp advance on some lines and trade is active with a remarkably firm market. Hams, 13½ to 14c.; breakfast bellies, 14c.; short backs, 14c.; shoulders, 10c.; spiced rolls, 10½c.; dry salt long clear, 11½c.; smoked, 12½c.; square shoulders, 9½c. This is an advance of about ½c. on all lines quoted.

LARD—Pure lard is firm at \$2.35 for 20-lb. pails, while compound has advanced 10c. and is now quoted at \$2. Other grades are in proportion. It may be stated that all pork products are very high, heavy mess pork being quoted at \$20 per bbl., the highest figure for a long period.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

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

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

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled

We are large dealers in EGGS and BUTTER. WRITE US.

D. GUNN, BROTHERS & CO.  
Pork Packers and Commission Merchants  
76-78-80 Front St. E. - - TORONTO



To hold the Best Trade  
you must sell the Best  
Goods.

REGISTERED  
*Bow Park*  
BRAND

## Sweet Pickles

Always Lead.

Your wholesaler will give you quotations, or write direct.

**Shuttleworth & Harris,**  
BRANTFORD, CANADA.

The demand for

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

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

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

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

## Sugar-Cured MEATS

are high and will be high in price during the  
summer. We can give you a good selling line  
of

### SHOULDERS

at reasonable prices. These are Sugar-Cured,  
Mild, and cut up well, in place of the higher-  
priced Hams.

**F. W. FEARMAN CO.**

Limited

Pork Packers, Lard Refiners,  
Butter and Cheese Dealers,

Hamilton, Ont.

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



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

Please order goods through your wholesale house.

## LIVERPOOL.

Reported by Anglo-Canadian Produce Co.,  
July 20.

**Cheese**—Firm, and a steady demand. Irregular old colored cheddars, 38s. 6d. to 42s.; finest new colored States, 45s. to 46s.; finest new white States, 45s. to 46s.; finest new Canadian, colored, 45s. to 46s.; finest new Canadian, white, 45s. to 46s.

**Butter**—Quiet demand. Danish—firkins, 106s. to 110s.; Russian and Siberian, 90s. to 92s.; Irish creameries, 100s. to 102s.; Irish factories, 90s. to 94s.; Canadian creamery—boxes, 96s. to 98s.; States, fine, 84s. to 86s.

**Eggs**—Sell slowly. Eggs, per 120: Irish hens, 6s. to 6s. 10d.; Canadian preserved (contracting), 6s. 10d. to 7s. 3d.; continental, 4s. 6d. to 6s.

**Bacon**—Firm. Waterford Irish sides, 66s. to 68s.; Danish sides, 61s. to 63s.; Canadian Wiltshire Sides, 58s. to 60s.; Canadian long rib, 53s. 6d. to 56s. 6d.; Canadian Cumberland cut, 51s. to 53s.; American long clear, 46s. to 48s.; American short clear, 42s. 6d. to 43s.; American short rib, 48s. to 50s.; American Cumberland cut, 42s. to 47s.; American Stafford cut, 46s. to 46s. 6d.; American clear bellies, 51s. to 53s.; American short clear backs, 44s. 6d. to 46s.; American shoulders, N.Y., 39s. to 39s. 6d.; American shoulders, square cut, 38s. to 40s.; American shoulders, picnics, 38s. 6d. to 40s. 6d. **Hams**—Canadian cut, 53s. to 57s.; American long cut, 53s. to 58s.; American short cut, 52s. to 58s.; American skinless, 56s. to 60s. **Lard**—Tierces, prime, steam, 43s. 6d. to 44s.; lard refined, 28-lb. pails, 43s. 3d. to 44s.

## PROVISION TRADE NOTES.

The Palmerston, Ont., pork factory disposed of about 600 hogs last week.

The Ingersoll, Ont., pork packers' picnic was held on July 31 at Watterworth's grove. A large number of prizes were offered and the programme of games and sports was interesting. The Foresters' band and an orchestra furnished the music.

Earsman, Hardy & Co., wholesale provision merchants, Victoria and Vancouver, have changed their style to Earsman, Wilson Co., Limited, Biggerstaff Wilson, of Victoria, entering the firm. They have installed a cold storage plant.

The G. Smith Pork Packing Co., Limited, 6 and 8 Ontario street, Toronto, has recently been incorporated with capital stock of \$40,000. The directors are: Messrs. E. Burns, president; J. W. Lawrence, L. M. Vanstone, A. M. Smith, F. A. Smith, and R. Weir and Mr. C. L. Sivers is secretary-treasurer.

## Are you thinking about MEATS?

If you are looking for a

**LIVE LINE OF SELLERS**

buy **CLARK'S.**

60 Varieties 60

THIS BRAND

ON **BACON**  
—AND—  
**HAMS**



guarantees the consumer an article perfectly cured, and prepared by the most improved process in the world.

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

Makers of Breakfast Bacon, Long Clear Bacon, Short Roll Bacon, Long Rib Bacon, Long Roll Bacon, Square Cut Shoulders, Back, or Windsor Bacon, Shoulder Butts, Wiltshire Bacon, Mess Pork, Cumberland Bacon.

**Our Brands Give Satisfaction.**

**SUGAR-CURED HAMS,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD.**

**Hot Weather Specials**

READY FOR LUNCHEON:

**BOILED PORK HAMS,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,**

**BOILED BEEF HAMS,  
HAM, CHICKEN and TONGUE  
SAUSAGE.**

**The Park, Blackwell Co., Limited**  
Packers and Exporters, TORONTO, CANADA.

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



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

No hog lard is as pure and wholesome as Fairbank's "Boar's Head" Standard Refined Lard Compound. This brand is the oldest on the market, commanding the preference of consumers everywhere.

Fairbank's "Boar's Head" Standard Refined Lard Compound commands a better price than hog lard at times when hog lard is cheap; at present out "Boar's Head" Brand is sold at 1½c. to 2c. per lb. less than hog lard.

Fairbank's "Boar's Head" Standard Refined Lard Compound is composed chiefly of vegetable oil, and on account of its purity and wholesome quality is preferred to hog lard by those who have tried it. It will go further in cooking than any hog lard.

Write for quotations on Fairbank's "Boar's Head" Standard Refined Lard Compound. It will give satisfaction to your trade and increase your profits. We guarantee the quality.

Fairbank's "Boar's Head" Standard Refined Lard Compound is packed in the following sizes:

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

# THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.



## PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

—AGENTS:—

- |                                                            |                                                        |
|------------------------------------------------------------|--------------------------------------------------------|
| Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq. | Toronto—J. Westren & Co., 630 Ontario St.              |
| Halifax, N.S.—J. Peters & Co., 47 Upper Water St.          | Hamilton—Imperial Vinegar Co.                          |
| St. John, N.B.—Robert Jardine.                             | Winnipeg—A. Strang & Co., Portage Avenue.              |
| Montreal—J. M. Kirk, 18 Hospital St.                       | Vancouver, B.C.—C. E. Jarvis & Co., 328 Holland Block. |

Do You Buy Fruit From Us?

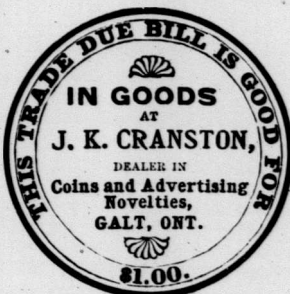
### LEMONS

Big demand during this hot weather.

Watermelons, Oranges, Bananas, Peanuts, California Peaches, Pears, Plums.

We handle everything in the line. Will be glad to serve you. Send name and address for price list, mailed each week.

**WHITE & CO., TORONTO**



Mention this Paper.

#### Aluminum Coins and Due Bills.

Made in Colored Card and Board. Once used never discarded. Also made in Aluminum or Brass for Bakers and Milkmen.

Boon for Merchants, The Cranston Trade Due Bill.

Our Due Bill System simplifies trade, makes the produce business a source of pleasure, profit and a means of advertising that is most valuable. Farmers like the Due Bill Coin almost as much as cash. They make new customers for the merchants. Made in 1c., 5c., 10c., 25c., 50c. and \$1.00 sizes. Send for price in Aluminum or Brass (assorted sizes) or different colored Card Board.



**J. K. CRANSTON, Galt, Ont.**



## HINTS FOR MEN WHO ADVERTISE.

### ADVERTISING FOR MAIL-ORDER BUSINESS

**D**OING business through the mails is reaching proportions in these days that makes valuable any suggestion as to better methods of management, remarks Business. It is not alone the houses that are known distinctively as "mail-order houses," but almost every merchant is striving in this age to reach beyond his local surroundings, and to a large number the mail order system proves the open door.

Advertising must necessarily play an important part in the expansion of mail-order business in whatever line. For this reason the following from a contemporary will prove of interest to the many concerned:

The element of persistency is the one essential to ultimate success in the mail-order business. There is little or no use in the new man in this field of action reaching down into his pocket and saying to himself: "Here's so much money; I will invest it in space to advertise my wares. All the results I obtain through the instrumentality of this ad. I will turn back into more advertising and gradually build up a business." A business cannot be established on this basis for the simple reason that one advertisement, even though it may be inserted in the strongest medium in the United States, will not bring in enough returns the first time to give sufficient capital to continue advertising upon a respectable basis. The reason for this is plain. Not one in one thousand of the readers of your ad. will investigate. It is simply read and left go over. In the next issue it is missing and the man you are after never thinks of it more, simply because the one reading has not fixed it upon his mind. You can safely count upon a large percentage of your money invested as lost on your first effort.

Start in, however, to make a success of the mail-order business by being prepared to spend a sum calculated to give you a lasting publicity. Make your advertisements pull by reason of the frequency with which they appear. Give your prospective customer some reasons for believing that you are a permanent fixture in the mail-order business by keeping before him persistently. Make him believe that you are doing a big business by reason of the stability of your advertisements; then if the articles you are selling have real merit and deserve public confidence, rest assured that you will have your returns a hundred fold increased.

A man (one of the "get rich quickly" stamp) once said: "I don't see how the numberless people advertising in the big mail-order monthlies ever stand the pace. I am sure they don't get returns for the amount they invest. I speak from a positive knowledge of facts, because I have tried the experiment."

"How much did you put up to prove this business a failure?" queried a friend.

"Well," he answered, "I blew \$20 in on a so called successful mail-order publication and I didn't get more than half my money back."

There is a fellow who would drill a quarter-inch hole in the rock of Gibraltar and try to blow the whole thing up with two ounces of gunpowder, and he would get mad if he were to be hit in the eye with a small piece of stone, and upon opening the other eye find the rest of the rock still standing.

The mail-order business, like every other legitimate one, requires a certain amount of cash capital back of it, coupled with an ordinary amount of brain power and a good medium. Given these three elements and success is sure.

### ADVERTISING AND SUCCESS.

Any good store will stand good advertising, no matter whether the store sells dry goods or liquors or cigars or drugs. No store can succeed without advertising of some kind. Do not misunderstand me. Advertising isn't necessarily printed in the paper. It isn't necessarily the distribution of circulars or the painting of signs or the posting of bills. The advertising may be done in the store itself, and this is the best of all advertising. If this kind of advertising isn't done all the other advertising is discounted. Advertising may be gained by the proprietor's large circle of acquaintances. When two men are introduced, the chances are that each will find out the business of the other before they part. If they do not, the friend who introduced them will be asked what business each is in. That is one of the first things a man wants to know about another. It seems easier to take a man's measure when you know what business he is in. You can classify him better.

I want to say again that no business can succeed without advertising of some sort, and the better the advertising the greater the success.—Chas. A. Bates.

### MEASLES IN ADVERTISING.

The advertiser's individuality is not often expressed in the design brought in by the artist who has "had an idea" and offers to

sell it for so much, says J. A. Richards in Profitable Advertising.

Designs are many these days. There's an epidemic of them. They are not fatal, but a man with the measles isn't worth much for business.

And an advertisement which is all broken out with an artistic design isn't very valuable for business purposes, either.

And when a lot of these sick-looking advertisements are grouped together in a magazine, why, the entire mass is speckled, spotted, ineffective.

But the advertiser isn't so much to blame for this epidemic as the artists and writers themselves, who have the disease chronically, and who run around and spread it among the unsuspecting.

The average advertiser is so constantly and almost abnormally looking for something to attract that when a man with a design comes along he doesn't see the measliness of it, and before he knows it he's caught the disease.

And this is the way it comes about. The design is attractive as it comes from the artist's hand.

It's more attractive when reproduced in quarter-page magazine size, as it stands all alone, an artist's proof, with a lot of white space all about it.

The next time you see it you know it's a case of measles ward of the magazine.

That is to say, there are scores more of such designs all around it, and instead of being good advertising it's good measles, that is, it's out all right.

You see, it isn't the single case of measles that disturbs the peace of the community, but the epidemic.

So it isn't the single design that offends in the advertising world; it's the multiplicity of such things which renders flat and ineffective the effort of the many.

We have been accustomed to hear of the great variety of talent displayed in the advertising section of the magazines, and it is true enough.

And yet, these epidemics do sweep over the community and paralyze for a time the effectiveness of the expenditure.

Perhaps there's nothing to be done but let the epidemic run its course, and perhaps, if it isn't measles, it's whooping cough or some other malady which simultaneously attacks the advertising community.

We certainly cannot quarantine the advertiser so afflicted. What then?

In the first place, if we were victims let's look at ourselves in the glass when the design disease is on us, and see how like the mischief and how unlike ourselves we look.

And then—

Well, we'll get over it.

If we haven't had the prevailing m<sup>o</sup>dy and don't want it, how shall we protect ourselves?

Why let's quarantine ourselves.

Let's not be affected by the prevailing craze for certain styles of advertising copy, but think deeply and clearly.

Write simply and concisely.

Illustrate appropriately.

And so we shall advertise in a healthy manner.

And yet, after all, it isn't every design that is measly.



IF YOU ALREADY HAVE ONE OF OUR  
HANDSOME TEA-CANISTERS,  
WITH THREE BRASS TEA SCOOPS,  
DON'T READ THIS AD.,

but—read it if you have not—act on our suggestion and send for one of them. We have no hesitation in claiming you will be delighted with it. Every grocer selling tea requires a tea-canister, which is ornamental and useful—that is the reason you require one of ours. The **QUEEN ALEXANDRA TEA** which goes with it is of unusually high quality and pays the grocer a handsome profit.

“WRITE,”  
“WIRE,” or  
“TELEPHONE”  
for one

TO

THE “OZO” CO., Limited  
MONTREAL.

# MOLASSES

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

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

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

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

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

The Dominion Molasses Co.,  
Limited  
MOLASSES AND SYRUPS. HALIFAX, N.S.

## THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

## THE Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.  
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.,  
PRESIDENT.

W. H. Beatty, Esq., W. D. Matthews, Esq.,  
VICE-PRESIDENTS.

W. C. MACDONALD, J. K. MACDONALD,  
ACTUARY. MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**V**LEBLANC & CO., general merchants, Hull, Que., have made an abandonment.

G. Poboïn, general merchant, St. Gedeon, Que., has assigned.

Booth & Co., produce dealers, Trenton, Ont., have assigned to Geo. F. Hope.

J. R. Dufresne, cigar dealer, etc., Montreal, has assigned to Alex. Desmarteau.

The creditors of Henry Head, general storekeeper, Cloyne, Ont., met on August 2.

Joseph L. Smith, grocer, Greenwood, B.C., has assigned to Edmund T. Wickwire.

Honore Thauvette, general merchant, St. Lazare de Vaudreuil, Que., has assigned to Chartrand & Turgeon.

A statement of the affairs of Honore Thanvette, general merchant, St. Lazare de Vaudreuil, Que., is prepared.

V. E. Paradis has been appointed provisional guardian of Dionne & Co., general merchants, etc., St. Moise, Que.

## PARTNERSHIPS FORMED AND DISSOLVED.

Thos. Bournival & Co., grocers, Three Rivers, Que., have dissolved.

J. Hebert & Co., general merchants, Drummondville, Que., have dissolved.

Joseph Bourgeois & Cie., general merchants, St. Angele de Laval, Que., have dissolved.

R. G. Gilliland, general merchant, Carievale, Man., has admitted W. J. Gilliland into partnership.

Lauder & Whitley, confectioners, etc., Edmonton, N.W.T., have dissolved. Each continues separately.

H. S. Scott and Geo. O. Hankinson have registered partnership as H. S. Scott & Co., flour and feed dealers, Weymouth, N.S.

G. D. Campbell and G. D. Campbell, jr., have registered a partnership as G. D. Campbell & Co., general merchants, Weymouth Bridge, N.S.

## SALES MADE AND PENDING.

The stock of M. E. Boivin, grocers, etc., Ottawa, is for sale.

The assets of Rooney & Co., cigar dealers, etc., Montreal, have been sold.

Chambers & Co., confectioners, fruiterers, etc., Morden, Man., are selling out.

The stock of Albert Stevens, confectioner, Hamilton, Ont., has been sold by bailiff.

The assets of Venance Taillefer, general merchant, Hawkesbury, Ont., have been sold.

The assets of G. Rioux, general merchant, Trois Pistoles, Que., were sold on July 31.

The stock, etc., of Welch & Son, grocers,

St. Catharines, Ont., is advertised for sale by auction to-day (Friday).

The stock of J. Chaurette, general merchant, St. Marie de Blandford, Que., has been sold at 75 3/4 c. on the dollar.

## CHANGES.

J. A. Brunet & Cie have registered as grocers in Montreal.

Elizabeth Dauncey, grocer, Teeswater, Ont., is giving up business.

Dorothy Morris, grocer, Hamilton, has sold out to Fanny M. Eglin.

Bellefeuille & Giroux have registered as grocers in Three Rivers, Que.

V. Voisson, general merchant, Teeswater, Ont., is retiring from business.

John MacArt, confectioner, etc., Ottawa, has opened a branch at Hull, Que.

J. F. McBeath, general merchant, Underwood, Ont., is removing to Teeswater.

Jacob Brown, baker and confectioner, Colborne, Ont., has sold out to A. D. Martin.

P. A. McTaurin, general merchant, Vankleek Hill, Ont., has been succeeded by Geo. Chalmers.

Mrs. W. G. Murdock has registered as proprietress of W. G. Murdock & Co., confectioners, etc., Montreal.

Worden Bros., grocers, etc., Calgary, N.W.T., have sold their bakery and confectionery business to J. St. John.

Charles L. Reed, grocer, Sydney, N.S., has registered consent for his wife, Ellen M. Reed, to do business in her own name.

## FIRES.

Aime Bourassa, general merchant, Laprairie, Que., was burned out last week; partially insured.

The stock of P. C. Lemoine, grocer, etc., Sorel, Que., has been partially destroyed by smoke; insured.

The Magnon cheese factory at Pointe aux Trembles, Que., was totally burned down on July 25, with all its contents.

## DEATHS.

J. J. Melanson, general merchant, Bathurst, N.S., is dead.

James Byrne, of Byrne Bros., wholesale and retail liquor dealers, Charlottetown, P. E. I., is dead.

## EUROPEAN RAISIN CROP.

The United States Consul at Malaga, Spain, write: "Reports from reliable sources estimate this year's Turkish crop at about 410,000 cwts. of Sultanas and 107,000 cwts. of Elemes.

"The Denia raisin crop of last year amounted to 600,000 cwts.; this year, a still better crop is expected. Upon the whole, this year's European crop, if present prospects are realized, might be roughly estimated as follows:

|               | Cwts.     |
|---------------|-----------|
| Sultanas..... | 410,000   |
| Elemes.....   | 107,000   |
| Denia.....    | 650,000   |
| Malaga.....   | 250,000   |
| Total.....    | 1,417,000 |

"Last year the failure of the Greek currant crop had a marked effect upon the Malaga raisin market in creating an extraordinary demand at fancy prices for the so-called seedless raisins of Malaga. As a matter of fact, these are not seedless, and it was found that they could not serve the same uses as Greek currants. Late reports indicate that the Greek currant crop this year will amount to 140,000 tons."

POPULARITY

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

EMPIRE

SMOKING TOBACCO

In 5 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.

EMPIRE is well advertised.

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

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

**GILLARD'S PICKLE**—Cases of 2 Dozen.  
5-Case Lots and over - \$3.20 Per Dozen.  
Less Quantity, - 3.30 "

**GILLARD'S SAUCE** is a good sauce, none better for gravies, soups, etc.  
5-Dozen Lots and over - \$1.40 Per Dozen.  
Less Quantity - 1.50 "

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



## 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; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

**YOUNG & SMYLIE**

Established 1845.

BROOKLYN, N.Y.

### POTATOES and OATS

IN CAR LOTS.  
If open to buy or sell, wire  
**R. W. HANNAH**  
Board of Trade, TORONTO

### THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

**THE GLENER CO.,**  
Limited

"Gleaner" Office, . . . KINGSTON, JA.

### "SUPERIOR GLUTEN FLOUR"

a life-giving portion to all suffering from Dyspepsia, Diabetes, Obesity, Constipation, etc., because it contains only the elements in the wheat that assist nature.

Samples and prices on application to

**E. A. SHOEBOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

Any Shape, all Processes, for any purpose, from 1 to 17 Colors.

### LABELS

STOCK LABELS for Maple Syrup, Preserves, Liquor, etc.

LEVY & CO., 19 Leader Lane. TORONTO.

### ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

### "Chief Keokuk"

Pickles and Condiments.

### "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

### KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

# COWAN'S Hygienic and Perfection COCOA

Queen's Dessert, Royal Navy and Perfection - - - CHOCOLATE

COWAN'S ICINGS FOR CAKE.



# Curious!! Why?

It certainly is curious that your customers should be willing to buy an unknown brand of Mustard, when at practically the same price they can buy

## KEEN'S

KEEN'S MUSTARD, in the dining room, brings out the flavor of the meat.

KEEN'S MUSTARD, in the sick room, brings healing and comfort to the afflicted.

PEOPLE WHO WANT THE BEST  
CANNOT AFFORD TO USE ANYTHING BUT THE BEST.

## Current Market Quotations for Proprietary Articles

August 1, 1901.

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

### BAKING POWDER.

| Cook's Friend—                |      |                     |
|-------------------------------|------|---------------------|
| Size 1, in 2 and 4 doz. boxes | 2 40 |                     |
| " 10, in 4 doz. boxes         | 2 10 |                     |
| " 2, in 6 "                   | 80   |                     |
| " 12, in 6 "                  | 70   |                     |
| " 3, in 4 "                   | 45   |                     |
| Found tins, 3 doz. in case    | 3 00 |                     |
| 12 oz. tins, 3 " "            | 2 40 |                     |
| 9 oz. tins, 4 " "             | 1 10 |                     |
| 5 lb. tins, 1/2 " "           | 4 00 |                     |
| Diamond—                      |      | W. H. GILLARD & CO. |
| 1 lb. tins, 2 doz. in case    | 2 00 |                     |
| 1/2 lb. tins, 3 " "           | 1 25 |                     |
| 1/4 lb. tins, 4 " "           | 0 75 |                     |

### IMPERIAL BAKING POWDER.

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

### MAGIC BAKING POWDER.

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

### JERSEY CREAM BAKING POWDER.

|                          |      |
|--------------------------|------|
| 1/8 size, 5 doz. in case | 40   |
| 3/4 size, 4 doz. in case | 75   |
| 1/2 " 3 " "              | 1 25 |
| 1 " 2 " "                | 2 25 |

### BLACKING.

| COONEY'S           |  |        |
|--------------------|--|--------|
| Boxes, each 4 doz. |  | \$1 50 |

### SHOE POLISH.

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

### BLUE.

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

### BLACK LEAD.

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

### OAK BROOMS

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

### BISCUITS.

| FREE, FREN & CO.                                                               |                           |  |
|--------------------------------------------------------------------------------|---------------------------|--|
| Metropolitan mixed                                                             | 40 lb. tins 10c.          |  |
| Florence Wafers                                                                | 8 lb. tins 36c.           |  |
| Venice Wafers                                                                  | 8 lb. tins 36c.           |  |
| Florence Wafers                                                                | Small tins \$3.70 per doz |  |
| CARR & CO., LIMITED.                                                           |                           |  |
| 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 Duthell  | 17 50   |  |
| 1st choice Lenoir   | 18 50   |  |
| extra Lenoir        | 20 00   |  |
| Per case, 100 tins. |         |  |

#### FRENCH PEAS—DELORY'S

| HENRI JONAS & Co. |        |  |
|-------------------|--------|--|
| Moyen's No. 2     | \$9 00 |  |
| No. 1             | 10 50  |  |
| 1/2 Fins.         | 12 50  |  |
| Fins              | 14 00  |  |
| Tres fins         | 15 00  |  |
| Extra fins        | 16 50  |  |
| Sur extra fins    | 18 00  |  |

#### FRENCH SARDINES.

| HENRI JONAS & Co. |        |  |
|-------------------|--------|--|
| 1/4 Trefavenues   | \$9 00 |  |
| 1/4 Rolland       | 9 50   |  |
| 1/4 Delory        | 10 50  |  |
| 1/4 Club Alpines  | 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 |

| Chocolate—FRY'S.                     |        | per lb.  |
|--------------------------------------|--------|----------|
| Caracaras, 1/4's, 6-lb. boxes        |        | 0 42     |
| Vanilla, 1/4's                       |        | 0 42     |
| "Gold Medal" Sweet, 1/4's, 6 lb. bxs |        | 0 25     |
| Pure, unsweetened, 1/4's, 6 lb. bxs. |        | 0 42     |
| Fry's "Diamond," 1/4's, 14 lb. bxs.  |        | 0 24     |
| Fry's "Monogram," 1/4's, 14 lb. bxs. |        | 0 24     |
| Cocoa—                               |        | per doz. |
| Concentrated, 1/4's 1 doz. in box    |        | 2 40     |
| " 1 lb.                              |        | 4 50     |
| " 1/2 lb.                            |        | 8 25     |
| Homoeopathic, 1/4's 14 lb. boxes     |        | ...      |
| " 1/2 lbs. 12 lb. boxes              |        | ...      |
| JOHN F. 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 ins) ...    | 0 40   |  |
| Mott's No. 1 Chocolate.....            | 0 30   |  |
| Mott's Breakfast Chocolate.....        | 0 38   |  |
| Mott's Caracaras Chocolate.....        | 0 40   |  |
| Mott's Diamond Chocolate.....          | 0 23   |  |
| Mott's French-Can. Chocolate.....      | 0 18   |  |
| Mott's Navy or Cooking Chocolate..     | 0 25   |  |
| Mott's Cocoa Nibs.....                 | 0 35   |  |
| Mott's Cocoa Shells.....               | 0 05   |  |
| Vanilla Sticks, per gross.....         | 0 90   |  |
| Mott's Confectionery Chocolate 0 31    | 0 43   |  |
| Mott's Sweet Chocolate Liquors 0 19    | 0 30   |  |
| COWAN COCOA AND CHOCOLATE CO.          |        |  |
| Hygienic Cocoa, 1/4 lb. tins, per doz. | \$3 75 |  |
| Cocoa Essence, 1/4 lb. tins, per doz.  | 3 25   |  |
| Soluble Cocoa, No. 1 bulk, per lb.     | 0 20   |  |
| Diamond Chocolate, 12 lb. boxes...     | 0 25   |  |
| Royal Navy Chocolate, 12 lb. boxes.    | 0 30   |  |
| Mexican Vanilla Chocolate, 12 lb. bxs  | 0 35   |  |

#### CHEESE.

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

#### BAYLE'S POTTED.

|                                      |           |            |         |
|--------------------------------------|-----------|------------|---------|
| Robert Greig & Co., Agents, Toronto. |           |            |         |
| 1-lb. Jar                            | 1-lb. Jar | 5-lb. Jar. |         |
| After Dinner                         | \$2 40    | \$4 25     | \$18 50 |
| Devilled.....                        | 2 65      | 4 75       | ...     |

#### COFFEE

| JAMES TURNER & CO. |  | per lb.  |
|--------------------|--|----------|
| Mexico             |  | 0 32     |
| Damascus           |  | 0 28     |
| Cairo              |  | 0 20     |
| Sirdar             |  | 0 17     |
| Old Dutch Bio.     |  | 0 12 1/2 |

#### CLOTHES PINS

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

# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

| EXTRACTS.                             |        |
|---------------------------------------|--------|
| HENRI JONAS & Co. Per gross.          |        |
| 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                 | 18 00  |
| 4 oz. " "                             | 21 00  |
| 8 oz. " "                             | 36 00  |
| 1 lb. " "                             | 70 00  |
| 1 oz. Flat " "                        | 9 00   |
| 2 oz. Flat, Anchor extracts           | 18 00  |
| 2 oz. Square " "                      | 21 00  |
| 4 oz. " " (corked)                    | 36 00  |
| 8 oz. " "                             | 72 00  |
| Per doz.                              |        |
| 4 oz. " glass stop extracts           | 3 50   |
| 8 oz. " " "                           | 7 00   |
| 2 1/2 oz. Round quintessence extracts | 2 00   |
| 4 oz. Jockey decanters                | 3 50   |
| FOOD.                                 |        |
| Robinson's Patent Barley 1/2 lb. tins | 1 25   |
| " " " 1 lb. tins                      | 2 25   |
| " " " Groats, 1/2 lb. tins            | 1 25   |
| " " " " 1 lb. tins                    | 2 25   |
| GILLET'S POWDERED LYE.                |        |
| 4 doz. in case                        | \$3 60 |
| JAMS AND JELLIES                      |        |
| SOUTHWELL'S GOODS. per doz.           |        |
| Frank Magor & Co., Agents.            |        |
| Orange Marmalade                      | 1 50   |
| Clear Jelly Marmalade                 | 1 50   |
| Strawberry W. F. Jam                  | 2 00   |
| Raspberry " "                         | 2 00   |
| Apricot " "                           | 1 75   |
| Black Currant " "                     | 1 85   |
| Other Jams, W. F.                     | 1 55   |
| Red Currant Jelly                     | 2 75   |

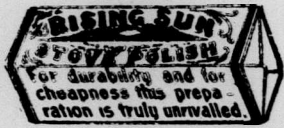
| Jams— T. UPTON & CO.                               |          |
|----------------------------------------------------|----------|
| 1-lb. glass jars 2 doz. in case, per doz           | \$1 00   |
| 5-lb. tin pails, 8 pails in crate, per lb          | 0 06 3/4 |
| 7-lb. wood pails, 6 " "                            | 0 06 3/4 |
| 14-lb. wood pails, per lb                          | 0 06 3/4 |
| 30-lb. " " "                                       | 0 06 3/4 |
| Jellies—                                           |          |
| 1-lb. glass jars, per doz.                         | \$1 00   |
| 7-lb. wood pails, per lb.                          | 0 06 3/4 |
| 14-lb. " " "                                       | 0 06 3/4 |
| 30-lb. " " "                                       | 0 06 3/4 |
| KNIFE POLISH.                                      |          |
| Nixey's "Cervus" 6d. and 1s. tins                  |          |
| For price list and sliding scale apply W. G.       |          |
| Nixey 12 Soho Sq. London, Eng.                     |          |
| LICORICE.                                          |          |
| YOUNG & SMYLYE'S LIST.                             |          |
| 5-lb. boxes, wood or paper, per lb.                | \$0 40   |
| Fancy boxes (36 or 50 sticks) per box              | 1 25     |
| " Ringed " 5 lb. boxes, per lb.                    | 0 40     |
| " Acme " Pellets, 5 lb. cans, per can.             | 2 00     |
| " Acme " Pellets, fancy boxes (40)                 | 1 50     |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00     |
| Licorice Lozenges, 5 lb. glass jars.               | 1 75     |
| " " " 20 5 lb. cans                                | 1 50     |
| " Purity " Licorice 10 sticks                      | 1 45     |
| " " " 100 sticks                                   | 0 75     |
| Dulce, large cent sticks, 100 in box.              |          |
| MUSTARD.                                           |          |
| COLMAN'S OR KEENS.                                 |          |
| 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      |
| BAYLE'S PREPARED MUSTARDS.           |           |
| Robert Greig & Co., Toronto, Agents. |           |
| 1/2-lb. jars 1-lb. jars,             |           |
| Horseradish per doz., \$1 75         | \$2 50    |
| English Sandwich                     | 1 75 2 50 |
| JONAS' FRENCH MUSTARDS               |           |
| HENRI JONAS & Co. Per gross.         |           |
| Pony size                            | \$7 50    |
| Imperial, medium                     | 9 00      |
| Imperial, large                      | 12 00     |
| Tumblers                             | 12 00     |
| Mugs                                 | 13 20     |
| Pint jars                            | 18 00     |
| Quart jars                           | 24 00     |
| MATCHES.                             |           |
| Eddy's Telegraph, single cases       | \$4 00    |
| " five cases                         | 3 30      |
| Telephone, single cases              | 3 90      |
| " five cases                         | 3 70      |
| Eagle Parlors, single cases, 200s    | 1 70      |
| " five cases, 200s                   | 1 60      |
| " single cases, 100s                 | 1 90      |
| " five cases, 100s                   | 1 80      |
| Victoria Parlors, single cases       | 3 00      |
| " five cases                         | 2 90      |
| MINCE MEAT.                          |           |
| Wethey's Condensed, per gross, net   | \$12 00   |
| per case of doz., net.               | 3 00      |
| ORANGE MARMALADE.                    |           |
| T. UPTON & CO.                       |           |
| 1-lb. glass 2 doz. case, per doz.    | \$1 00    |
| 7-lb. pails and 5 and 7 lb. tins.    | 0 07      |

| PICKLES.                                                                          |               |
|-----------------------------------------------------------------------------------|---------------|
| STEPHENS'.                                                                        |               |
| A. P. Tippet & Co., Agents.                                                       |               |
| Patent stoppers (pints), per doz.                                                 | 2 30          |
| Corked pints,                                                                     | 1 90          |
| BAYLE'S.                                                                          |               |
| Robert Greig & Co., Toronto, Agents.                                              |               |
| 1/2 Pint. Pints.                                                                  |               |
| Pandora, per doz.                                                                 | \$2 15 \$3 60 |
| Sliced Sweet                                                                      | 1 75 2 85     |
| Hot Stuff                                                                         | 1 75 2 85     |
| Tobasco Sauce, 2-oz. bottle, per doz.                                             | \$4 25        |
| Tobasco Pods in vinegar, 1/2 pt.                                                  | 3 25          |
| SODA.—COW BRAND                                                                   |               |
| DWIGHT'S                                                                          |               |
| 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 1 lbs. and 60 1/2 lb. packages) per box, | \$3.00.       |
| Case of 5c. pkgs (containing 96 pkgs) per box                                     | \$3.00.       |
| SOAP                                                                              |               |
| A. P. TIPPET & CO., AGENTS                                                        |               |
| Maypole Soap, colors per grs., \$10.30.                                           |               |
| Maypole Soap, black per grs., \$15.50.                                            |               |
| Ortolo Soap, per gross                                                            | \$10.20       |
| Gloriola Soap, per gross.                                                         | 12 00         |
| Straw Hat Polish, per gross.                                                      | 10 20         |

**RECKITT'S Blue and Black Lead** (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

**STOVE POLISH.**



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



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

**STARCH**

**EDWARDSBURG STARCH CO., LTD.**  
 Laundry Starches— per lb.  
 No. 1 White or Blue, 4-lb. cartons 0 05 1/2  
 No. 1 " 3-lb. 0 05 1/2  
 Canada Laundry 0 04 1/2  
 Silver Gloss, 6-lb. draw-lid boxes 0 07 1/2  
 Silver Gloss, 6-lb. tin canisters 0 07 1/2  
 Edwards'g Silver Gloss, 1-lb. pkg. 0 07 1/2  
 Kegs Silver Gloss, large crystal 0 06 1/2  
 Benson's Satin, 1-lb. cartons 0 08  
 No. 1 White, bbls. and kegs 0 05  
 Benson's Enamel, per box 3 00

Culinary Starch—  
 Benson & Co.'s Prep. Corn 0 06 1/2  
 Canada Pure Corn 0 05  
 Rice Starch—  
 Edwardsburg No. 1 white, 1-lb. cart 0 06 1/2  
 Edwardsburg No. 1 White or Blue, 4-lb. lumps 0 08  
**KINGFORD'S OSWEGO STARCH**



SILVER 40-lb. boxes, 1-lb. pkgs. 0 02 1/2  
 GLOSS 6-lb. boxes, sliding cover (12-lb. boxes each crates) 0 08  
 PURE 40-lb. boxes 1-lb. pack 0 07  
 48-lb. " 16 3-lb. boxes 0 07  
 For puddings, custards, etc.

**O. WEGO CORN STARCH** 40-lb. boxes, 1-lb. packages 0 07 1/2  
**ONTARIO STARCH** 38-lb. to 45-lb. boxes, 6 bundles 0 06  
**STARCH IN BARRELS** Silver Gloss 0 07 1/2  
 Pure 0 06 1/2

**BEE STARCH.**  
 Cases, 64 pkgs. 48's 25.00  
 1/2 Cases, 32 pkgs. 24's 2.50  
 Packages 10c. each.

**BRANTFORD STARCH WORKS, LIMITED.**  
 Ontario and Quebec.

Laundry Starches—  
 Canada Laundry, boxes of 40 lbs. \$0 04 1/2  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lbs. 0 05 1/2  
 Finest Quality White Laundry—  
 3-lb. Canisters, cases of 48 lbs. 0 05 1/2  
 4-lb. " " " " 0 05 1/2  
 Barrels, 175 lbs. 0 05  
 Kegs, 100 lbs. 0 05  
 Lily White Gloss—  
 1-lb. fancy cartons, cases 30 lbs. 0 07 1/2  
 6-lb. toy trunks, 8 in case 0 07 1/2  
 6-lb. enameled tin canisters, 8 in case 0 07 1/2  
 Kegs, ex. large crystals, 100 lbs. 0 06 1/2  
 Brantford Gloss—  
 1-lb. fancy boxes, cases 36 lbs. 0 08

Canadian Electric Starch—  
 Boxes of 4 fancy pkgs, per case 3 00  
 Celluloid Starch—  
 Boxes of 45 cartons, per case 3 50  
 Culinary Starches—  
 Challenge Prepared Corn—  
 1-lb. packages, boxes 40 lbs. 0 05  
 No. 1 Brantford Prepared Corn—  
 1-lb. packages, boxes 40 lbs. 0 06 1/2  
 Crystal Maize Corn—  
 1-lb. packages, boxes 40 lbs. 0 06 1/2



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



**KOLONA PURE CEYLON TEA BLACK**  
 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



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



Cases each 50 1-lb. 0 35  
 " " 50 1/2-lb. 0 35  
 " " 50 1-lb. 0 35  
 " " 120 1/2-lb. 0 36



**LUDELLA CEYLON, 1's and 1/2's PKGS.**  
 Blue Label, 1's 0 18 1/2 0 25  
 Blue Label, 1/2's 0 19 0 25  
 Orange Label, 1's and 1/2's 0 21 0 30  
 Brown Label, 1's and 1/2's 0 28 0 40  
 Brown Label, 1/2's 0 30 0 40  
 Green Label, 1's and 1/2's 0 35 0 50  
 Red Label, 1/2's 0 40 0 60

**TOBACCO.**

**THE EMPIRE TOBACCO CO., LIMITED.**  
 Smoking—Empire, 3 1/4's, 5s and 10s. 0 39  
 Royal Oak, 2 x 3, Solace, 8s 0 52  
 Something Good, 7s. 0 48  
 Chewing—Bobs, 5s and 10s 0 36  
 Currency, 13 1/2 oz. bars, spaced 9s. 0 39  
 Currency, 6s and 10s 0 39  
 Old Fox, Narrow 10s 0 40  
 Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44  
 Snowshoe, pound bars, spaced 6s. 0 44  
 Snowshoe, 2 1/4, 6s. 0 44  
 Pay roll, 6s 0 44

**WOODENWARE**

**BOEKH BROS. & COMPANY.**  
 Washboards Leader Globe 1 55  
 " Improved Globe 1 65  
 " Standard Globe 1 80  
 " Solid Back Globe 1 90  
 " Jubilee (perforated) 2 10  
 " Crown 1 45

**F.o.b. Toronto.**  
 Matches, Kodak, per case (200's) 9 boxes to packages, 40 packages to case. 3 30

**YEAST.**

Royal yeast, 3 doz. 5c.-pkgs. in case 1 00

**Mediterranean Fruits**  
**Granulated and Raw Sugars**  
**Molasses and Syrups, Glucose, Etc.**  
**Excelsior Macaroni**  
**White Castile Soap**  
**C. A. CHOUILLOU & CIE.**  
 14 Place Royale (Customs House Sq.) MONTREAL.

**COX'S GELATINE** Always Trustworthy  
 ESTABLISHED 1725.  
 Agents for Canada:  
 C. E. COLSON & SON, Montreal.  
 D. MASSON & CO., Montreal.  
 ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

**We are always glad**  
 to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.  
 MACLEAN PUB. Co., Limited  
 Montreal. Toronto.

**Soap**  
**"IMPERIAL" and "SNOW"**  
**Twin Cakes.**  
**NOW IN STORE.**  
**Perkins, Ince & Co., - Toronto.**

**CREAMERY & DAIRY**  
  
**C. P. FABIEN**  
 Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.  
 3169 Notre Dame St., MONTREAL.

**ARE YOU USING OUR**  
**Cold Blast or Jubilee Globes**  
**Aetna or Quaker Flint Chimneys?**  
 Give them a Trial.  
**THE SYDENHAM GLASS CO.,**  
 of WALLACEBURG, Limited

**SLEE, SLEE & CO.,**  
 Limited  
**Tower Bridge Brewery,**  
 LONDON, ENG.  
**FOR English Malt Vinegars.**  
**Ontario Agents**  
**John W. Bickle & Greening.**  
 HAMILTON AND TORONTO.  
 From whom Samples and Prices can be obtained.

**THE O. & A. CO., MFG.**  
 1000 ...  
 ...  
 ...

**WATER PUMP  
 AND MEASURE**

Highly commended by those who  
 know. (Ask for circular)

**WALTER WOODS & CO.,**  
 HAMILTON.

**LESS**

...  
 ...  
 ...

**CANADIAN PRESS CLIPPING BUREAU,**  
 25 ... MONTREAL, QUE.  
 Telephone 214.

  
**ASK FOR  
 MOTT'S**

**Shredded Whole  
 Wheat Biscuit**

For sale by all  
 Wholesale Grocers.

**J. HEWITT, Agent**  
 61 Front St. E., Toronto.

**BRITISH BUSINESS CHANGES.**

Firms desirous of getting into communication  
 with British manufacturers or merchants, or who  
 wish to buy British goods on the best possible  
 terms, or who are willing to become agents for  
 British manufacturers, are invited to send particu-  
 lars of their requirements for

**FREE INSERTION**  
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**"SELL'S COMMERCIAL INTELLIGENCE,"**  
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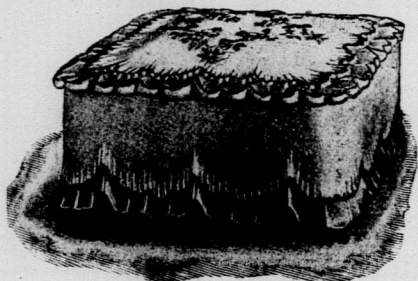
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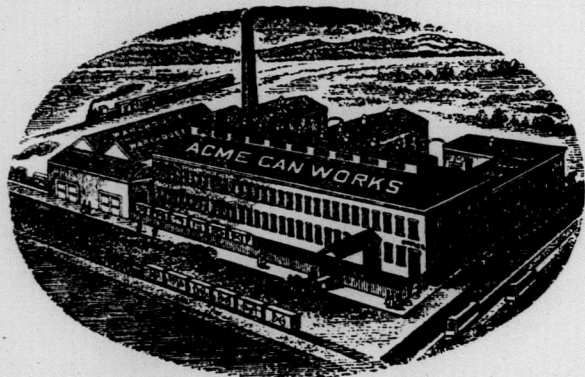
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