

**PAGES
MISSING**

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

**SELL
ONLY
THE
BEST!**

In Competition with the World
we have received the

**Highest Awards
Made . . .**

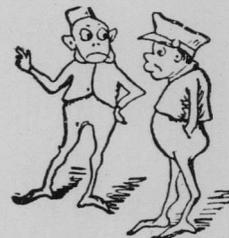
These substantiate our claim
that : : : : :

**Colman's
Mustard**

IS THE BEST IN THE WORLD

Just so with Vinegar

As with every other line the grocer handles to-day.
The quality must be first-class—there must be no doubt about it—it must
give perfect satisfaction, or the trade goes some place else. You all recognize
this fact. Now,



"Imperial" White Wine Vinegar

is the standard of quality. Manufacturers of pickles have proved this time and again, and consumers all over Canada can back up this statement.



Have you offered your customers **"Imperial" White Wine** yet? It will
mean the basis of a large and profitable vinegar business for you if you do. It
fills every requirement.

Ask your grocery traveller for it, and take no other. Price just the same as
ordinary standard vinegar.

We find this brand of Table and Dairy

SALT
rapidly increasing in favor—
WHY?
BRUSSELS

Because

1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

R. & J. RANSFORD,

Established 1868

Clinton, Ont.



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, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLYE

Established 1845.

BROOKLYN, N.Y.

ENTERPRISE on an article is a
Guarantee of QUALITY

ENTERPRISE

**FOOD
CHOPPERS**

**Four Knives
with each Machine**

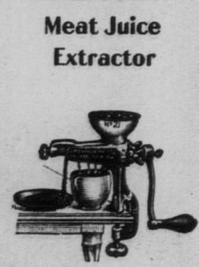
No. 100, chops 2 lbs. per minute, \$1.50
No. 300, chops 3 lbs. per minute, \$2.25

Sell every Day in Year
GUARANTEED TO CHOP RAW MEAT

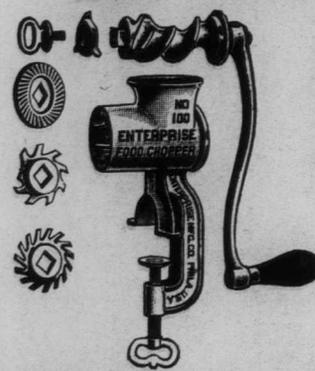
Illustrated Catalogue FREE Order through your Jobber



No. 750, \$7.50



No. 21, \$2.50



No. 1, \$7.50 doz.



No. 2½, \$4.75

New York Branch,
10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch,
105 Front Street

Codou's
French Macaroni
and Vermicelli.

The glutinous, nutty-flavored Wheat grown on the borders of the Black Sea has given a world-wide reputation to Codou's Macaroni and Vermicelli. No other wheat can possibly produce such white, tender, delicate Macaroni. Codou's is the standard and always has been. Its high quality has never been jeopardized by an inferior product. *It never will be.*

Stephens'
Malt Vinegar.

Genuine English Malt Vinegar, whose quality never varies from year to year. Brewed by the Messrs. Stephens in one of the model breweries of the world, where all the piping is of vulcanite. You won't find a brew here and there that is better or worse than the one that preceded it, because each particular brew must reach the one high standard that has made it famous. You can depend upon the quality *always*, when you buy Stephens' Malt Vinegar.

Sold by leading wholesalers everywhere.

A. P. TIPPET & CO., Agts.,

8 Place Royale,
Montreal.

23 Scott Street,
Toronto.

FRASER
GROWS
FRUIT

WRITE OR WIRE
J. D. FRASER
Leamington,

for Early Tomatoes, Cucumbers, Muskmelons,
PEACHES and Watermelons by the carload.

FLOUR MAGOR'S
DELICIOUS
PATENT
FLOUR.

The Purest Flour Made makes
Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

"ACME"
TABLE SALT

Ask your wholesale grocer for it.
Put up in 24 3-lb. cartoons in a
case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

**BURMESE LINEN
LEDGER**

That name means a lot to some men when
they are ordering their blank books because
they have used it and will accept no other.
Its strength, durability and hard, smooth
surface make it the best paper on which to
preserve valuable records.

CANADA PAPER CO., Limited
TORONTO and MONTREAL.

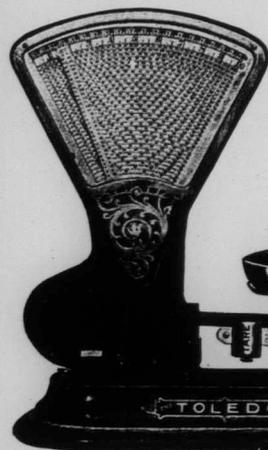
BASKETS

We make them in all shapes and
sizes. We have

*Grain and Root Baskets,
Satchel Lunch Baskets
Clothes Baskets,
Butcher Baskets,*

In fact, all kinds; besides being very neat
in appearance, they are strong and dur-
able. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.



Downweight is a Thief

Stealing Your Profits
Every Time You Use
Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, "The Scale
with Brains," is the only scale in the world that positively stops the
giving of **DOWNWEIGHT**. It is the only Automatic Computing Scale
in the world without springs. No hand operation in weighing; no prices to
set; no levers to move; no weights to lift; no poises to shift; you simply
place the article to be weighed on the scale, and the scale instantly and
automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity,
Sensitiveness, Accuracy and Rapidity of Operation.
Made in many styles and sizes for all kinds of stores.
Write to-day for illustrated catalogue.

Toledo Computing Scale Co.

DEAN & McLEOD,
Canadian Agents, HAMILTON, ONT.

The warm weather quickly tires.
Don't it make you think of HIRES'?

Beware of cheap imitations which are offered
every season to the trade.

HIRES' ROOT BEER

was the first on the market; holds first place to-
day and has never yet been equalled for quality.

Price, in lots of one gross and over per gross \$20.40

Price, in 5-gross lots and over " \$19.40

Freight Prepaid on Two Gross and Upwards.

SEND YOUR ORDER TO... **W. P. DOWNEY,** Sole Canadian Agent,
20 and 22 St. Peter Street, - MONTREAL.
Handbills, Showcards, etc., on receipt of Business Card.

Persons addressing advertisers will
kindly mention having seen their ad-
vertisement in The Canadian Grocer.

GOLD MEDAL, PARIS, 1900.

Walter Baker & Co.'s
PURE, HIGH GRADE
Cocoas and Chocolates.



TRADE-MARK.

Breakfast Cocoa.—Absol-
utely pure, delicious, nutritious,
and costs less than one cent a
cup.

Premium No. 1 Chocolate.
—The best plain chocolate in the
market for drinking and also for
making cake, icing, ice-cream,
etc.

German Sweet Chocolate.
—Good to eat and good to drink;
palatable, nutritious, and
healthful.

WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

Perkins, Ince & Co.

**Wholesale
Grocers**

FRONT STREET EAST,
Toronto.



For Sale Everywhere.

ASK FOR
MOTT'S.

SUIT THE SMOKER.

When you sell a man cigars be sure you sell him cigars that will please him so that he will buy them again and often. That's what I do. My customers buy of me year after year, in increasing quantities. That's because their customers like my cigars.

J. Bruce Payne,

Cigar Mfr.

GRANBY, QUE.

A delicacy fit for an epicure.

"Sterling" Brand Pickles

Points of
Excellence:

- Made of the best vegetables.
- Only the best vinegars used.
- Made in Canada's largest pickle factory.

Grocers should always keep this brand in stock. They are good sellers.

T. A. LYTLE & CO.

124-128 Richmond St., West, TORONTO.

A Steady Rise

MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

THE TILLSON CO., Limited, Tillsonburg, Ont.



JAPANESE TEA HOUSE GARDEN.

JAPAN T E A

has proven itself the most **beneficial** tea for the grocer to sell and the most **beneficial** for the tea drinker to buy. It is **beneficial** for the buyer on account of its unvarying high quality, which endears it to all who once try it. It is **beneficial** for the grocer because it is a highly profitable article—selling not just occasionally, but creating for itself in every community a continuous demand.

The Popularity of Japan Tea

is in a large measure attributable to its **STRENGTH** and **DELICACY OF FLAVOR**. It comes from a country where modern ideas obtain—where the soil is most adaptable to the growing of such healthy, strengthening tea.

JAPAN TEA

—HAS—

Great Pulling Power.



IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

Merit Acknowledged
Superiority Admitted.

YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
Montreal.

"IT MUST PLEASE"

in order that

IVORY GLOSS STARCH

gain the recognition necessary to make it a success. Our maxim from the beginning of its manufacture has been, "IT MUST PLEASE"—please the consumer, and thereby make it a profitable article for the retailer to handle.

The present popularity of IVORY GLOSS STARCH is altogether due to its many good qualities, recognized by all who use it.

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

WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.



"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY, FINEST QUALITY.
For Sale by all Wholesale Grocers.

MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station ; you will be glad you did so.

The Dominion Molasses Co.,
Limited
Halifax - Nova Scotia.

Summer Grocery Window Displays.

MUCH is heard of the way some grocers lose trade. But a careful observation of the business methods of those same grocers creates a still greater wonder that many more do not fall behind in their business, for many opportunities are wasted by neglecting to use the show windows to make displays. During the summer a good many grocers do nothing of importance to render their windows presentable. All that can be seen during that time of the year in a good many windows are a few boxes of goods

PILED UP IN A CARELESS WAY,

some tin cans, fly paper stuck full of flies, and lots of dirt. Others make more successful attempts at window decorating, but let the same stuff stay in their window week in and week out, until things are out of place, dirty, and not fit to be seen.

The grocer will give as his reason for neglecting the decorations of his window that goods put in it during the summer time are liable to be damaged by the flies and the sun. He will argue that the labels on cans and other packages will be dirtier and thus rendered unsalable by

THE DUST AND THE FLIES.

Tea, coffee or sugar would not be improved either by being exposed to the flies and the heat of the sun.

But something besides these mentioned above may be utilized for a window display with advantage. Anyhow, if reasonable care is taken, canned goods, if they are not left too long in the window, will not be much damaged in appearance by use in this way. Awnings should be brought into use in front of the store and this would serve to protect the goods from the sun. The store should be kept cool, and if possible the window should be such that it could be kept tightly closed. So when the window is dressed it may be shut and flies prevented from obtaining an entrance.

AVOID OVERCROWDING.

In making the display do not overcrowd the window, show one line at a time, and change the displays quite often. The window glass should be kept clean and all rough boards and framework covered.

A window thus shaded from the sun, and as far as possible kept clear of flies, will

serve to make a good display of many articles in the grocery store with little liability of damage to the goods and much advantage to the grocer in appealing to the trade of his community.

FRUIT DISPLAY.

In the summer season fruit of various kinds will always serve to make a good window display. It is a line that rapidly sells and so what the grocer has on hand is generally fresh. By being put in a window valuable space in the store is saved and much is done to attract custom. Arranged in an orderly way baskets of fruit in the window always present a good appearance and advertise themselves to the general public.

A WINDOW OF SALT.

For a summer display salt may be made to appear with advantage in the window. The arrangement is simple. Make a background of white cheesecloth. In the foreground, in the centre of the window place a large box on the floor, covered with colored cheesecloth, on which some appropriate motto may be printed. On top of the box build salt sacks in pyramid style and cover the floor with loose salt. Sacks of flour may also be arranged in a window in much the same way.

A WINDOW OF CANNED GOODS.

A nice show window of canned goods may be arranged in this way. Take a number of cases of salmon, peas or corn, and knock off one side of the case. Pile the boxes in a row the length of the window at some little distance from the glass, with the open sides outward showing the cans packed therein. Let the pile be about three cases high, and on the top of each case pile some cans in the shape of a pyramid.

A WINDOW OF SOAP.

To make a soap window, a good plan is to build a castle of soap. No framework is required, as the structure can be built with common long bars of soap. Build a tower at each end, one a little larger than the other, leaving spaces for windows and a door, and between the towers build a wall, not quite so high as the towers, in which also make four or five windows. Battlements can be formed by means of smaller bars of soap, and on one of the towers a Union Jack may be placed on a small staff.

Ground spice may be used for the floor and a pathway of block sugar may be formed leading from the door in the tower.

CROPS IN NEW ONTARIO.

IN speaking of the New Ontario crop The Fort William Journal says: "From all parts of the district expressions of satisfaction can be heard. The farms in close proximity to the two towns have never looked better. Those on the Dason road, Arthur's, Heyder's and Wilson's, have tremendous grain crops, and the outlook for oats never was more pleasing. The hay crop has been gathered, and, owing to the splendid conditions during the spring, it is the heaviest for years. Barley, wheat and oats are all heading out nicely, and the yield per acre of these grains will be a surprise to the many who believe that there are no farming lands in New Ontario. On Arthur's farm it is estimated that the barley yield will be 80 bush. to the acre.

"If the present weather conditions prevail Mr. Tonkin will reap a harvest which will astonish old Ontario, as, at the lowest, it is estimated that the yield will be 100 bush. to the acre. The soil in this part of Canada seems specially adapted to the growth of barley, and it is not speaking beyond possibilities when we say that this part of New Ontario will be the greatest barley district in Canada. The burley grows to a height averaging 3 ft., and the heads are large and well filled.

"Mr. Baxter's farm, which has just been cleared in New Illinois Township, yielded 40 tons of hay on 12 acres.

"The farmers of New Ontario are prospering, as is evidenced by the signs of progress going on. Farm houses and out-buildings of a permanent character are being erected, and on all farms the most improved farming implements are in use. Next season a large area will be cleared and ready for the plow.

"Mr. Burriss has made arrangements with the settlers for special samples of grain and hay for the eastern exhibitions. In all there will be 900 samples—300 from State River, 200 from Olive, 100 from Whitefish, 100 from Ox Drift and 200 from Rainy River.

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **CAKES** WELL KNOWN AND RELIABLE. **IN TINS** GUARANTEED TO THE TRADE



DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

E. J. McCLINCHEY, general merchant, Bruce Mines, Ont., has assigned to James Glenville, Thessalon.

F. G. Roy, general merchant, Scotstown, Que., has assigned.

R. N. McFeil, grocer, Sydney, N.S., has suspended payment.

J. W. Cole, grocer, Vancouver, has assigned to Albert G. Perry.

George H. Burkett, general merchant, Bridgewater, N.S., has assigned.

A. D. M. Bertrand, general merchant, St. Raymond, Que., has assigned.

A statement of the affairs of J. A. Lomme, St. John, Que., is being prepared.

Yan, War & Co., merchants, Quesnel, B.C., have assigned to James Reid.

A sheriff is in possession of the premises of Charles E. Spiddell, Rossland, B.C.

Oscar Nadon, general merchant, St. Rose, Que., has assigned to H. Lamarre.

Moise Dore, grain and wood merchant, Montreal, has assigned to A. Desmarreau.

A demand of assignment has been made on John H. Sutton, trader, Ahuntsic, Que.

A demand of assignment has been made on Ravid St. Pierre, grocer, Fraserville, Que.

The premises of R. Legendre, grocer, Montreal, are closed and an inventory is being made.

Lambert Salvas & Co., general merchants, St. Francois Du Lac, have assigned to Lamarch & Benoit.

The creditors of A. D. M. Bertrand, general merchant, St. Raymond, Que., will hold a meeting to appoint a curator on August 29.

PARTNERSHIPS FORMED AND DISSOLVED.

Pilon Frere, grocers, Montreal, have dissolved.

C. Renaud & Frere, grain and hay merchants, have dissolved.

Notter & Walker, grocers, Toronto, have dissolved; Notter continues.

Daoust & Frere, general merchants, Masson, Que., have dissolved.

Lamontague & Fournier, general merchants, St. Charles, Bellechasse, Que., have registered a dissolution of partnership.

SALES MADE AND PENDING.

W. A. Sillic, grocer and dry goods merchant, Teeswater, Ont., is selling out.

Wm. Redpath, saw and grist mill, Logan's Tannery, N.S., has sold out.

The stock of Mrs. Frost, grocer, Necum Teuch, N.S., is to be sold by auction.

The assets of A. H. Pare, general merchant, Pont de Maskinonge, Que., are to be sold.

James Williamson, general merchant, Ballyduff, Ont., is advertising his business for sale.

The stock of the estate of R. A. Lawrence, general merchant, Wetaskwin, N.W.T., is advertised for sale on August 28.

The stock of The Runions, Carsons, McKee Co. departmental store, London, is advertised to be sold by auction on August 26.

CHANGES.

C. Renaud & Frere, traders, Montreal, have registered.

The Union Jack Cigar Factory, Montreal, have registered.

Wm. Fawcett & Son, grocers, have registered at Montreal.

M. Hay & Cie, commission merchants, Montreal, have registered.

J. P. McCann, grocer, Toronto, is out of business and has left the place.

The Montreal Jobbing Co., general merchants, Montreal, have registered.

D. T. Munroe, fruiterer, etc., Phoenix, B.C., is succeeded by Alvin Alinstrom.

E. Cass & Co., grocers, Moose Jaw, N.W.T., have sold out to T.J.M. Cammon.

Theo. F. Brisson, general merchant, Buckingham, Que., is retiring from business.

Joel A. Broadwell, general merchant,

Crofton, B.C., is to be succeeded by Taylor, Smith & Co., on September 1.

Harry Whitehead is successor to the late Ruth V Reid, general merchant, Elmsdale, N.S.

Rogers & Co., general merchants, Canington, Ont., have sold out to John M. Kinstry.

Bedard & Laroche, barbers and cigar dealers, St. Hyacinthe, Que., have registered.

The stock of J. T. Piper, tobacconist, Quebec, has been sold at 84c. on the dollar to Mr. Piper, sr.

Wodlinger & Caminetzky, general merchants, Rosthern, N.W.T., are succeeded by M. Caminetzky.

DEATHS.

Kenneth Macpherson, general merchant, Cardinal, Ont., is dead.

Jos. Pineau, husband of the proprietress and general manager of Jos. Pineau & Co., general merchants, Bic, Que., is dead.

CANADIAN CHEESE IN CHINA.

Mr. Wright, of The MacLaren "Imperial" Cheese Co., has received a post card from a Toronto friend who is now travelling in the East, which reads as follows:

Port Arthur, July 25, 1902.

In Russian territory only four grocers speak English. Quite a happy surprise to find 24 stores out of the 29 stores here have MacLaren's "Imperial" cheese and the Russians say they like it. Port Arthur is the Russian Gibraltar—30,000 soldiers here now.

MR. WEBSTER'S DUTIES.

Captain R. Valentine Webster, Colombo, Ceylon, who, through his frequent visits to Canada in the interests of Ceylon tea, is so well known to the wholesale grocery trade here, is in South Africa as financial adviser for land settlement. In a letter to The Times, of Ceylon, he says: "We are hard at work dividing the land into suitable farms and completing arrangements for placing settlers. To-morrow I start up north to inspect land for settlers. It is quite cold here now, as we are having our winter."

EMPIRE TEA

RED TAPE TEA

The above are the best packed Teas in the market to-day. They pay the retailer a good profit and he has to carry no big stock.

A shipment of CEYLON YOUNG HYSONS just to hand

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, **Hamilton**

BUZZZIP

They stick, don't they! And they'll bite, won't they!

WILSON'S FLY PADS will kill every one in the place. _____

THE BEST GROCERS SELL THEM.

Archdale Wilson - - - Hamilton.

We start the ball rolling by having in store

"YORK" Brand

NEW SEASON

PEEL

Finest quality at low prices.

LEMON,	-	in Boxes and Tins.
ORANGE,	-	in Boxes and Tins.
CITRON,	-	in Boxes and Tins.

James Turner & Co., Hamilton

CROWN BLEND CEYLON.

Sales increasing every week.
No better Package Tea in the market.

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

CANADIAN FRUITS AND FRUIT GROWERS

THE papers read at the convention of the Pomological and Fruit Growing Society at Aylmer, Que., on August 14, were of the most entertaining nature, as well as very practical.

In the first paper, G. Renaud, gardener at the Trappist Monastery at Oka, Que., dealt with the culture of the pear in Quebec Province. He thought that the Flemish Beauty was most suited to that district. The trees, however, should be well sheltered and cared for. Discussing this subject, Robert Hamilton recommended some of the Russian pears. These could be successfully grafted, and by judicious handling could be improved. Close planting, he said, was the cause of the spread of the blight. It was stated that the grafting of tender varieties on hardy stocks would be successful here, but too much should not be risked on it.

"Plums" was the subject of W. W. Dunlop, of Outremont, whose paper, in his absence, was read by R. W. Shepard, president of The Ottawa River Navigation Co. The paper stated that although plums were not grown as much as apples on Montreal Island, yet there was a good demand for them. The trouble was in producing

them at a sufficiently low price. In order to grow the tree from the seed, stones from ripe fruit should be used. They could be tested by pacing them in water; those that floated should be rejected. The stones should be planted about 3 inches apart in soil 1 inch deep. The sprouts should be transplanted after a year's growth. Grafting should be done in spring or fall when the sap was not running. The trees should be examined frequently to prevent black knot, curculis and such like diseases. Among the plums that were thought best for the Province of Quebec were: Cheny, Bixby, Hawkeye, Egleber, German Prune, Glass, Gneii, Bradshaw, Bline, Claude Bavay and Yellow Eye. A committee was appointed to give names to those plums now known as Nos. 52, 53, 54 and 60.

The meeting then devoted its attention to cherries, and Mr. Brodie, of Montreal, exhibited several fine varieties of Russian fruit which he had grown. A new dwarf cherry, Koslob Morello, was recommended as a cherry tree that could be planted alternately with apple trees without interfering with the latter.

W. M. Pattison, of Clarlenceville, spoke of pruning. He contended that pruning of bushes, trees and vines was a necessity, if fine fruit was to be produced. Pruning

should be done either late in winter or early in spring, whenever the sap was dormant. In the evening, Professor W. F. Macoun, of the Central Experimental Farm, at Ottawa, spoke on fruits for the home market, a subject on which he is certainly well informed. He recommended as the best apples for the Ottawa district: Yellow Transparent apples for summer and early fall; Duchess of Oldenburg for the fall; Wealthy, Alexander and McIntosh Reds for early winter, and Wolf River, Scott's Winter, Canada Red, Golden Russets and a new variety, Milwaukee, for winter. As for plums, he thought Cheny, Bixby, Silas Wilson, Bouncer, Hawkeye and Stoddard would be best. The strawberries recommended were Custer, Glen Mary, Bubach, Greenville, Bisel, Mele, Sample and Lovett.

Dr. Fletcher, of the Central Experimental Farm, told how to exterminate insects that were injurious to fruit, or reducing the damage they caused. He also showed how to get rid of certain weeds with which farmers were troubled.

W. B. Whyte, of Ottawa, spoke of floriculture, referring to the annuals that could be grown without using a hotbed.

In the discussion of grapes, Mr. Pattison said that, having had experience with more than 100 varieties, he had concluded that

ALL KINDS OF

CHEESE

Whose advertisement is this?

QUOTATIONS ON APPLICATION.

OUR TRAVELLERS CAN INTEREST YOU IN

RIO COFFEE

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

36 Yonge St., Toronto.

the Popular Champion was the most satisfactory.

Peaches were spoken of briefly, it being stated that their culture had proven successful in the Eastern Townships.

On the following day, several of the members of the society visited the Central Experimental Farm, where they were shown about the place and entertained at luncheon. Messrs. Pattison and Macaulay and Dr. Wood spoke highly of the work done by the Farm, Dr. Fletcher and Professor Macoun replying.

PETERBORO' RETAIL CLERKS.

A meeting of the retail clerks of Peterboro', Ont., was held on August 11. About 40 of the clerks of the town were present.

Organizer John Flett was present and delivered an able address, dwelling upon the benefits to be derived by being organized.

The following officers were elected :

President—R. J. Begley.
Secretary—R. K. Brown.

Money was subscribed for a charter, which will arrive in the course of 10 days.

Donald McLeod, of D. McLeod & Son, general merchants, Dunvegan, N.S., is dead, and their Broad Cove branch store is burned.

A REORGANIZED FIRM.

A BUSINESS change of considerable interest to retail merchants and manufacturers was concluded recently, whereby The Union Petroleum Co. of Canada, Limited, took over the business of The Atlantic Refining Co., importers and dealers in illuminating and lubricating oils, with headquarters at Toronto. The new firm is incorporated with ample capital for the carrying-on of such a business and with the following well-known business gentleman at the head of affairs: President, A. E. Lewis; vice-president, A. C. Woodman; secretary-treasurer, F. M. VanZant. The company is affiliated with The Union Petroleum Co., of Philadelphia, who are the largest independent dealers in lubricating products, etc., in the United States. They own and control the output of two large refineries, having a combined capacity of 30,000 bbls. per month.

The new company have retained the old trade marks of their predecessors, which have become so well and favorably known throughout Canada. An old reliable is that of "Pennoline," which is absolutely the best grade of illuminating oil imported into Canada, and which is enjoying an increased sale daily. Their lubricating oils are also becoming more and more popular. Still

another familiar seller is "Elastic Carbon Paint," easily a leader in its line. The firm have branches at Winnipeg, Manitoba, Vancouver, B.C., and St. John, N.B., and report a very prosperous season. They will be pleased to keep in touch with all old friends of the Atlantic Company as well as to meet new ones. Samples and prices will be cheerfully furnished at any time.

GEORGIAN BAY APPLE CROP.

J. G. Mitchell, director of the Fruit Experimental Station at Clarksburg, in the Georgian Bay district, says: "Since last report the fruit situation has been somewhat changed. Apples are still showing well, and promise an abundant yield. So far the fruit is holding on well the dropping being no more than necessary. We have been particularly free from insect enemies, but apple scab is now showing signs of development, and may cause considerable damage should wet weather continue very much longer. All things considered, there are prospects of more than an average crop.

KNOWN FROM COAST TO COAST.

Merchants and manufacturers with foresight never pass by United Factories' goods to buy inferior qualities. All the largest and best dealers in Canada know Cane's Newmarket pails and tubs. Enormous sales prove that prices are as right as quality.



NEW GOODS COMING IN

We are now taking orders for New Season's make of

UPTON'S

Strawberry and Raspberry Jam, etc.

THE PROVISION TRADE.

Canada's Exports of Provisions—The Markets—Miscellaneous Notes.

CANADA'S EXPORTS OF PROVISIONS.

OUR export bacon trade seems to more than hold its own. Last year we sent abroad \$12,163,505 worth, an increase of \$666,025 compared with the preceding 12 months. Great Britain is by long odds the largest consumer of Canadian bacon. Last year we sold the Mother Country \$12,119,342 worth, \$660,000 more than 1901. The United States bought from us \$42,599 worth, an increase of \$5,881. In the matter of hams we did not do so well, our export last year aggregating \$241,485, or \$44,000 below that of the previous year. Our butter exports show an increase of \$2,311,000, the total for 1902 being \$5,667,150, and for 1901, \$3,355,197. Great Britain took \$5,465,495; the United States, \$41,554; Newfoundland, \$47,066, and other countries, \$113,035. Our sales of cheese abroad were rather disappointing last year. The value of our exports was \$19,870,072, a decrease of \$1,250,000 compared with the preceding 12 months. The Canadian hen continues to give handsome returns. Our exports of eggs last year reached the sum of \$1,736,141, being an increase of \$43,845. The purchasers were Great Britain, \$1,691,024; United States \$36,663; other countries, \$6,454. In shipments of poultry, too, Canada did well, the total being valued at \$238,175, or \$96,653 better than in 1901. Nearly all our poultry went to Great Britain, only \$7,612 being shipped to the United States and \$14,000 to other countries.

A NEW COLD STORAGE PLANT.

Always keenly alive to the importance of keeping the trade throughout the country well posted as to the development of the large market centres and the facilities afforded for the proper handling of perishable goods, a representative of THE CANADIAN GROCER this week visited the large establishment of D. Gunn, Bros. & Co., situated on Front street east, in the heart of the produce section of Toronto.

Established in 1873, at the present location, their business as pork packers, commission merchants and dealers in all kinds of produce has grown until they now occupy four large warehouses, 74, 76, 78 and 80 Front street east. The feature of their business which specially interested our representative was the large mechanical

cold-storage plant recently installed by the Linde Co., a two-storey addition having been built in order to provide room for this plant, which includes an area of 50,000 cubic feet of cold air space. The system of brine circulation is in use, each room being controlled by four sets of pipes, by which they can be regulated and kept at any required temperature, according to the class of goods stored in them.

Eggs, butter, cheese and poultry are the principal commodities stored by this firm. For the last named they have a large room especially fitted up, in which poultry can be carried should the weather be unfavorable, pending an improvement in the market. This is at the disposal of, and will be appreciated by their large clientele of shippers. Having a plant of the large capacity indicated above, they are enabled to place cold-storage space at the disposal of country shippers and others, who can rely upon their goods being handled and carried according to the most up-to-date methods.

In their extensive export trade, D. Gunn, Bros. & Co. are enabled to assist in the building up of a favorable reputation in the British market for Canadian produce by placing the goods on that market in prime condition, through the medium of this cold storage, together with the facilities afforded by refrigerator cars and refrigerated space on steamers. Not only does their export business benefit by the cold storage; their large increasing city trade is evidence that the city appreciates good service and goods in first-class condition.

LIVE STOCK COMING IN.

A despatch from Winnipeg says: Several large herds of stock are now being taken into Western Canada. Among them are Cresswell & Day's bunch of 10,000 2-year-old heifers from New Mexico and the Broom Cattle Co.'s bunch of 4,500 from Southern Colorado.

TO PASTURE IN CANADA.

C. W. Merchant, J. H. Parramere, and R. G. Anderson, of Abilene, and Capt. Willingham, of McMillan, prominent Texan stockmen, have arrived at Dallas en route to Canada, where they will engage a range for next season. Heretofore, Texas cowmen have been sending cattle to the Dakotas and the Wyoming country, but next spring

they will try the experiment of using a Canadian range, as they expect in Canada to meet with less disturbance from public authorities. — National Provisioner, New York.

LIVE STOCK IN ONTARIO.

The following interesting statistics of farm live stock in Ontario on July 1, 1902, have been prepared by the Department of Agriculture:

Horses: Working horses, 393,307; breeding mares, 93,425; unbroken horses, 139,374; total, 626,106, as against 620,343 in 1901.

Cattle: Milch cows, 1,010,746; store cattle, 458,834; other cattle, 1,093,004; total, 2,562,584, as against 2,507,620 in 1901.

Sheep: Over one year, 915,217; under one year, 800,296; total, 1,715,513, compared with 1,761,799 in 1901.

Hogs: Over one year, 238,992; under one year, 1,445,643; total, 1,684,635, as compared with 1,491,885 in 1901, and 1,771,641 in 1900.

Poultry: Turkeys, 732,359; geese, 332,781; ducks, 397,333; other fowls, 8,300,335, total, 9,762,808, against 9,755,286 in 1901.

The number of live stock sold or slaughtered in the year ending June 30, 1902, were as follows: Horses, 54,538; cattle, 673,544; sheep, 732,994; hogs, 1,991,906; poultry, 3,674,198.

The wool clip of 1902 was 5,690,673 lb.

The number of colonies of bees is 202,529.

THE SHORTAGE OF PIGS.

That the spring pig crop was small admits of no doubt. That stock hogs will be costly is a natural sequence.

The average feeder, and this exempts the big operator, is disinclined to feed unless he has hogs to follow his cattle. Whether he will be prepared to pay stiff prices for both feeders and stock hogs is open to speculation. If corn sells at a good round price he may be tempted to dispose of it and take a season off.

Should any considerable proportion of the multitude of small feeders follow this policy those who keep everlastingly at it will reap a rich reward. The experience of the past year justifies this prediction. It looks as

Are you selling 

REGISTERED
Bow Park
BRAND

Cream Cheese?

Just the thing this hot weather. It sells fast. Send us your order or ask your wholesaler.

The Brantford Packing Co.
LIMITED
BRANTFORD, ONT.

When you have any

BUTTER OR EGGS

to offer, write or wire us.
We are buyers.

The J. A. McLean Produce Co., Limited
75-77 Colborne Street
Telephone Main 2491.  **Toronto.**

HAMS

that are good hams.

If you have not had a shipment of

Three Star Hams

we solicit a trial order for them. Unequalled for the family that stays at home or goes to the summer cottage. Just the thing for camp or excursion. A little higher in price, but worth it.

F. W. FEARMAN CO.
(Limited)
HAMILTON, ONT.

Long Clear Bacon.

Your trade demands the best quality obtainable. **WE HAVE IT.** Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application

The Park, Blackwell Co.,
PORK PACKERS, LIMITED.
TORONTO, ONT.

though the man who keeps on feeding will get the money.—Chicago Live Stock World.

THE PROVISION MARKETS.

TORONTO.

Dressed hogs are dull and unchanged. Trade in beef is quiet and the prices of hind quarters have declined 50c. per 100 lb. Live hogs are firm and the receipts thereof are limited. Veal and lambs are slow. Quotations are as follows: Dressed hogs, \$9.50 to \$10; beef carcasses, \$7 to \$8.00 per 100 lb.; hind quarters, \$8.50 to \$9.50 per 100 lb.; front quarters, \$4.50 to \$5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 8 to 9c. Select live hogs are worth \$7.25 to \$7.37½, and fat and lights, \$7 per 100 lb. Choice export cattle are worth \$5.75 to \$6.25 per 100 lb., and lights, \$5 to \$5.75.

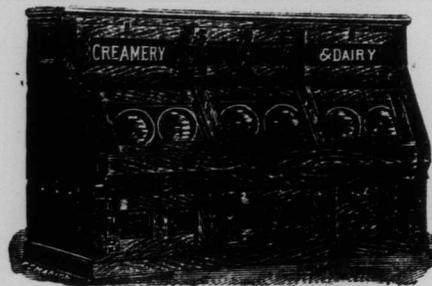
The demand for smoked and pickled meats continues good. Lard is steady and in fair demand. Quotations follow: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, \$21.50; short cut, \$23.50 to \$24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10¼c.; plate beef, \$15 per 100 lb.

MONTREAL.

A decrease in the price of Jones' pork is to be noted, it being 25c. per bbl. lower. It is now quoted at \$24.50. Pure lard has fallen ¼c. per lb. Trade in lard and smoked meats is fairly active, a particularly good demand obtaining for lard. Trade in fresh killed abattoir dressed hogs is fair at prices ranging from \$9.50 to \$10 per 100 lb. We quote: Pure Canadian lard, \$2.37½ to \$2.40 per pail. Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20 lb. tin pails, ¼c.; 20 lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, \$1.80 to \$1.90 per pail; Cottolene, 11¼c. for 20 lb. pails, and 11⅝c. for 60 lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, \$24.50 to \$25.00; Canadian short cut clear pork, \$23.50 to \$25.00; American short cut clear pork, \$24 to \$24.50; American fat back, \$24.50 to \$25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, \$14.50 to \$15.00 per bbl.

WINNIPEG.

BEEF—There is a good trade doing, but prices are unchanged from last week, the best city dressed bringing 7 to 7½c.



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.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

**Coronation Blend
Ceylon-Indo Tea**

A handsome decorated canister (100-lb. capacity) free with introductory orders.

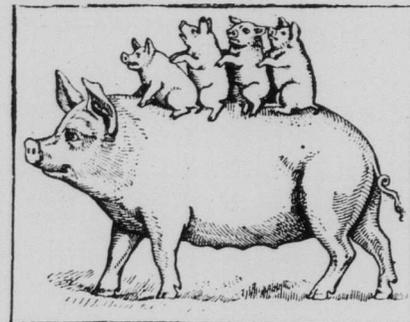
WARREN BROS. & CO.

TORONTO.

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

**Absolutely
Pure**

Lard



Is indispensable in the kitchen, therefore an absolute necessity on the Grocer's shelves.

We Guarantee Our Lard to be Absolutely Pure

*Lard in Tierces, in 50-lb. Tub, in 20-lb. Pails,
in 5-lb. Tins, in 3-lb. Tins.*

A trial order will convince you of its high quality and purity.

All first-class Grocers and Provision dealers should handle the

**"L. & S." and
"Imperial"**

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

Long Clear Bacon.

New cured, free from rust, light or medium weights.
Write or wire us for quotations in case or car lots.

Fowler's Canadian Company, Limited

HAMILTON.

MUTTON—A fair demand at 8c.; lambs, 12½c.

DRESSED HOGS—A very fair demand at 9c.

CURED MEATS—The demand is exceptionally good, especially for carlots, and prices are very firm. There is rather more difference between certain lines of cured meats than is usual. Hams, 14½c.; shoulders, 11c.; breakfast bacon, bellies, 15¼c.; breakfast bacon (backs), 14c.; short spiced rolls, 11¼c.; long spiced rolls, 12¼c.; dry salt long clear bacon, 12c.; dry salt backs, 12½c.

PROVISION NOTES.

J. Brire & Co., butchers, Montreal, have registered.

E. E. Dore & Cie, butchers, etc., St. Louis De Mile End, Que., have registered.

Coulter & Carter, butchers, Grand View Man., have dissolved.

H. Townsend, has started business as butcher at Milestone, N.W.T.

John Mathers, liquor dealer and butcher, Toronto, is advertising his butcher business for sale.

The members of the local union of butchers of Vancouver, with their friends, had a barbecue and dance on the green lawns of North Vancouver on Wednesday, August 6.

A VISITOR FROM HALIBURTON.

Mr. H. H. Clarke, general merchant, Haliburton, Ont., was in Toronto on Tuesday on pleasure bent. He reported business good and the crops in a satisfactory condition. There was a slight frost in the neighborhood of Haliburton last week, but it did no damage.

DEATH OF MR. W. ECKARDT.

Mr. William Eckardt, J.P., father of H. P. Eckardt, the well-known wholesale grocer of Toronto, died on August 17 at his residence, 740 Spadina avenue, Toronto. Deceased was one of the pioneers of York County. He was born in 1824 at Unionville, and his father, the late Godlip Eckardt, was born there about a century ago. The grandfather, Philip Eckardt, was one of the earliest settlers in Markham, having moved to that township from the Genesee Valley, New York State, in 1792. He is survived by his widow, formerly Miss Sarah Harrington, of Richmond Hill, whom he married in 1861. He also leaves four sons, A. J. H. and H. P. Eckardt, Toronto, and Ross and Alonzo Eckardt, Dawson, Y.T., and two daughters, Mrs. E. Y. Eaton and Miss Winifred Eckardt, Toronto.

Printing by Mail.

We pay special attention to orders received by mail, giving them prompt and careful treatment.

1,000 Good White Business Envelopes, \$1.00, any printing. Dodgers, \$1.00 per M.; Noteheads, Statements, Billheads, \$1.50 per M.; Letterheads, \$2.00 per M.

WEESE & CO., Jobbers,
51 Yonge St., TORONTO.



WELFORD BROS.,

LONDON, ONT.

MANUFACTURERS OF

Brooms AND Whisks

ROPE, LEATHER AND WEB Halters

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction.

UNION LABEL on all our Brooms.

Sample orders of six dozen or more sent to any address, freight prepaid. Write for Price List.

Our Travellers

After two weeks holidays are on the war-path again, and it will pay you to wait for them as they are carrying samples of various lines which show exceptional values.

They are also quoting low prices on New Pack Canned Goods for Fall delivery, and prospects look as though it would pay you to buy *now*.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS, GUELPH, ONT.

Window Trimmers and Merchants



Get a practical knowledge of Sign, Show-card and Ticket Lettering, Gold and Silver Lettering, Broz-ing, Ornamenting

Frosting Glass, Mixing Paints, how to lay out cards, Embellishments, and in fact all information that should be known by the professional card writer from our Book of Instructions, which gives the accumulated experience of a lifetime in the business. It's a teacher of the Art perfected by method, and so explicit that even boys can teach themselves in a short time. Thirty-four illustrated sign-writers' model Alphabets and Figures are included in our Book. This great teacher and money-saver will be mailed, postpaid, for \$1.00.

W. EDWARDS, Box 315, Carleton Place, Ont.



It is acknowledged that in Baking Soda in packages the standard both as to quantity and quality is

DWIGHT'S "COW BRAND."

Dealers and consumers both acknowledge this fact.

JOHN DWIGHT & CO.

34 Yonge Street,

TORONTO, ONT.

UNION PETROLEUM Co.

OF CANADA, Limited

IMPORTERS OF

HIGH-GRADE

OILS

ILLUMINATING OILS

PENNOLINE—The best illuminating oil imported into Canada.

CHEAPER BRANDS:

CRYSTAL SPRAY—
W. W. American Oil.

SILVER LIGHT—Prime White Oil.

LILY WHITE—Canadian Oil.

We handle only the best American products.

A Sample barrel will convince. Try us.

LUBRICATING OILS

**CYLINDER OILS
ENGINE OILS
MACHINE OILS
CASTOR OILS
GREASES
BOILER COMPOUNDS**

We can DUPLICATE any oil made.
The kind that makes the WHEELS
GO ROUND.

SPECIALTIES

ELASTIC CARBON PAINT—

The best paint on the market. WILL NOT RUST, crack or blister. Good profit in it too.

PURE TURPENTINE

LINSEED OIL

**SAMPLES AND PRICES
CHEERFULLY FURNISHED**

SUCCESSORS TO

The Atlantic Refining Co.

HEAD OFFICE:

COR. FRONT AND SCOTT STS.

TORONTO

Branch Offices: ST. JOHN, N.B., WINNIPEG, MAN., VANCOUVER, B.C.

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MAKES PICKLES . . .

Look better—taste better—keep better—adds quality and flavor to everything where first class Vinegar can be used.

“IMPERIAL”

Our traveller will ask but a minute of your time to look at his samples. It will pay you handsomely.

wins the confidence of the housewife and pickle manufacturer. Will increase your Vinegar trade and profits.



THE EBY, BLAIN CO., LIMITED
WHOLESALE GROCERS TORONTO.

TRADE CHAT.

T. J. McCAMMON, late of McCammon & McPherson, leaves on Tuesday for Moosejaw, where he has purchased the business of E. Glass & Co. Mr. McCammon has been in the city for the past five years, having been first with M. DesBrisay, and later, when the business changed hands, with the new firm of Hunter & Co. When Kirkpatrick & Wilson sold out he and T. S. McPherson purchased the business with which he has been connected since. He was well known socially and in business and will be greatly missed by his many friends here.—News, Nelson, B.C.

Jones Bros., grocers, of Ninga, Man., have purchased the stock of Hocy & Robertson of that place and will henceforth carry on a general store.

Mr. Russell, of Elora, has purchased the general store of J. A. Hunter, of Durham. Mr. Hunter has secured a lucrative position in Minneapolis.

The manufacturing plant of The Pond Mills Cheese Factory, of Pond Mills, Ont., owned by The Thames Cheese Company, was destroyed by fire on August 13. The insurance will probably cover the loss.

A company has been formed in St. John's, Nfld., for manufacturing soap, stove and boot polish, laundry blue, and other such articles. The capital is \$50,000. Machinery has been purchased and building will be started at once.

On Thursday, the 14th inst., at the residence of the bride's parents, 71 Langley avenue, Toronto, Thos. Ross, of The Hudson's Bay Co., Winnipeg, and Miss Mary, second daughter of Mr. and Mrs. Sutton, were united in marriage by the Rev. J. McP. Scott.

The fourth annual picnic of the Hespeler Merchants' Association was held on Thursday, August 14 at Idylwild Park. The star event of the afternoon was the baseball match between two

teams captained respectively by C. M. Schultz and S. H. Northcott. The Schultzites won out by 16 to 15.

Messrs. Finkle and Ackerman, of Belleville, have purchased the large new evaporator at Bowmanville, from R. J. Graham. Mr. Finkle has been manager of Mr. Graham's evaporating business at Belleville and other places for the past twelve years, and Mr. Ackerman has been bookkeeper and office manager for Mr. Graham for eight years. With the capacity of from 700 to 1,000 bushels per day at their evaporator they are in a position to take everything that comes.

APPLES IN OWEN SOUND.

In Owen Sound steps have been taken in connection with the proper marketing of the apple crop. It has been decided that Owen Sound should have at a convenient location an apple-packing warehouse, capable of storing at least 10,000 barrels of fruit, with sufficient space to admit of a thorough sorting of varieties and conditions. The building must be frost proof and conveniently located for shipping purposes. Within the past fortnight developments have been rapid, and The Owen Sound Fruit Packing Company, Limited, has been incorporated to meet the demand. A charter has been secured with a capital stock of \$25,000, which has been fully subscribed. The officers are W. P. Telford, president; J. S. Rinch, vice-president; S. J. Parker, secretary-treasurer; Adam Brown, general manager. A site has been acquired at the northwest corner of Water and Canning streets. The building will be constructed of Portland cement and have hollow walls. It will have a length of 110 feet with a width of 50 feet, and have two storeys. At present there is an evaporating plant on the lot, but this will be a convenience, for considerable unmarketable fruit can be easily transferred to the evaporators.

TRINIDAD SUGAR INDUSTRY.

UNDER date of July 11, 1902, United States Consul Alvin Smith transmits an excerpt from a statement by the Attorney-General, in regard to the sugar industry in Trinidad and the necessity for legislative action, which reads:

"The following figures were not, by any means, taken at random. The net loss per ton of sugar sustained by planters in the colony during the last crop was £2 14s. (\$12.65), on the basis of sugar at 13s. 9d. (\$3.65). There were 60,000 tons of sugar exported, which meant a loss of £160,000 (\$778,640). The Secretary of State had intimated his intention to assist them by putting at the disposal of the Government a sum estimated at £41,000 (\$199,527), to be applied in such a manner as the Government might think expedient. It was proposed to appropriate that sum in two ways—in the main, to refund to the planters the amount which could be calculated to have been paid by way of immigration tax during the last two years. It was at first proposed to give assistance by installments of 1s. (24.3 cents) per acre per month. That proposition had been withdrawn and another substituted, under which perceptible amounts could be advanced. The extent to which any employment of the funds of the colony would be at present sanctioned was £50,000 (\$243,325). Any advance made out of this sum should be by way of loan, and should be a first charge on all estates to which the advances were made. A further condition was that the credit of the colony should not be used to provide funds for the planters, except it were proven to the satisfaction of the Government that such planters were unable to obtain the necessary funds for the cultivation of their crops from any other source whatever. Therefore, the conditions as to loans would apply to a comparatively small proportion of the estates of the colony, many of the owners of estates being in a position to carry on the industry if they felt sufficient confidence in its future."

In Business To Make Money?

The grocer who sells pure, white, dry, crystalline Windsor Salt is absolutely sure of satisfying the man or woman who buys it. **Satisfaction is a pearl of great price,** but you can't measure it in dollars and cents, because you can't sell it. Since "Windsor Salt" and "satisfaction" mean exactly the same thing, you sell a pearl of great price when you sell Windsor Salt.

If you are in business to make money there is no safer way to do it than to sell the best of its kind in staple goods—Salt is one of the staples. **Windsor Salt is best by test!**

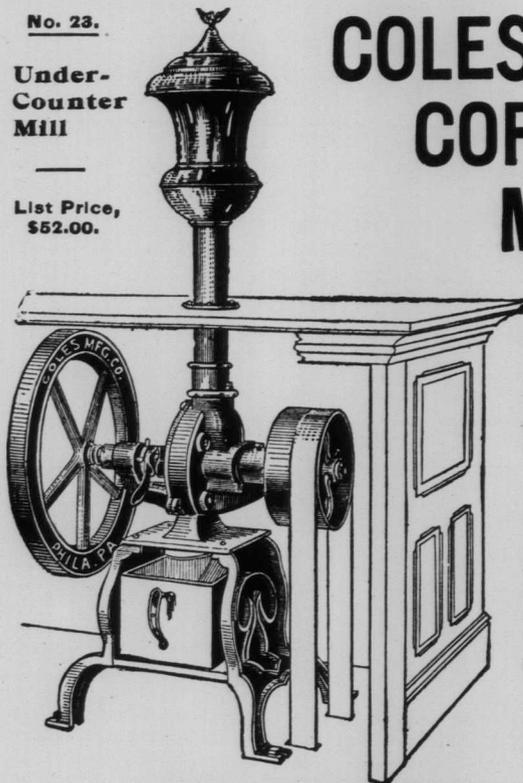
Windsor Salt Will Help!

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

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Coff-
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Every Coles
Coffee Mill has a
Breaker that
breaks the Coffee
before it enters the
grinders, thus re-
ducing wear of
grinders.

**A GREAT
LABOR-SAVER.**

**Our Grinders
wear longest.**

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
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**COLES MANUFACTURING CO., PHILADELPHIA,
PENN'A.**



Your Customers

say that it is a fact that

Paterson's Camp Coffee Essence

is the acme of Coffee perfection.
This means sales.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.

THE CANADIAN GROCER

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

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

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PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

WEST-INDIAN SUGAR.

CONDITIONS among the sugar planters of the West-Indian Islands are such as to give rise to considerable uneasiness, not only to the inhabitants of the Islands themselves, but likewise to statesmen in London. The population of many of the Islands is almost entirely dependent on the sugar industry, and, were that industry to be seriously affected in any way as is at present, it becomes a problem what to do with the laborers on the plantations and those dependent on them.

Men of the Little Englander variety, like Mr. Labouchere, would be perfectly willing to see the difficulty removed by handing over the Islands to the United States, but this feeling is only entertained by a few. Sir Edward Grey voices the opinion of the majority of Englishmen when he adduces gratitude as a good reason for not deserting the Islands in their need. From no part of her colonial domains, he explains, has Great Britain drawn so much capital and given so little in return as from the West-

Indian Islands. Consequently, at this time, she should not grudge supporting her West-Indian dependencies which have done so much for her.

This broader and more modern view has characterized the actions of those who have been striving of late years to help the West-Indian Islands. The Royal Commission which visited the Islands in 1896, under the chairmanship of Sir Edward Grey, discovered the evil at the bottom of the depression, and since then the Colonial Office has been bestirring itself to remedy it. It was in the operation of the European sugar bounties that Sir Edward Grey's Commission found the cause of all the trouble. These bounties, by means of which the beet-sugar industries of European countries were fostered, acted in a most detrimental manner to the cane-sugar industries of the Indies, and plunged them into the present state of depression.

The British Government immediately took up the cause of the Indian planters, and represented to the European governments the true state of affairs. As a result, a few months ago, a convention was signed at Brussels, by which the sugar-growing countries of Europe decided to abandon the bounty system in September, 1903.

But this was not enough. Pecuniary assistance from the British Government was requisite to tide over the present depression. In the words of The London Times: "There has been a serious danger that the delay in coming into operation of the convention and its benefits might mean a cessation of work on the sugar estates so widespread as to make their revival difficult and their total abandonment by no means outside the bounds of possibility. This result, nullifying a boon which, as the Colonial Secretary himself declared in substance, we ought to have secured for our West-Indian possessions long before, will now, we may reasonably believe, be averted by a timely measure of assistance which the Government is prepared to give to the sugar producers.

The measure of assistance voted to the Islands was £250,000. This was recently put through the House of Commons with little opposition and by a majority of two to one. It is to be hoped that by means of this expenditure, carefully handled, the

planters will be able to keep going, at least until the abolition of the bounties gives greater relief.

STICK TO TRUTH.

IT IS not a wise thing for business men or anyone else to evade truth. Truth is the foundation of the State and of business, as well as of the Church. It is, therefore, a good thing for every sphere of action.

The freedom of business, the freedom of politics and the freedom of conscience which we enjoy to-day are born of the courage of the man who held truth to be something for which it was worthy to contend.

To evade truth often appears the easiest way in which to surmount difficulties. But the employment of such methods, while they may appear to surmount difficulties, undermines character. And he whose character is undermined has about as much chance of succeeding in life as a pricked bubble has of maintaining its comeliness.

Truth is the backbone of the courageous; falsehood is the refuge of the coward.

SMALLER PACKAGES FOR FRUITS.

THE chief of the fruit division of the Department of Agriculture at Ottawa, who is in England investigating the market there for Canadian fruit, reports that one of the objections retailers have is with the manner in which our fruits are packed. Barrels, they say, are too large, except for the very coarsest fruits, and smaller packages should be used.

This statement is backed up by Mr. Alex. MacLaren, M.P., who has just returned from England. In an interview with Mr. MacLaren, he said that although he was much struck with the progress made by Canadian goods on that market, we were still not alive to all our opportunities. More care should be taken in the packing of goods, particularly fruits. To obtain the best price for them in England, fruits should be put up in finer style and in smaller packages than our shippers have been sending. The importer was not so much affected; it was the retailer who found fruits in barrels altogether too inconvenient. And, as regards the more perishable varieties, no opportunity was afforded to keep the fruit cool in barrels.

It is to be hoped the representations of these gentlemen will be fruitful in good results.

THE CANNED SALMON PACK.

SINCE our last issue quite a change has taken place in the canned salmon situation as far as the new pack is concerned. The heavy run on the Fraser of two weeks ago suddenly fell off the beginning of last week, and so far we have heard of no improvement.

Up to the time the run of salmon eased off the pack on the Fraser was estimated at 250,000 to 300,000 cases, while up to the same time a year ago the quantity was about 450,000 cases. The total pack on the Fraser River last season was 990,252 cases.

On the northern rivers of British Columbia the pack this season, as pointed out last week, is satisfactory. According to official figures furnished by the managers of the northern canneries the pack there, up to two weeks ago, was 230,000 cases.

Based on this estimate the total pack in British Columbia up to a week or 10 days ago would have been approximately 500,000 cases. For the whole of last season the pack was 1,200,000 cases. In 1900 the pack was 585,413 cases, and in 1899, 732,437 cases.

The pack on the Fraser river up to August 14 was as follows: Scottish-Canadian, 9,369 cases; Phoenix, 8,500 cases; Terra Nova, 4,200 cases; Richmond, 3,543 cases; Dinsmore, 3,800 cases; Cleeve, 3,000 cases; St. Mungo, 5,000 cases; Wellington, 4,400 cases; Anglo-American, 4,000 cases; Star, 11,000 cases; Beaver, 4,663 cases; Gulf of Georgia, 11,960 cases; English Bay, 5,260 cases; Celtic, 2,000 cases.

The northern pack is given as follows:

Naas River—Naas Harbor, 11,000; Mill Bay, 10,000.

Skeena River—Standard, 10,000; A. B. C. Packing Co., 34,000; Wallace Bros., 14,000; Peter Herman, 9,000; Cunningham, 16,000; Aberdeen, 15,000; Carlyle, 10,000.

Princess Royal, 3,500; Lowe Inlet, 5,000; Bella Coola, 2,700; Namu, 4,000; Kinisquit, 7,000.

Rivers Inlet—Wadhams, 18,500; Brunswick, 14,000; Wannuck, 9,300; R.I.C., 15,000; Good Hope, 12,000.

Alert Bay, 2,000, mostly humpbacks,

and Skidegate and Dempster's have about 3,000 apiece.

The pack on the United States coast is also short, being only about 300,000 cases, compared with 1,105,000 cases last year.

On account of the probable light pack the Canadian canneries are advancing their prices. Rivers Inlet sockeye has been fixed at \$4.40; Fraser and Skeena at \$4.85, and Clipper at \$4.40. These prices are f.o.b. the Coast.

One prominent interest in New York gives the following interesting data concerning the situation last year: "In 1901 the English market was badly overloaded, prices depressed accordingly; this year the English market is bare and prices exceedingly strong; 1901 world's pack, 5,100,000 cases; this year's estimated pack, 3,500,000; practically not a case of last year's pack left in first hands, and with a sure shortage of 1,500,000 cases, and the price of meat higher to day than a year ago, which largely aids an increased consumption of salmon, is it not fair to assume that prices must do better as the consumption of salmon increased from the 1900 pack to the 1901 pack 2,000,000 cases? Price on Alaska red salmon will do better."

DYED CATSUP AGAIN.

THE subject of food adulteration has again been brought to public attention in Montreal by the city analyst. A few weeks ago a report was given in this paper of the investigations being made into the bright red catsups which all grocers handle, in which it was discovered that aniline was used to produce the color. The experiments were continued, and now Analyst Hersey has sent to the Montreal Board of Health an exhaustive report on the subject. This, however, will not be made public until after it has been brought before the Board of Health.

Out of 20 samples of catsups sold in the city, 18 were found to be adulterated, although labelled "home made." Aniline was used for coloring purposes, and salicylic and benzoic acids as preservatives. It is but fair to say that out of these 20 samples, 14 were catsups manufactured in the United States.

The acids used were not in sufficient quantity to poison a consumer, but, according to Dr. Laberge, medical health officer, enough was contained in the catsups to endanger public health to some extent. In the experiments conducted by Mr. Hersey, the adulterated catsups were found to dye silk handkerchiefs a variety of shades, from pink to a salmon color, according to the quantity of dye used in them, while real home-made catsups left little or no color. It is also stated that in the factories where such catsups are made the workmen have at different times shown symptoms of poisoning, and eruptions of the skin resulted from contact with clothing colored by the catsups. Dr. Laberge declares that if the acid had this much effect on the body, it would have so much more in the stomach. The action of the Board of Health is awaited with interest, as, if the case is sufficiently strong, it may result in the seizure of all such makes of catsups.

Other goods are being examined as well; among them, pickles. It is claimed that in some makes of pickles the very bright green tint is produced by some substance injurious to the health. It is certainly not the natural color of the pickle that we see in all bottles, although a perfectly harmless dye may be used to produce the desired color.

The publicity that will be given to such goods by the publication of Mr. Hersey's report will certainly have a reactionary effect on sales, and the trade should make careful distinctions in buying them.

HONEY CROP UNSATISFACTORY.

According to an item published in a recent issue of The Montreal Star, containing advices from San Francisco concerning the honey crop on the Coast, the outlook is very gloomy. It is predicted that the crop will be the smallest in years. A well-informed buyer, recently returned from Southern California, states that there will not be 50 carloads in that section. The cause is attributed to damp fogs and shrivelled-up sage blossoms. The article goes on to say that the bee men are holding what stock they have for high prices. At present they are asking 5c. for dark, 5½c. for dark amber, 5¼c. for light amber and 5½c. for white. Comb will be especially scarce, the price now being 12 to 13c. in Montreal in a jobbing way.

A REVOLUTIONIZING TREATY.

ALL of the thirteen articles comprising the British-Chinese Commercial Treaty, which has recently been arranged between Sir James MacKay, special commissioner, representing the British Government, and the Chinese authorities, have been adopted with the exception of Article 8. This article was of so far-reaching a nature, and its provisions were so unexpected by the Foreign Office in London, that no preparation was made for the possibility of its acceptance on the part of the Chinese. Hence, as it involves existant treaties, a short delay has been occasioned until the necessary legislation can remove all obstacles to its proper working.

Article 8 practically opens up China to the British or to any other trader who may follow the British lead. To understand how this very desirable result has been brought about, it will be necessary to recall two things. In the first place, until the time of the Japanese War, the Peking administration regarded all standing armies and military preparations as a nuisance and relegated the care of such details to the Viceroy of the several Provinces. These Viceroys possessed almost Imperial power over their districts, and, because the pay from Peking was small, they had recourse to taxes of all kinds to raise funds. Chief and most profitable among the taxes was the "likin" or internal transit duty, which was imposed on all goods going in or out of the district. By raising this "likin" to an exorbitant amount whenever foreigners were concerned, the Viceroys kept European traders out of their dominions.

The necessity for a standing army, which has been felt in China ever since the crushing defeats inflicted by Japan, has occasioned a change in the attitude of the central Government towards the Viceroys. This change has likewise been accentuated by the recent invasion of the powers, which has clearly demonstrated to the Chinese that if they are to keep their empire from being divided up among the European powers they must give foreigners free access to the country.

Sir William MacKay has shown the Viceroys an expedient to surmount their difficulty. While removing the "likin"

on all but a few articles and placing all Customs control in the hands of the maritime officials, he suggests the imposition of a surtax over and above the existing Chinese Imperial tariff, which will in some measure repay the satraps for their losses. This feature requires the sanction of the British Government before it can come into effect, but its adoption will be so beneficial that there seems no question but that it will be approved.

The effect of this reform can scarcely be realized. Hitherto China, which has stood out as a huge terra incognita, swarming with a vast population and big with commercial possibilities, has thwarted all efforts made by foreign nations to secure access to her innermost regions. If only this treaty receives honest treatment on the part of the Peking statesmen, there can be no question that Great Britain will find another and a greater India in China. There is much hope expressed that the duplicity which has hitherto marked all Chinese diplomatic relations will be absent in this case. The Chinaman who has been prominent in negotiating the treaty, and who is known to be a straightforward character, has just been appointed High Commissioner of Trade for the Chinese Empire. In this it is believed a happy augury is to be found.

While the agreement is made primarily with Great Britain, there has been no attempt made to exclude other nations. Any nation, whatever, is left at perfect liberty to march through the door thus so conveniently thrown open by the British Commissioner.

THE BUTTER SITUATION.

THE market for butter in Toronto is weak at 15c. for dairy of selected quality in tubs and 18½ to 19c. for creamery solids. The production this summer is heavy, and there has been heavy buying by merchants in the expectation of a large demand from the Old Country. This has resulted in an accumulation of stock on the local market, and as there has been no export demand recently of any account exporters now are not so eager to buy what is at present being offered in this line. The outlook on the English market is

not too bright for the exporter of Canadian dairy butter. The home make there has been large; Ireland reports an extensive production of butter this season, and their continue to be large arrivals of cheap Russian creamery which, while it is of better quality than the product of the Canadian dairy, can be sold at lower prices than our exporters can lay the Canadian commodity down in England for.

Advices from the United States say the make has been large and that there is a large accumulation of stock there of both dairy and cheap creamery. Shipments from that country are commencing to be made to England from New York on the basis of 18 to 19c. for creamery and 15 to 16c. for dairy. It is said that speculation over there has been extensive, and that cold-storage accommodation there is well taken up.

INDIAN, CEYLON AND JAPAN TEAS.

From Home and Colonial Mail.

THE British Consul at Yokohama, while admitting that the Japan tea trade is contracting in volume owing to the falling-off of the export to the United States and Canada, is not content to record that fact, but ventures on a little prophecy about the future of Indian and Ceylon teas in the United States, although he does not explain how he arrives at his conclusions. He says: "The fact cannot be denied that the Japan tea trade is gradually contracting in volume, the annual export to the United States and Canada having fallen off by some 10,000,000 lb. during the last 10 years. The shrinkage has been more marked since the imposition of the tea tax in the United States, which has seriously interfered with the trade, as the American consumer, accustomed as he has been for many years to look upon tea as an economical beverage, has not taken kindly to an increase of nearly 50 per cent. in the cost, and the tea dealers and grocers are carrying smaller stocks both on this account and also owing to the prospective contingency of the tax being removed at no distant date." The consul then goes on to say: "The competition from Indian and Ceylon teas has not proved as dangerous as was expected last year. The efforts made by these growers have not met with much success in the United States, and it is now doubtful if they will ever make any serious inroads into the trade. In Canada, however, the Japan tea trade is certainly suffering from the competition of these teas, and it is probable that, except in the lower grades of Japanese, used chiefly for mixing purposes, the Ceylon product will eventually supplant the Japanese growths." It remains to be seen whether the consul is right about the future of Indian and Ceylon teas in America, for they do not know everything down in Yokohama.

THE CANADIAN MANUFACTURERS' ASSOCIATION.

A SKETCH OF THE ANNUAL CONVENTION.

LAST Tuesday morning I was in St. John, where I received a telegram from my firm in Toronto (they are importers) to take a flying trip to Halifax to see one of our customers. Like a true business soldier, I obeyed the order nonchalantly. Much to my disgust, I found my customer out of town, and I was beginning to regard my side trip as a disappointment. But it wasn't. Falling in with one of the visiting manufacturers (and to be on the winning side I must needs fall in with them, for they had taken possession of the town) I wandered over to the Legislative Council Chamber in Nova Scotia's old Parliament buildings to attend the opening function of The Canadian Manufacturers' Association convention. In many respects it was like all receptions, warm in welcome and appreciation. But when at the conclusion President Munro read his address, which had, as its component parts, patriotism and practical ideas for the advancement of Canadian industry, I thought to myself here I am in a notable gathering, and I began to thank the fates or whoever it was that translated the spirit of my customer's grandmother to another world and had called him out of town to attend the obsequies. It was then I discovered what brought those 150 leading business men from British Columbia, Manitoba, Ontario and Quebec down to the Maritime Provinces to meet their fellow manufacturers. It was then I saw that the interests of Canadians are identical, if they are made so in conference. It was then I saw that this was more than a "red parlor" meeting called to devise ways and means to satisfy the greed of our "most insatiate" industrial class. Everything was open, except one secret meeting. Curiosity led me into that under false pretences, and the only question in regard to the convention I have not satisfactorily answered is—why was that meeting secret? Every word uttered was permeated with Canadian public spirit, and I am sure that the people of Canada would have appreciated the courtesy, and would have remained satisfied had they been informed of the process of reasoning taken by the manufacturers to arrive at their tariff conclusions, and of the means adopted to accomplish their ends in this direction.

"No, never have I come out of a more inspiring series of meetings and I regard my visit to Halifax as one of infinite blessing. I am a better man for myself, for my

firm and for my country." That is a bona fide opinion expressed by a commercial traveller at the conclusion of the convention.

A GIGANTIC TASK.

The Canadian Manufacturers' Association (incorporated) is setting itself to a gigantic task and it will need all the strength that it can muster to accomplish that task successfully from the fact that it is the largest manufacturers' association in the world. Primarily, of course, it is organized to protect the manufacturing industries of the country, to conserve the Canadian market for Canadian woollens and Canadian capital, to secure proper legislation and squelch improper legislation affecting our manufacturing or trade interests; and, in a word, to properly direct our commercial Government. It aims to present the views of all Canadian manufacturers in a harmonious form. There are all sorts of opinions and politics in the organization, but at the meetings Canadianism rules and any resolution that is passed has been adjudged according to the best interests of the country.

But the Association has not contented itself with passing resolutions, nor is that the major duty of the annual meeting, which is mostly concerned with receiving the reports of the committees that have been actively engaged during the year and to decide on the line of work for the ensuing year. At the head office, beside the Executive Council, which meets monthly, there are the Tariff, the Commercial Intelligence, the Reception and Membership, the Industrial Canada, the Parliamentary, the Exhibition, and the Railway and Transportation Committees. There are branches of the Association in Toronto, Montreal, Nova Scotia, Winnipeg and Vancouver with special executives at each centre to concern themselves with local affairs and to bring suggestions before the Executive Council. There are sections of the different trades to guard the interests of each trade. And yet consolidation has only commenced. The work has gone on actively during the past year and the reports brought in all told of "accomplishment," evincing earnestness and energy, but it would seem that the more the Association does, the more it wants to do. Perhaps one of the most convincing proofs of its positive usefulness was the recent telegram from the Postmaster-General to the Secretary of the Association informing him that the Ministers

in England were arranging for a direct line of steamers with South Africa and asking him when he could fill the first boat. But of the detailed work of the Association we shall speak later. Meanwhile that is sufficient to justify 150 of our leading business men in going all the way to Halifax to attend this meeting. Those who registered were as follows:

THOSE WHO WERE THERE.

W. P. Gundy, W. J. Gage Co., Limited, Toronto; Knox Henry, Surprise Spring Bed Co., Montreal; G. F. Cleveland, J. L. Goodhue & Co., Danville, Que.; J. H. Pettit, The Delaney & Pettit Co., Toronto; F. B. Fetherstonhaugh, Fetherstonhaugh & Co., Toronto; W. A. Strowger, Canadian Cereal Co., Limited, Toronto; Harry Murton, Canadian Cereal Co., Limited, Toronto; H. L. Frost, Frost Wire Fence Co., Limited, Welland; A. Rutherford, Wm. Rutherford & Sons Co., Montreal; O. L. Cranfield, A. E. Long & Co., Toronto; Walter H. Laurie, Laurie Engine Co., Montreal; Wm. A. Desbarats, Desbarats & Co., Montreal; H. G. Nicholls, Canadian General Electric Co. and Canada Foundry Co., Toronto; B. T. Campbell, Standard Photo Engraving Co., Montreal; John Bolton, Standard Photo Engraving Co., Montreal; William Smaill, Canada Horse Nail Co., Montreal; Edgar Macdougall, John McDougall & Co., Montreal; Geo. D. Forbes, The R. Forbes Co., Limited, Hespeler Ont.; A. B. Pickett, Jas. Acton Publishing Co., Limited, Toronto; W. L. Fisher, Emerson & Fisher, St. John, N.B.; A. H. Baird, The Paris Wincey Mills Co., Paris, Ont.; J. H. Smallman, Canada Chemical Manufacturing Co., London; E. Caufield, Canadian Motor Co., Toronto; P. McMichael, Dominion Radiator Co., Toronto; John Keefe, James Robertson Co., Limited, St. John, N.B.; Joseph Wright, The Bennett & Wright Co., Limited, Toronto; James Hedley, The Monetary Times Publishing Co., Toronto; Reg. Scarfe, Scarf Varnish Co., Brantford; Wm. McMaster, Montreal Rolling Mills Co., Montreal, W. S. Kerry, Kerry, Watson & Co., Montreal; J. M. Atkinson, London Drug Co., London; A. McArthur, Alex. McArthur & Co., Montreal; H. W. Petrie, H. W. Petrie Machinery Co., Toronto; A. MacKinlay, A. & M. MacKinlay, Halifax; Frank Dawson, E. D. Dawson & Sons, Bridgewater; Frank T. Shutt, Ottawa; M. G. DeWolfe, Kentville, N.S.; Henry Barber, Toronto; Chas. Townsend, Toronto; J. F. Shatford, Imperial Oil Co., Limited; T. A. Hollinrake, A. R. Williams Machinery Co., Toronto; M. P. Longard, Longard Bros., Halifax, Alfred Dickie; B. Rosamond, Almonte, Ont.; N. Curry, Rhodes, Curry & Co., Amherst, N.S.; J. E. DeWolfe, McAlpine Publishing Co., Halifax; Mr. Allan, Benallack Lithographing Co., Montreal; Joseph Allen, British American Dyeing Co., Montreal; J. R. Shaw, Canada Furniture Manufacturers, Limited, Toronto; John A. Pearson, Trent; James Cumming, Cumming Milling Co., Lyn; A. E. Peters, Record Foundry and Machine Co., Moncton, N.B.; E. G. Henderson, Canadian Salt Co., Limited, Windsor, Ont.; B. G. Rhodin, The Canadian Electric Chemical Co., Sault Ste. Marie; John Ransford, Salt Works, Goderich and Clinton,

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Ont.; J. W. Scott, Morris, Field & Rogers Co., Listowel, Ont.; W. L. Goodwin, School of Mining, Kingston, Ont.; A. E. Collas, Collas & Whitman Co., Limited, Halifax, N.S.; Chas. D. McAlpine, McAlpine Peel Co., Limited; O. Taylor, H. Lamontague & Co., Montreal; J. W. de Vere Stevens, Halifax, N.S.; William Onley, Oxford Manufacturing Co., Oxford; H. F. Barker, Office Specialty Manufacturing Co., Toronto; F. Sanford, woodenware, Fenelon Falls; C. Wm. Candee, The Gutta Percha and Rubber Manufacturing Co., Toronto; A. J. Davis, Halifax; W. R. Pringle, Rolland Paper Co., Montreal; Geo. H. Dobson, Silicate Brick Co., North Sydney; C. C. McNeill, Oxford Foundry and Machine Co., Oxford, N.S.; W. Fred. McLaren, D. K. McLaren, Montreal; A. O. Sanderson, Paterson Manufacturing Co., Montreal and Toronto; F. J. Howell, Howell Lithographic Co., Hamilton; Andrew Gunn, D. Gunn Bros. & Co., Toronto; A. S. Rogers, Queen City Oil Co., Toronto; Robt. Kilgour, Trent River Co., Frankford; H. L. Hewson, Oxford Manufacturing Co., Limited, Oxford, N.S.; James Fyfe, Montreal; Joseph Fortier, Montreal; W. K. George, Standard Silver Co., Toronto; D. W. Robb, Robb Engineering Co., Limited, Amherst; C. H. Waterous, Waterous Engine Co., Brantford, Ont.; Geo. E. Drummond, Drummond, McCall & Co., Montreal; F. Braidwood, Canada Jute Co., Montreal; T. A. Russell, Canada Cycle and Motor Co., Toronto; Geo. H. Hees, Geo. H. Hees, Son & Co., Toronto; S. H. Chapman, Ontario Wind-Engine and Pump Co., Toronto; H. Cockshutt, Cockshutt Plow Co., Brantford; Jas. Maxwell, D. Maxwell & Sons, St. Marys; Henry Miles, Leeming, Miles & Co., Montreal, and Morden Manufacturing Co., Gananoque; Edward Goodwill, The Thos. Davidson Manufacturing Co., Montreal; Geo. R. Prouse, Montreal; E. B. Eddy, E. B. Eddy Co., Hull, Que.; Geo. Esplin, G. & J. Esplin, Montreal; J. H. McKeown, Moses Parker Foundry, Montreal; J. M. Sparrow, The Imperial Varnish and Oil Co., Toronto; J. O. Thorn, Metallic Roofing Co., Toronto; T. L. Moffatt, Jr., The Moffatt Stove Co., Weston, Ont.; R. Kerr, The Kerr Engine Co., Limited, Walkerville, Ont.; R. H. Trees, Walkerville Iron Co., Walkerville, Ont.; Joseph R. Henderson, Henderson & Potts, Halifax; Jno. W. Taylor, A. R. Woodyatt & Co., Guelph, Ont.; T. C. Stewart, Imperial Publishing Co., Halifax; T. M. Cutler, Acadia Sugar Refining Co., Limited; Jos. N. Wolfe; Wm. A. Marsh, The Wm. A. Marsh Co., Limited, Quebec, P.Q.; W. D. Pride, The Amherst Boot and Shoe Co., Limited, Amherst; J. Ward Black, Amherst Foundry Co.; C. O. Brown, D. F. Brown Paper Box Co., St. John, N.B.; J. A. Christie, Christie Bros & Co., Limited, Amherst, N.S.; H. Murton, W. Murton Split Pea manufacturing, Guelph, Ont.; J. M. Fortier, J. M. Fortier, Limited, Montreal; W. K. McNaught, American Watch Case Co., Toronto; Geo. W. Sadler, Sadler & Howarth, Montreal; Robert Munro, Canada Paint Co., Montreal; C. A. Vaudry, J. Arthur Paquet, Quebec; W. E. Brough, Canada Carriage Co., Brockville; M. Polson, The Wm. Gray & Sons Co., Limited, New Glasgow; C. M. Crockett, Longard Bros., Halifax; John Underwood, Bailey, Underwood Co., New Glasgow; J. H. Wilson, The John Ritchie Co., Toronto; T. M. Meredith, American Chandelier Co., Toronto; James Munro, Munro Wire Works Co., New Glasgow; A. C. Craig, Firstbrook Box Co., Toronto; Wm. B. Taylor, The Robert Taylor Co., Halifax, N.S.; Wm. Levis, The Robert Taylor Co., Halifax, N.S.; Wm. Clayton, Clayton & Sons, Halifax, N.S.; J. J. McGill, Montreal; Wm. Watson, Canada Sugar Refining Co., Montreal; Geo. M. Taylor, Vancouver Engine Works,

Vancouver, B.C.; Chas. Frosst, Chas. Frosst & Co. Montreal; C. M. Wilcox, Toronto Carpet Manufacturing Co., Toronto.

Many of the members were accompanied by their wives, and there was a fair sprinkling of sons and daughters.

Entertainment was not the main desideratum of the travellers, yet they took all that was "coming" and, indeed, in Halifax the Association was compelled to alter its programme of sessions to allow the good people of that city to give full vent to their feelings of hospitality. The first group that was formed gathered to the number of 60 in Toronto on August 9, and took the boat for Montreal where they arrived at 6 o'clock Sunday. Here they were met by a delegation of Montreal manufacturers and escorted to the Windsor Hotel. Later in

At eight o'clock the special was boarded again at Point Levis and at six o'clock on Tuesday the manufacturers pulled into Halifax, after having been joined along the route by quotas of Maritime confreres. In the evening the delegates were presented with tickets to a high-class military tournament, while the Programme Committee held themselves away to devise ways and means to crowd 48 hours of entertainment, planned by the Halifax people, and 48 hours of business mapped out before leaving Toronto into the allotted period of two days. As a consequence, the manufacturers were in session all the next day, and the first day's business was concluded in time to allow the delegates to attend the band concert tendered in their honor in Halifax's beautiful gardens. On the next afternoon a delight-



Halifax, where the Manufacturers met.

the evening the party was added to by the Montreal members and at 11.30 p.m. a special train carrying 150 passengers pulled out of Bonaventure station. Monday was spent in Quebec at the invitation of the manufacturers of the fortress city. Mr. Geo. E. Amyot, of the Dominion Corset Manufacturing Co., had organized a pleasant excursion and the Quebec manufacturers provided a most sumptuous luncheon at the Kent House, Montmorenci Falls. About 250 sat down to the tables which were spread in front of the hotel. Toasts were proposed to the King, the guests, the Quebec manufacturers and the press, bringing out several volleys of rattling good speeches.

ful excursion on the harbor was squeezed in. In the evening the banquet was held in the spacious dining-rooms of the Halifax Hotel, and immediately following, at 3 a.m., the special was again taken to Sydney to view the steel works. The town entertained to an excursion on the harbor in the early evening, and at 9 o'clock the return trip was begun. Many dropped off at Truro to go through the Annapolis Valley, others left the train at Moncton for St. John, while a small party continued on to Montreal, reaching there Sunday and Toronto Monday morning. So delightful was the trip that the idea has been well received that the Association should have a three-weeks' excursion out to the Pacific Coast next year,

provided that the annual meeting is not held in Winnipeg, and it is said that on account of limited hotel accommodation the manufacturers will not be able to go to Winnipeg.

Why should the manufacturers go on an excursion? The pleasure is great, to be sure, and the pleasure of intercourse greater, but that is not sufficient to justify it. It is rather the inspiration bubbling forth from the convention that produces the resultant feeling of satisfaction. It does one good to talk of Canada; it breeds confidence. If this year's convention did nothing else than popularize the term "Made in Canada" among the delegates and emphasize the need of their buying Canadian goods, of their showing practical patriotism, it will have done good. And missionary work was done outside the Association in this connection. John Taylor, of Guelph, late of The Dominion Radiator Co., without whom no Canadian Manufacturers' Association can hold convention hereafter, tells a good story in this connection. On the boat at Sydney a newspaper boy stowed himself away, and, after seeing himself at a safe distance from the wharf, began to prosecute his business among the delegates. He fell upon Mr. Taylor, who, being an up-to-date business man, conceived the bold plan of buying him out and forming a "skindicate." He ordered the boy to distribute all the papers free of charge, which was done, and then the "newsy" got his money. Whereupon he immediately proceeded to gather up the papers again and resell them to Mr. Taylor. To maintain his "skindicate," of course he had to buy them, and to pay for them he handed the boy a Yankee silver piece. The boy looked at it contemptuously.

"That ain't no good. That ain't made in Canada."

THE TARIFF QUESTION.

Perhaps this talk about buying only Canadian-made goods was started by some ultra Canadian who noticed that the cars the party rode in were made in Dayton, Ohio, that the blankets that covered them by night and the silverware that fed them by day were made on the other side, and that even the matches provided to light the "imported" cigars were "made in Belgium." Mr. Munro's passionate appeal to popularize Canadian goods was also well received.

"There are needs which cannot yet be filled by Canadian manufacturers, but," he said, "the range is narrowing. We are finding out day by day that the range of possible Canadian industries is ever widening. Let us therefore unite our people from sea to sea in the patriotic sentiment to give 'Canadian-made' the first call,

"We are importing every year upwards of \$100,000,000 worth of manufactured goods. May we not in the new fiscal year reduce this by at least one-eighth?"

"The purchase of 5c. more of Canadian and 5c. less of imported products by every Canadian every week for a year would accomplish this. Let us stand together for one year and try.

"Every Canadian is a partner in the financial affairs of our Dominion, and is a partaker, therefore, in all her gains. Let us devise liberal things in promoting this movement, and all our people will be partakers with us in the benefit."

Certain it was that there were many bold resolutions made by the manufacturers themselves to use only Canadian-made goods wherever possible.

The manufacturers are doing all they can to the securing of the Canadian market for domestic factory products. It is a laudable aim, although not everybody approves of all the means the Association wishes adopted to attain the object. High duties in themselves are not desirable, but as a means to a desirable end they may perhaps be found a good expedient. In the resolution passed at the convention, the manufacturers left no doubt as to where they stood on this matter. They believe in adequate protection to home industry, and the Government will be asked to make a general revision of the tariff to transfer as much work as possible from United States and Continental to Canadian workshops.

Strong speeches were made on this subject by many of the manufacturers in attendance, chiefly Geo. E. Drummond, T. A. Russell, "Senator" Kloepfer, James Maxwell, H. Cockshutt and several others.

The late president, Mr. Munro, a man of moderate views, also referred to the need of a higher tariff in his presidential address in unmistakable terms. In fact, the tariff brought out as spirited a debate as was heard during the convention, and when the Hon. Mr. Tarte declared himself for a "strong Canadian policy," and when R. L. Borden expressed his conviction that to the British Empire a factory in Canada was just as valuable as a factory in Yorkshire, they were cheered to the echo.

The manufacturers received great encouragement in their search for a higher tariff at Ottawa last session, and this is likely to induce them to press with redoubled vigor this coming winter. The Hon. Mr. Longley, in his banquet speech, prophesied the day when the present Government would be an advocate of a high tariff, and Mr. Borden's opposition would be decrying the "bloated monopolists." Time works miracles. It may be well to add the resolu-

tion as passed by the Association. It was as follows:

Resolved, that in the opinion of this Association, the changed conditions which now obtain in Canada demand the immediate and thorough revision of the tariff upon lines which will more effectually transfer to the workshops of the Dominion the manufacture of many of the goods which we now import from other countries.

That in any such revision the interests of all sections of the community, whether of mining, fishing, agriculture or manufacturing, should be fully considered with a view not only to the preservation, but to the further development of all these great national industries.

That while such tariff shall be primarily framed for Canadian interests, it should, nevertheless, give a substantial preference to the Mother Country and also to any other part of the British Empire with which reciprocal preferential trade can be arranged to our mutual advantage, recognizing always that under any conditions the minimum tariff must afford adequate protection to all Canadian producers.

It will be noticed that the Association declared itself on the preferential tariff. An attempt was made to separate the preference clause from the protective clause, but it was felt that the Association should show that the two ideas can be combined. The first and foremost principle laid down was protection to home industry. No tariff can be wholesome without providing for that. Then we should raise a wall against foreign nations as they do against us, and give the difference to Great Britain. But it was also pointed out that in granting a preference to Great Britain or the colonies we should get something in return. The Association feels that the Empire and its parts will profit by mutual trade, but it is not satisfied that Canada should make all the sacrifice necessary for the establishment. We should look for cooperation in the other colonies, and the manufacturers believe we will not look in vain.

President Munro dwelt forcibly on the possibilities of intercolonial trade. He said: "Now in regard to our exports to other British colonies, it is well to fully understand the point at which we have arrived. We were informed recently that our share of the West-Indian trade is about 5 per cent., and you have realized something of the room there is for improvement. But when we return to Australia we find an external trade nearly double that of Canada, and Canada's share is not 5 per cent., nor 1 per cent., but about one-third of 1 per cent. Looking toward South Africa and taking the figures for Cape Colony alone, the imports for 1900 (exclusive of Government imports) are set down at \$80,000,000, Canada's share being represented by a fraction so small as to be scarcely visible.

"Of course, we must make allowance for shipments of Canadian goods via United

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States ports being entered as United States goods, but even then the truth is abundantly plain that we are woefully out of touch with our possessions in other lands, and they are equally out of touch with us, for their exports to us are even less than our exports to them."

Intercolonial trade is growing, however, and the Manufacturers' Association is doing much to encourage it. It has sent its delegates to the West Indies, and decided at the convention to send a man to South Africa. It has correspondents and agents in the different colonies and several foreign countries, and these gentlemen are doing good work in placing Canadian goods on those markets. The Trade Index is going out in large numbers to advertise Canadian industrialism, and direct lines of steamers are being inaugurated at the pressure of the manufacturers. It only rests with the individual manufacturers to follow up the advantage. The pointer they have given the Government, that the Canadian agents should be practical and competent business men, is in good season. It is said that some agents in the West Indies cannot be located.

But this matter of intercolonial trade was a digression from the tariff attitude of the Association, about which there is another word to be said. It must be noticed that the manufacturers are considering not only themselves in this matter; they are also considering the agricultural classes. They feel that the fact that the balance of trade in agricultural products against us with the United States is upwards of \$18,000,000, entitles our farmers to some protection approaching to that enjoyed by the farmer across the border. Where farming is in an experimental stage the Association feels also that the industry should be encouraged. This was the reason that the Association urged that the duty on tobacco be raised from 10 to 20c. a pound. The resolution read as follows:

That the import duty on foreign raw leaf tobacco be increased to 20c. per lb., and that the excise duty be reduced on the manufactured articles in Canada as follows: On cigars, to \$2 per 1,000; on paper cigarettes, \$1 per 1,000; on all-tobacco cigarettes or little cigars, not weighing more than 3 lb., 50c. per 1,000; and on all kinds of tobacco, plug, cut, or in leaf, for consumption, 5c. per lb., so as to compete with the United States on our border, and to have only one uniform color stamp, and discard the red and green stamps used now on our Canadian leaf, cigars and tobacco.

That the Inland Revenue (or excise) laws and regulations be amended so as to help consumption, growth and curing of Canadian leaf tobacco grown by our farmers in Canada, by allowing to blend with the foreign and use a uniform stamp instead of a specified green stamp, which is detrimental to its consumption.

EXPORT DUTY ON PULPWOOD.

E. B. Eddy, of Hull, was one of the most energetic men at the convention, and

that in spite of his 75 years. He made a characteristic speech in submitting his resolution that an export duty should be placed on pulpwood. He claimed that if this were done many of the United States paper manufacturers must needs move their factories to Canada. This suggestion has frequently been made before, notably by Mr. McGibbon, of The Laurentide Pulp Co., and the Association thought well enough of it to ask the Dominion Government to place an export duty of \$4 per cord on pulpwood.

EXHIBITIONS.

The Association has devoted considerable attention to exhibitions, both in and outside of Canada, feeling that people have not an adequate conception of the high-class goods made in this country. Mr. Munro says the people of the West-Indies knew we exported lumber and packed fish, but never imagined for an instant that Jas. P. Murray made good carpets, or that Mason & Risch made high-class pianos in Canada. Foreign nations are ignorant of our industrialism, and loath to say, many of our Canadian people are in the same plight. This is the justification the Association puts forward for sending exhibits to the Wolverhampton and Cork Expositions, for drawing the attention of its members to the Peace Exhibition which is to be held in Cape Town next year, and for deciding to agitate for the holding of a British-American Exhibition in Canada in 1903, to include Canada, the West Indies and Newfoundland.

SOME THINGS ACCOMPLISHED.

The influence of the Association must always be reckoned with in transportation matters. During the past year the Railway and Transportation Committee has seen much accomplished. It has seen the report of the railway commissioner brought down in support of their contentions. It has seen the Government promise a permanent railway commission. It has seen the freight rates on the Yukon & White Pass Railway cut down on its intercession. It has seen the appointment of a forwarding agent in New York by the Association to look after the shipment of the goods of the members. It has seen its plea for a fast steamship service taken hold of by the Government. It has seen the establishment of a direct line of steamers with South Africa. Much it has not seen, but in view of its accomplishment it can hope that all the other desiderata will be added unto it.

One of the latest practical ideas that has been promulgated by this committee is the plan evolved for the improvement of the West Indian steamship service. It is contained in the following resolution:

Whereas, the representatives of the Association to the West Indies in their report submitted, pointed out that the service from St. John and Halifax to Demerara and intermediate points was not sufficiently frequent in sailings, and in some cases the rates were found to be higher than the rates on similar goods from United States ports, which does not give Canada a fair chance to compete with the United States; it was pointed out also that the service to the Island of Jamaica was at present of little value;

Be it resolved: That in the opinion of this Association the Government should arrange for a more satisfactory schedule of sailings together with competing rates on the route from Halifax to Demerara and intermediate points and that the Government should encourage a direct line from a Canadian port to Jamaica, and further, with respect to the Canada-Jamaica line the question of imposing an import duty on bananas and other fruit when imported into Canada otherwise than by a direct route to a Canadian port, should be considered.

TECHNICAL EDUCATION.

The attention given to technical education in the meetings and at the banquet was phenomenal. "At the threshold," said Mr. Munro, "we are confronted with the fact that in developing our resources our Dominion cannot furnish the needed skilled labor." The Alien Labor Act has been amended just to meet this difficulty. "Can we ever hope to compete successfully with other nations while we are dependent on them for our factory managers, superintendents and foremen, or even, in some instances, for our general operatives?"

Great attention is being given to technical education in agriculture and mining, but what provision is being made for a supply of tradesmen? Toronto is our most fortunate city in this respect, but this year it receded, for its technical school estimates were cut down. The Montreal branch has been giving some attention to an investigation of the technical facilities of the city, and finds that the annual expenditure per pupil is about one-twenty-seventh of the expenditure of a properly-equipped institution in the United States. The existing schools are well attended, but the courses are insufficient in range and thoroughness. Twenty-five thousand Canadians are students of the United States correspondence schools, and these pay at least \$500,000 in tuition fees annually. Surely this is a sum that should be saved to our country. Mr. Munro made a stirring appeal for interest in this subject during the coming year.

ASSOCIATION'S PROGRESS.

To the Association, as such, the past year was interesting as the year of its incorporation. It was also a year of added strength—the addition of 226 new members, making the total membership 1,021, representing a capital of over \$225,000,000.

Great strides were also made in consolidation. An office was opened in Montreal

with a permanent secretary in charge. A Nova Scotian branch was formed with an initial membership of 55. Sections have been organized, new committees put at work, and on all sides there is more interest being taken in the work.

Much of the credit for the healthfulness of the Association is due to Mr. Munro, the retired president, and it was quite fitting that Mr. McNaught's motion that he be presented with a testimonial of the gratefulness of the members should be accepted unanimously.

The new president, Mr. Birge, follows upon a series of active presidents, but he bids fair to keep the lamp trimmed and burning. He is an enterprising manufacturer and a man of large mind and keen grasp. He will be ably assisted by Geo. E. Drummond, a man of strength and one of the staunchest advocates of Canada for the Canadians. With these men at the helm and the old standbys, W. K. McNaught, J. O. Thorn, Wm. McMaster, W. K. George, John Taylor, C. C. Ballantyne, W. W. Watson, P. W. Ellis, Jas. P. Murray, Robt. Munro, Hon. J. D. Rolland, T. A. Russell, J. J. McGill and others we might mention at the oars, we can look forward for another year of active service for the Association. It means much to Canada that it should preserve its energetic character. Since the convention a strong Quebec branch has been organized, which will complete its thoroughly national representativeness. One of the most active Quebecers, Geo. E. Amyot, has been appointed chairman.

This sketch of the meeting cannot be brought to an end in better form than by quoting the conclusion to the late president's address: "But to whoever hears or reads, I venture to say that I know of no more patriotic organization on the round world than the Canadian Manufacturers' Association. We are striving to advance the Dominion's every interest, especially her industrial, and incidentally the interests of every other British possession. We have no political interests to serve or party to promote. May the day never dawn when patriotic business men, manufacturers of every shade and grade of political opinion, cannot heartily join in the deliberations of our organization.

"And let me add the prayer that the same enthusiasm, devotion and patriotism that has brought our organization to its present high state of efficiency will be not only maintained but advanced, so that the great themes that open out before us may be deliberated upon wisely, and that the labors of our new executive and committees may in the coming year help forward the development of our loved Dominion and

the comfort and happiness of all our people."

ST. JOHN'S FISH CATCH.

The report of Fishery Inspector Belyea, of St. John, N.B., for the season's fishing shows that the catch of alewives has not been so good as last, while the price has ranged about 20 per cent. less. The catch last year was about 14,000 bbls., valued at \$52,500, and this year it is about 11,000 bbls., worth \$33,000. About 750 bbls. were smoked, against 900 bbls. last year, the values being \$3,750 this year and \$4,500 last year. The output of fresh fish or bait has been about 1,900 bbls. worth \$6,650, against 2,200 bbls. worth \$8,800 last year.

The shad fishing this year was considerably better than last and the fish brought a better price as well. The catch is estimated at 51,500, worth \$5,150, and 100 bbls., worth \$1,100, against 30,000, worth \$2,400, and 50 bbls. worth \$400 last year.

The salmon catch this year is at least 40 per cent. behind that of last year, the catch being 8,900 first, valued at \$12,000 against 16,020 first valued at \$20,826.

These figures show that the total value of the catch this year is about \$61,650, against a total value of about \$89,426 last year.

PRODUCTS WANTED FOR AFRICA.

The officer commanding in the Transvaal and Orange River Colony has notified the Trade and Commerce Department at Ottawa that tenders will be received at the office of the Director of Supplies, Army Headquarters, Artillery Barracks, Pretoria, until Wednesday, October 1, 1902, for supplies of bread, groceries, forage, fuel and light, dry grass for bedding animals, and hospital supplies at the various stations throughout South Africa, for a period of nine months. The stations for which they are required are: Pretoria, Pietersburgh, Middleburgh, Barberton, Komatiespoort, Potchefstroom, Standerton, Kroonstadt, Bloemfontein, Harrismith, Mafeking, Kimberley, Cape Town, Maitland, Simonstown, De Aar, Victoria Road, Naauwpoort, Burghersdorp, Grahamstown, King Williamstown, Durban, Newcastle, Pietermaritzburg and Eshowe.

Forms of tender and conditions of contract may be had on application at the office above mentioned, either personally or in writing, and no tender will be considered unless made on the forms so obtained.

Any firms outside South Africa wishing to tender should do so through their South-African agents, who can obtain tender forms and all information on application to Director of Supplies, Pretoria.

HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

T KINNEAR & CO. are in receipt of a shipment of Crosse & Blackwell's goods, including malt vinegar, Lucca oil and red currant jelly.

Some nice value is being shown by Lucas, Steele & Bristol in fine gunpowder teas.

A shipment of new evaporated apricots arrived this week for H. P. Eckardt & Co.

Lucas, Steele & Bristol still guarantee their "L. P. & C." spices to be of extra quality.

T. Kinneare & Co. are showing exceptional value in currants. Ask their travellers for samples.

Marshall's selected red herrings, 100 in a tin, are now in store with Lucas, Steele & Bristol.

A fresh consignment of Dixon's Carburet of Iron stove polish just to hand with W. H. Gillard & Co.

Shaker salt, the "Handy Box," may be procured from Lucas, Steele & Bristol. It don't harden.

W. H. Gillard & Co. report that they are offering some special values in canned goods and canned salmon for present and future delivery.

NEW GRAIN COMPANY.

A. P. Stuart, importer, London, England, and R. D. Martin, E. S. Jaques, S. G. Archibald and Wm. R. Staveley, Montreal, have been incorporated as The R. D. Martin Co., Limited, and are authorized to conduct business in Montreal in grains and other cereals. The company is capitalized at \$200,000.

PERSONAL MENTION.

Mr. E. D. Marceau has returned to Montreal from a fortnight's holiday at Old Orchard Beach. Mr. Marceau promises to offer some bargains to his customers in next week's GROCER.

A man who had been arrested for murder, bribed an Irishman on the jury for \$100 to hang out for a verdict for manslaughter. The jury was out a long time and finally returned with a verdict for manslaughter. The man went to the Irishman and thanked him and asked if he had a hard time. "Yes," said the Irishman, "a deuce of a time. The balance all wanted to acquit you."

ORIENTAL TRADE CONDITIONS.

"CHINA, Japan and the Philippine Islands," form the text of an article by W. C. Matthews, the general manager for R. G. Dun & Co., in Canada, which appeared lately in Dun's Review. Mr. Matthews has just returned from an extended trip to the Orient, where he examined trade conditions at close range, and he is prepared to speak with authority on the situation there.

In the Philippine Islands, Mr. Matthews found conditions unsatisfactory. Trade was unsettled and capital slow of investment, mainly owing to uncertainty as regards the United States policy on the currency question. In addition, the exclusion of Chinese labor was having disastrous effects. Filipino laborers will only work a sufficient time to secure the bare necessities of life, whereas one can depend on Chinese coolies for something more. The change meant a blocking of industrial and commercial progress.

The natural resources of the islands are enormous and there is abundance of land suitable for growing cotton and cereals, but the earliest field to be developed, according to Mr. Matthews, will be the forests, and there will presently be a need for sawmill machinery and railway materials. Native demands at present are principally for cotton goods and small metal wares. There are general importing houses which handle these articles, and later they are distributed through Chinese merchants.

Japanese trade during the last ten years has increased nearly threefold. Referring to the portion of it conducted with the United States, Mr. Matthews says that from Japan, the principal articles of trade are silk and tea, and from the United States, raw cotton and petroleum. In addition, there is a very good demand on the part of Japan for locomotives, railway materials and electrical supplies. The trading class is now held in higher repute in Japan than it was a few years ago, and business is rapidly becoming a more honorable calling than heretofore.

In China, Mr. Matthews finds both Germany and the United States making strong efforts to get a share of the trade hitherto monopolized by Great Britain. Germany, especially, assisted by lines of subsidized steamers, is making great advances. The United States controls the flour trade, which is carried on with the mills in Washington and Oregon States without any serious competition. In Hong Kong large building operations are in progress, which are giving rise to a demand for structural steel, nails, bolts and builders' hardware. Concessions to railways, granted by the Chinese Government, will also cause a demand for con-

struction materials. The market for steel is increasing steadily, because the destructiveness of the white ant is making the use of any other kind of material impossible.

Mr. Matthews sees great results from the abolition of the "likin" duties, if only the reform can be effected. There is no doubt that the foreign trade of China would increase with great rapidity upon the removal of these barriers, but it is to be doubted whether the change can be effected at one blow. The Government may succeed in destroying the system between the larger cities and the coast, but it will probably survive for some time in the interior. Aside from the "likin" taxes there are no serious restrictions upon the Chinese trade.

A FOOD FAIR IN NEW YORK.

[From Our Own Correspondent.]

THIS is the season for fairs, and the Siegel-Cooper Co., of New York, have recently held their sixth annual food exposition, which far exceeded their former efforts in this direction. The arrangements were perfect and the effect was most beautiful and brilliant, with pyramids of bottled goods lit in centre, green palms, flowers, flags, many colored electric lights, charming music, and the special attraction was the illuminated electric fountain with its colored water displays. The booths were very prettily decorated in green and gold, at which attendants served samples, sold and talked the merits of their goods. Health foods were very prominent—Shredded Wheat, Malta Vita, Germea, Maple Flake, Korn Krisp, Tryabita Food, Old Grist Mill Health Foods, and the Sanatorium Food Co.'s goods. Lipton's and Tetley's tea booths were well patronized, but this did not prevent the generous public from trying Suchard's cocoa, Kneipp malt coffee, Blankes coffee, together with the Croft & Allen goods. The Globe Metal Polish Co. had a fine display.

Canned soups and meats were well represented by The Armour Co., Cudahay Beef Co., Mullen-Blackledge Co. and Potter & Wrightington. In soaps, the Sunlight people made a good showing, also The Lekko Soap Co. The N. K. Fairbank Co. had a nice exhibit of Cottolene. Palumella olive oil was shown by Steege & Co., of Leghorn, Italy. Hanson's junket tablets, Tryfosa jelly powder, and Bromangelon were also demonstrated. The Hazel Pure Food Co.'s goods showed up well. The Royal Speciality Co. had a very attractive line well to the front. One of the prettiest stands was that of The Pacific Coast Borax Co. The Auspacher Chemical Co. and The Vanilla Crystal Co. had had well-arranged exhibits. Judging by the crowd that attended,

and their evident interest in the goods offered for sale, this fair was a great success, and deservedly so for the exhibitors and the "Big Store" had a food fair well worthy of public patronage.

TORONTO GROCERS' HOLIDAY.

"IT was too lovely for anything — that shredded wheat factory," exclaimed an enthusiastic young lady, on her way home from the Toronto grocers' excursion to Niagara Falls on Wednesday; and though they did not all say it just that way, there is no doubt that the visit paid to The Natural Food Co.'s factory was appreciated by all the excursionists who accepted the firm's hospitality.

Wednesday's outing was the first annual excursion of the grocers' section of the Retail Merchants' Association, and judging by the success which attended it, it will not be the last. The weather, while not exactly of the best, was still quite satisfactory and the sail across the lake and back was very enjoyable. The Chippewa and Chicora each carried more than 200 excursionists, and the 11 o'clock and 2 o'clock boats took about 100 apiece, so that, all told, between 600 and 700 persons took in the trip.

At Niagara Falls the first arrivals were greeted by the officials of the Food Company, assisted by an excellent band, belonging to the factory. They were conducted to the place where the renowned shredded wheat biscuits are produced and, under the guidance of an experienced hand were shown the whole manufacturing process from beginning to end. In the large entertainment room of the factory, Mr. C. F. Olmstead, in a neat speech, welcomed the visitors, and Mr. Hewitt, the Toronto manager, who had accompanied the party, also added words of welcome. Chairman Higgins of the Association and secretary Trowern responded on behalf of the guests.

In the beautiful grounds of the Food Company beside the Niagara River, the visitors found much to interest them. There, the band played for their amusement and all the conveniences for picnicking were at hand, including a plentiful supply of shredded wheat biscuits. After spending some hours in the park, the majority of the excursionists returned on the Chippewa, arriving in Toronto at 8 o'clock.

All the leading wholesale houses of the city were represented on the excursion, among them being: Davidson & Hay Company, Eby, Blain Co., Humphrey & Co., and Comfort Soap. Of the officers of the Association: Chairman Higgins, Vice-Chairmen Simpson and Johnston, Secretary Trowern and Treasurer Nettleton were noted as being present.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE TEA SITUATION.

HARRISONS & CROSFIELD, London, Eng., advise: "The dullness which was influencing the market recently has now almost disappeared, and there has been a general recovery in prices due partly to the improved quality of the teas and partly to a more active demand. It is satisfactory to note, however, that whilst low-grade teas have largely shared in the general improvement in prices, there is also a good inquiry for the better grades, and brisk competition for all lots of specially attractive character. The early arrivals of Indians are never the best of the season, but nevertheless there has been good competition for all the strong liquoring new season's teas, as they have come forward. As to prospective supplies for season 1902-1903, no reliable figures are yet obtainable, but our Calcutta house is of opinion that the serious losses which producers had to face in recent seasons, owing to over-production, may tend to repress for some time all efforts at garden extension, and bring the supply into reasonable relation to the demand. As the fresh extensions in India and Ceylon during the last decade have totalled about 250,000 acres, supplies have in consequence generally exceeded the demand, and the production has gone ahead of what has been, and still is an expanding market. It is therefore far from surprising that so many tea estates made no return to their shareholders in 1901."

COLOMBO TEA AUCTION.

Dodwell & Co., Limited, Colombo, Ceylon, under date of July 9, report as follows regarding the tea auction there: "The quantity brought forward was 16,321 packages, equal to 1,278,146 lb., of which 11,817 packages, equal to 948,276 lb., passed the hammer. There was a fair demand for all descriptions at last week's rates, and the market on the whole keeps steady. Good tippy broken pekoes classed as fine met with a little more competition, and the prices realized were good. Dusts and fannings remain in strong demand at firm rates. Quality.—The selection was not so good as last week. The average price for the auction of the 21th ultimo was 30c. against 30c. for the previous sale."

SPICE AUCTIONS IN LONDON.

At the auction of spice last week considerable supplies were offered, and most goods met with a fairly steady demand. Nutmegs sold at late rates at an advance of 1d. a lb. on some sizes, but they still remain ridiculously cheap, and many buyers are taking advantage of the position. Pimento is distinctly dearer, but this article does not largely interest

the home trade. Black and white peppers keep firm, Tillicherry black and Siam white both showing an advance of ½d. for the week. Jamaica ginger sold at slightly reduced prices for the inferior qualities, while good quality was unchanged; the crop of the latter is now practically finished, and there is every reason to believe that the price may go higher, seeing that similar quality Cochin is fetching 4s. per cwt. more money. Tapiocas: Medium pearl and bullet are both depressed, and values are lower; the prevailing prices do not pay importers, so it would appear to be only a matter of waiting till present surplus stocks are exhausted for an advance to take place. Flake is unchanged in price, but the finer qualities are not easily obtainable. The new crop caraways are offering and prove to be of very fair quality. Turkish canary seed keeps firm, but there is very little doing in it; the new Mogador seed is arriving, and prices are low for this fine bright seed.—Home and Colonial Mail, August 8.

SALMON MARKET EXCITED IN THE STATES.

Not a little excitement and interest has developed in salmon trade circles within the last day or two. Spot sockeye salmon talls are under active buying interest as a result of the strong Coast advices regarding the new pack advanced to day to \$1.25, with last purchases recorded at \$1.20. It is stated on good authority that the buying interest noted yesterday was mainly in the direction of purchases for Coast accounts and that while no large blocks were picked up here the aggregate purchases amount to considerable. An effort was made to purchase an offering of sockeye half-pounds, which, it is stated, was offered at \$2½c. here. It is understood the seller declined to entertain the offer made, advancing to 90c. A block of futures was, according to a wire to-day from the Coast, picked up from a small packer for speculative account at \$1.12½ f.o.b. for tall. It is now impossible to buy futures from any source, a wire states, at \$1.05 basis on talls, or, in fact, any basis yet figured on. One wire received quotes an offering of a carload of new pack sockeye talls at \$1.20 f.o.b. Coast. This offer came from a broker who did not make known the packer. A prominent interest on the Coast wires his representative here that the probable opening basis on sockeye talls will be \$1.25, flats, \$1.35 and half-pounds, 85c. f.o.b. Coast. The impression in salmon circles, particularly in buying quarters, is that on the basis, as above reported probable, the trade will take hold very slowly. Among the packers' representatives it is stated that more

than enough business has been already booked subject to open prices to take care of the expected pack, even allowing for probable cancellations of orders. At the close of the day the market stood at \$1.25 for talls, \$1.35 for flats, and 87½ to 90c. for half-pounds. It is believed, however, that one small lot of flats could be picked up on quick offer at \$1.27½.

A circular card issued on Tuesday by The Pacific Selling Company offering sockeye flats for immediate shipment from this market at \$1.27½ f.o.b. here was cancelled to-day, this company quoting a flat price of \$1.35. The company has also withdrawn the block of sockeye salmon on the way here and now due per ship Roanoke via Cape Horn. This would tend to emphasize the strength of the situation and appears as an added confirmation of the late reports from the Coast. The market closes with few sellers and plenty of buyers at figures a shade below quotations on talls. The feeling has been communicated to red Alaska spot and futures, although we are unable to learn of business at higher prices than \$1.12½ for spot and 95c. for futures f.o.b. the Coast.—N. Y. Journal of Commerce, August 22.

THE INDIAN TEA CROP.

A cable from Calcutta says: Reports from the tea districts show that the weather in Assam last month was favorable and the yield normal, while the prospects were fair. In Cachar, Sylhet, the Duars, and the Terai the weather was moderate, the yield normal, and the prospects fair. In Darjiling the weather was unfavorable, the yield poor, and the prospects throughout the district generally unfavorable.

CALIFORNIAN PRUNES FOR FRANCE.

Mail advices from a prominent Californian prune interest, under date of August 6 last, state that a sale of 25 carloads of old prunes was just then completed for shipment to France. This would confirm reports received here regarding purchases by buyers for French accounts. A telegram received late in the day states that one of the largest holders of old prunes in California sold since Monday morning last a total of 40 carloads for export. It is stated also that France has been a large buyer of futures.

AT HYMEN'S ALTAR.

A quiet and pretty wedding took place at the summer home of the bride's father, 31 Birch avenue, Toronto, on the afternoon of Wednesday, August 20, when Mr. Albert Cutler, of T. Kinnear & Co., wholesale grocers, Toronto, was united to Miss Bertha Thompson, daughter of Mr. and Mrs. Fred Thompson. Rev. J. B. Warnicker performed the ceremony. Miss Emma Thompson, sister of the bride, was bridesmaid, and Mr. Joseph Mars was best man. **THE GROCER** begs to tender congratulations.

The Canadian Grocer

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Business, His Business
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Is the Advertising
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FIELD.**

TORONTO

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The concentrated attention of the world's tea trade is being bestowed upon the enormously increasing demand for "**SALADA**" Ceylon Teas. Nothing in the world has brought this about save superior worth associated with newspaper publicity.

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No dead shelf stock. No culls to sort out and sell at a sacrifice. No cutting of prices. No pedlers' opposition. Every packet gives its regulation profit.

...The sale is now in excess of Eleven Million Packets per annum...



Japan sales are declining.

Ceylon Green advancing.

The Government statistical Department at Ottawa will readily supply the proof.

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LILY WHITE GLOSS STARCH

In 6-lb. Toy Trunks with real locks and keys.

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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, August 21, 1902.

THIS week, trade in wholesale groceries has been fairly well sustained. Most of the travellers are going out with their samples after their holidays, and business is expected to increase from this out. Canned vegetables continue firm and unchanged, with prospects that there will be a shortage in the crop of tomatoes this year, which will have a tendency to keep the prices of the canned article firm throughout the coming season. Reports from British Columbia regarding the salmon pack there state that the run on the Skeena River and Rivers Inlet is over and that the catch has been large, but that on the Fraser the pack so far has not been equal to the expectations of the canners. Trade in sugar continues fair and the prices are steady and unchanged. In teas there continues to be displayed activity in Indians and Ceylons, but the high prices of Chinas and Japans cause these to be inactive. Samples of Ceylon orange pekoes, which have just been received, show excellent quality in color and flavor.

CANNED GOODS.

The situation in corn, peas and tomatoes has not altered since last week. The high prices of these continue, and as the tomato crop of this season is reported poor, the indications are that the canned article will remain high throughout the coming year. Some people say that the prices of these will reach \$1.25 before the season is out. This will have the effect of strengthening both peas and corn. The quotations this week are as follows: Peas, 82½c. up; corn, 80c. up and tomatoes, \$1.15 up. Fruits are dull and meats are slow. Buying in salmon is very active on account of the upward tendency of the prices on the Coast, and buyers who have been holding back are now anxious to have their orders placed. Reports from British Columbia state that on the Fraser River the salmon run so far has been erratic and the catch has not been large. Up to the beginning of last week the pack on the Fraser River was 250,000 to 300,000 cases, while up to the same time last year it was 450,000 cases. In the north, on the Skeena River and Rivers Inlet, the pack is large, and one cannery, controlled by Bell, Irving & Co., of Vancouver, has broken the record in putting up the largest pack in the history of the north. It is over 34,000 cases. The official figures of the pack of all northern canneries amounts to about 230,000 cases this year.

COFFEES.

The bulk of the business doing is in green Rios, and the other lines are inactive. The outside markets have experienced a decline, which was followed by a slight reaction on reports from Brazil of frosty weather there. We now quote: Green Rio, No. 7, 7½c.; No. 6, 8c.;

No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

No improvement is reported in the local demand for nuts, which are quiet and unchanged. Strong advices continue to come from the other side on the new crop of almonds and walnuts. On the New York market they are in fair request and show a good interest.

RICE AND TAPIOCA.

A moderate amount of business is being done in rice on the local market, and tapioca is firm in sympathy with stronger advices from the primary markets. Advices from the South report large receipts of rough rice on the New Orleans market, which showed an easier tone. The outlook for the growing rice crop in the Southern States is reported as favorable. We quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¼ to 4c.; tapioca, 3½ to 3¾c.

SYRUPS AND MOLASSES.

There has been a better inquiry for syrups and molasses, which continue steady in price. Outside advices report a moderate demand for the grocery

See pages 39 and 40 for
Toronto, Montreal, St. John
and Halifax prices current.

grades of New Orleans molasses and free offerings of black strap, which was meeting with a limited demand. Our quotations are as follows: Corn syrup, 3½ to 3¾c. in barrels and kegs, sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for open-kettle.

SPICES.

Little or no improvement is noted in the local spice business since last week, and prices are steady. Outside advices report small offerings of pepper from the East, with plenty of bids, but no trading doing in a large way.

SUGAR.

There continues to be a light jobbing business done in granulated sugars, which rule steady. Cable advices report the London, Eng., market for beet sugar unchanged and steady. The receipts of raw sugar in the United States last week were large, amounting to 54,142 tons. The meltings were 45,000 tons, and the total stock in the four ports was 148,139 tons, against 138,997 tons last week and 200,940 tons last year. The total stocks of sugar in the United States and Cuba amount to 426,139 tons, against 447,997 tons last week and 296,774 tons last year, an increase of 129,365 tons over last year. Sales of Cuban and centrifugal raw sugars in the United States during the past month or two have been so heavy that only a moderate quantity of raw sugars remain in the island, and a good part of these will be held over until next year to take ad-

vantage of the expected concession in duties, unless the markets should greatly improve meanwhile. The centrifugals now arriving, especially those from the north side of Cuba, show a falling off in test, as usual at this time of the year, running down to 93 deg. in many instances. Advices from the South report that the cane crop there is progressing nicely, and if favorable weather continues for a few weeks longer the crop may largely recover its losses by the drouth.

TEAS.

A little better inquiry is reported this week for Indian and Ceylon teas. Chinas and Japans are firm and inactive, owing to the high prices at which they are held. Samples of this season's orange pekoes are arriving from Ceylon and show a very fine quality, which has seldom being surpassed. Cable advices from Calcutta say there has been 1c. advance in Indian teas, the market for which is good and strong. Low-priced pekoe souchongs below 6d. are very scarce there, but there is nothing wrong with their quality and they are much in demand. Japan teas are reported very strong with 1c. per lb. advances in Yokohama. Kobe teas continue firm. During the month, according to mail advices from London, Eng., there has been a considerable recovery in the tone of the market for Indian teas, and low grades have shown an advance for the month. Medium and fine teas are also firmer. In Ceylons, broken pekoes recently showed remarkable value. A few parcels of new season's China green teas, pingsuey, young hysons and gunpowders were offered, but the market having previously been entirely bare, the supply was insufficient to depress market values, and consequently they realized very firm prices.

FOREIGN DRIED FRUITS.

CURRENTS.—These continue in fairly active demand on the local market. Reports from Greece state that the primary market is steady. The retention law has been fixed at 20 per cent. of the total crop and the export quantity is expected to be cut down to 135,000 tons. We now quote: Filiatras, 5½ to 6c. and Patras, 6½ to 7c.

VALENCIA RAISINS.—Quite a number of inquiries continue on the spot for Valencia raisins, which are as scarce as ever on the local market. Selects are quoted at 8½ to 9c.

DATES.—Business in dates is almost at a standstill. The outside markets are reported firm and bare of stock. We quote: Dates, in bulk, 4½c. and in packages, 6½ to 6¾c.

PRUNES.—Trade in prunes is quiet on the local market. Coast advices report that in futures the situation is fairly steady and offerings light. French interests are reported as buying for October shipment in the Santa Clara Valley. We now quote: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

CALIFORNIAN EVAPORATED FRUITS.—No business of importance in this line is doing on the local market at present.

Quotations are: 11 to 14c. per lb. for peaches and 13 to 17c. for apricots. New Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes, and 7½c. in 25-lb. boxes in carload lots.

GREEN FRUITS

The local green fruit market continues in a healthy and active condition. Apples, peaches, plums and pears are offering in liberal quantities, and business in them is brisk. The watermelons offering are of large size and fine quality. Tomatoes are a little more plentiful and lower, and a good demand for them is reported. Grapes from California are now offering at \$2.50 per case and are of excellent quality. We quote: Peaches, 17 to 25c. per basket; apples, 10 to 25c.; plums, 30 to 60c.; pears, 20 to 35c.; tomatoes, 30 to 45c.; canteloupes, 10 to 60c.; lawtonberries, 5 to 6½c. per quart; huckleberries, \$1.10 to \$1.25; watermelons, 20 to 25c. each; green cucumbers, 15 to 20c. per basket; onions, 25 to 40c. per basket; Californian plums, \$1.50 per case; ditto pears, \$2.25 per case; ditto peaches, \$1.25 to \$1.50 per case, and ditto grapes, \$2.50 per case. Californian late Valencia oranges, \$5.50 to \$5.75; Messina lemons, \$2.25 to \$2.75 per box; bananas, \$1.25 to \$1.75 per bunch.

VEGETABLES.

The vegetable business is quiet and the prices are weak. Cabbage can be had at \$1 per barrel, and other stuff is plentiful. We now quote: Green onions, 8 to 30c. per dozen; rhubarb, 20 to 30c. per dozen; lettuce, 20 to 25c. per dozen; radishes, 20 to 25c.; mint and parsley, 20 to 25c.; turnips, 30c. per dozen; cauliflower, 50c. to \$1.50 per dozen; cabbage, 30 to 50c. per dozen and \$1 per barrel; carrots, 15c. to 20c. per dozen; beets, 15c. per basket; peas, \$1.00 to \$1.50 per bag; new potatoes, 50 to 60c. per bushel; beans, 20c. per basket; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per doz.; corn, 15 to 20c. per doz.; squashes, \$1 to \$1.50 per doz.

COUNTRY PRODUCE.

EGGS. The receipts continue to increase and strictly fresh gathered are mostly in demand. Inferior stock is dull and not wanted. We quote: 15 to 16c. for strictly fresh; ordinary candled, 11 to 14c. and low grades and checks, 11 to 12c.

BEANS. The market this week for beans is firmer, owing to reports of a shortage in the bean crop. Some old stock are offering. The quotations range from \$1.40 to \$1.50 for handpicked.

HONEY. Trade in this line continues dull and the prices are unchanged. Advice from some honey producing districts of Ontario are to the effect that the shortage in the crop will not be as large as anticipated some time ago. We quote as follows: Honey, in 60 lb. tins, 9½ to 10c.; in less quantities, 10 to 10½c.; combs, \$2 per dozen up.

DRIED APPLES. None are being offered.

POULTRY. There is a good demand and a limited supply. Young chickens are worth 50 to 60c.; old, 40 to 50c.; ducks, 60 to 65c.; turkeys, dry picked, 11 to 12½c. and live chickens, 50 to 55c. per pair.

POTATOES. The offerings are fair and the demand is active. Prices are steady at 35 to 40c. per bushel.

BUTTER AND CHEESE.

BUTTER.—Large offerings of butter continue to be made and stock is rapidly accumulating. The prices are weak and there is very little export demand. Speculators who have stored early are becoming uneasy. We now quote: Dairy, choice 1-lb. rolls, 15 to 16c.; selected dairy, tubs, 15c.; store-packed, uniform color, 13½ to 14c.; low grades, 11 to 12½c.; creamery prints, 19 to 20c. and solids, 18½ to 19c.

CHEESE.—There has been a slight decline in values of cheese this week and the make continues large. Buyers in Great Britain have become fairly well stocked up with this product and are holding back somewhat in the expectation of a decline of prices here. The local trade is fair. We quote: Finest at 10 to 10½c. and seconds, 9½ to 9¾c.

FISH.

There is a scarcity of trout and whitefish, as the catch lately has much fallen off until only about one-quarter of the usual supply can be obtained, and prices have advanced to 9c. per lb. Bluefish also are scarce and have risen to 6c. per lb. Quotations are as follows: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 9c.; and pike, 6c.; British Columbian salmon, 20c.; whitefish, 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.; live lobsters, 25c. per lb., with very few offering.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The market for Manitoba and northern wheat is firm in sympathy with the strong tone of the Chicago market. Reports all indicate that this year's yield of both Manitoba and Ontario wheat will be large. Quotations this week are 85c. for Manitoba No. 1 hard; 84c. for No. 1 Northern and 82c. for No. 2 Northern. On the local market some red and white New Ontario wheat sold at 75c. and 80c. per bushel respectively. Old oats sold at 47 to 49c. and new at 35c. per bushel.

FLOUR. Trade in flour is somewhat dull, as buyers are holding back awaiting the settlement of prices on the new crop. Our quotations are as follows: Ontario patents, in bags, \$3.60 to \$3.75; Hungarian patents, \$4 to \$4.10; Manitoba bakers', \$3.70 to \$3.85; straight roller, \$3.30 to \$3.40 per bbl. in Toronto.

BREAKFAST FOODS.—The demand for rolled oats continues moderate. Rolled wheat is active and has advanced 10c. per barrel. Our quotations are as follows: Oatmeal, standard and granulated, in carlots on track here, \$5.20; standard rolled oats in carlots on track here, \$1.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, \$2.50 in 100-lb. bbl.; cornmeal, \$4; split peas, \$4.75; pot barley, \$1.25, in 196-lb. bbls.

MARKET NOTES.

Rolled wheat has advanced 10c. per barrel.

Trout and whitefish have advanced 1 to 1½c. per lb.

New oats are arriving in increased quantities and the price is 35c. on the street, 13 to 14½c. lower than the market for last year's crop.

QUEBEC MARKETS.

GROCERIES.

Montreal, August 21, 1902.

BUSINESS in wholesale circles during the past week has been a busy one, although not marked by any important feature. Shelled almonds are causing some inconvenience by their great scarcity. A few brands of Canadian pickles in bulk have advanced in price about 5c. per gallon. This is in the medium and cheaper grades, of which there is very little stock on hand. Chicago pork is down again, this time about 25c. Pure lard is also quoted ¼c. per lb. lower.

SUGAR.

Business in sugar has been brisk during the past week, the demand from country points having materially increased, and local buyers also making active inquiries. An advance of 5 points on confectioners' A, and 10 points on soft grades, by The American Sugar Refining Company, while it was not followed by an advance in price here, has, nevertheless, had the result of firming up this market to some extent. Buying, as a consequence, has been better, the impression being that further advances may follow. The market for raw sugar is also reported firmer. Locally, prices remain at \$3.65 for granulated and \$3 to \$3.55 for yellows.

TEAS.

Jobbers report a better business with country points this week. Low-grade Ceylon teas have advanced on the primary and English markets, and a firmer feeling prevails here. Any good liquoring teas are in excellent demand. In China teas it is reported that a small amount has been purchased by Canadians this year, in comparison with former years, and it is the general opinion that teas will be firmly held throughout the season. China blacks have been in fair demand. A few green teas are still left, prices, of course, being very firm. The market for Japans is quiet, though firm. Buyers are unwilling to do business at the prices which have been quoted recently, namely, 17½ to 23c. for good medium to fine.

SYRUPS AND MOLASSES.

Trade in Barbados molasses moves along slowly. A small distributing business is reported at 23 to 24c., according to quantity. No sign of an improvement in the demand can be seen, but the trade for fall is expected to soon commence. There has been no change in Antigua molasses, which still sells at 24c. Porto Rico is quoted at 38c. In corn syrups the situation has not improved. The demand is light and the market is somewhat quiet. Corn syrups are quoted as follows: 3½c. in bbls.; 3½c. in ½ bbls.; 3¾c. in ¼ bbls.; \$1.60 in 38½-lb. and \$1.20 in 25-lb. pails.

SPICES.

Nothing of importance has occurred in this market since our last report. There is no sign of any easing off in the market for peppers. They are firm and in good demand. A fair business is doing in preserving spices, as is usually the case at this season of the year, and the prices remain as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.;

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pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA.

The situation in this market is unchanged. A fair demand is experienced, and business is done at unchanged prices. No advance as yet has been made in pearl sago, notwithstanding the higher prices on the primary markets. Stocks are gradually growing smaller, however, and prices on any sago bought now would be necessarily higher. Quotations are as follows: B rice, in bags, \$3.02½; in ½ bags, \$3.07½; in ¼ bags, \$3.12½; in pockets, \$3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, \$2.92½ in bags; \$2.97½ in ½ bags; \$3.02½ in ¼ bags and \$3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

CANNED GOODS

The demand for canned goods of all descriptions, meats, fruits, and vegetables, is of the best. Stocks are commencing to run low on several lines, and prices are firmer in consequence, though as yet we hear of no advance in prices. Canned vegetables are especially firm. Several orders are reported for the new crop goods, tomatoes having been booked at 92½c., corn at 82½c. and peas at 82½c. The quotations on new crop for future delivery are as follows: Tomatoes, 90 to 95c.; corn, 80 to 85c.; peas, 80c. to \$1.20; string beans, 80 to 85c.; strawberries, \$1.45 to \$1.60; raspberries, \$1.45 to \$1.60; gooseberries, \$1.45 to \$1.60; pears, 2's, \$1.60 to \$1.70; 3's, \$2.10 to \$2.15; peaches, 2's, \$1.65 to \$1.70; 3's, \$2.50 to \$2.75; 3-lb. apples, 85 to 90c.; gallon apples, \$2.10 to \$2.20; 2-lb. sliced pineapples, \$2.20 to \$2.30; grated pineapples, \$2.50; pumpkins, 95c. to \$1; spinach, \$1.50; sugar beets, 95c. to \$1. We quote spot goods as follows: Peas, 82½c. to \$1.15; corn, 82½ to 85c.; tomatoes, \$1.12½ to \$1.17½; gallon apples, \$2.50; salmon, pink, 92 to 95c.; spring, \$1.25; Rivers Inlet red sockeye, \$1.30; Fraser River red sockeye, \$1.40.

FOREIGN DRIED FRUITS.

CURRENTS.—These have not changed in price. The demand keeps up and a fairly good business is doing. We quote: Fine Filiatras, 5½c. to 5¾c. in ½ cases; cleaned, 5½ to 5¾c.; 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6½ to 7c. per lb.

VALENCIA RAISINS.—These are exceedingly scarce. In fact, the market is practically bare, and prices are nominal at 6½c. for finest off-stalk, and 7½ to 8½c. for selected. Raisins to arrive are quoted at 19s. 3d. for fine off-stalk and selected, 21s. 3d.; layers, 22s.

SULTANA RAISINS.—These have become very scarce. A few are to be had at 9½c. per lb.

CANDIED PEELS.—These go as usual, with prices steady and unchanged. We quote: Citron peel, 15c.; orange, 11½c.; lemon, 10½c. per lb.

MALAGA RAISINS.—There is a good demand for these at the prices we quote. Reports from primary sources state that a good crop is expected. Prices, locally, are now quoted as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to

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WINNIPEG, MAN.

\$3.35; 1/4's, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; 1/4's, \$1.30 to \$1.40.

DATES.—Trade in dates is still rather quiet and there is no particular feature to note this week. The price of Halloween dates is 4 1/2c. per lb.

FIGS.—Nothing further has been learned from the primary market regarding figs. Business, locally, is dull.

CALIFORNIAN EVAPORATED FRUITS—The demand for these has been steady during the week, though the volume of business is not large. We quote: Pears, 10c.; peaches, 10 1/2c. and apricots, 14 1/2c.

CALIFORNIAN RAISINS.—There is a fairly good business doing in seeded raisins at 9 1/2 to 10 1/2c. per lb.

PRUNES.—Nothing of importance has occurred on this market. There is a steady demand and trade is active. Our quotations are now as follows: 8 1/2c. for 40-50's; 8c. for 50-60's; 7 1/2c. for 60-70's; 7 1/2c. for 70-80's; 6 1/2c. for 80-90's; 6 1/2c. for 90-100's.

NUTS.

The feature on this market is the scarcity of shelled almonds, which has not been relieved this week. Prices, in consequence, are very firm, though no further advance is reported. Tarragona almonds and filberts are also tending higher, and our quotations are now as follows: Walnuts, 10 to 11c.; Tarragona almonds, 11c.; shelled walnuts, 18c.; shelled almonds, 25 to 26c.; filberts, 9c.; pecans, 15 to 16c.

GREEN FRUITS.

The movement in green fruits has continued brisk throughout the week, all lines being in good demand. Jamaica oranges, in barrels, are now quoted considerably higher, owing to the smallness of the stocks. Cucumbers are down 4c. per dozen, and blackberries have also declined. Canadian peaches and plums have been offering more freely and are selling from 5 to 10c. lower. Raspberries have disappeared from the market entirely. We quote: Jamaica oranges, in bbls., \$7.50, in boxes, \$4.25; Sorrento oranges, \$3.75 to \$4 per box; Messina lemons, \$2 to \$3 per box; pineapples, 13 to 20c.; coconuts, \$3.25 per bag of 100; bananas, No. 1, \$1.25 to \$2 and eight hands, \$1 to \$1.50; Boston lettuce, 35c. per dozen; cucumbers, 11c. per dozen; Canadian cabbage, 75c. per bbl.; potatoes, \$1.15 to \$1.30 per bbl.; tomatoes, 4-basket carriers, 60c. to 75c.; watermelons, 25c.; muskmelons, \$3.50 per crate; gooseberries, 65c. per basket; blackberries, 5 to 7c. per box; peaches, \$1.25 per box; plums, \$1.25 to \$1.75 per box; pears, \$2.25 per box; limes, \$1.50 per box; Canadian peaches, 30-35c. per basket; plums, 40c. per basket; blueberries, \$1.50 to \$2 per box; Canadian apples, in barrels, \$1.50 to \$2.50, in baskets, 20 to 30c.

FISH.

Business in fish is, as usual in August, quiet. Trade, however, is as good as is expected at this season. Fresh haddock and cod show a decline of 1/4 to 1c. this week. Other lines, such as pike, trout, halibut, whitefish and dore, are somewhat higher, owing to a temporary scarcity, caused by the prevalence of bad fishing weather. We quote as follows: Haddies, 7 to 7 1/2c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 4 to 4 1/2c. per lb.; whitefish, 8 to 8 1/2c.; dore, 8 to 8 1/2c.; pike, 6 to 6 1/2c.; halibut, 12c.;

salmon, 16c.; trout, large and medium, 8 1/2 to 9c.; No. 1 herring, Nova Scotian, \$4.75 to \$5.25 per bbl., and \$2.50 per 1/2 bbl.; No. 1 Holland herring, \$6.50 per 1/2 bbl.; No. 1 Scotch herring, \$6.50 per 1/2 bbl., and 95c. per keg; Holland herring, 75c. per keg; No. 1 green codfish, \$5 per bbl.; mackerel, \$12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, \$4.75 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces, and in barrels, \$12.50; No. 1 British-Columbian salmon, \$6 per 1/2 bbl., and \$12 per bbl.; standard bulk oysters, \$1.50 per gallon; Marshall's kippered herring, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian 1/4 sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

FLOUR AND GRAIN.

FLOUR.—The feature of the market during the past week was the decline in Manitoba spring wheat patents and strong bakers', amounting to 10 and 5c. respectively. There is a fair demand this week and the market is steadier at the new prices. We now quote: Manitoba spring wheat patents, \$4.00 to \$4.20; strong bakers', \$3.65 to \$3.90; straight rollers, \$3.60 to \$3.70; winter wheat patents, \$3.90 to \$4.10.

GRAIN.—Business in grain is quiet, both for local and export account, buyers apparently holding off until offerings increase. New crop No. 2 white oats are quoted at 31 1/2c. west, high freights, September shipment. The demand for old stock is small and prices tend lower. Barley and peas are also quoted lower. We quote: Manitoba oats, No. 2 white, 46 1/2c.; No. 2 Ontarios, 46 1/2c.; No. 3, 45c. ex-store; rye, 67c.; peas, 81c.; corn, 71c.; buckwheat, 64c. to 65c.; barley, 52 to 53c. in store.

FEED.—The market has been steady throughout the week under a fairly good demand for all lines. Prices have not changed. We quote as follows: Manitoba bran, \$17; Ontario bran, \$15.50 to \$16; Manitoba shorts, \$23; Ontario shorts, \$24.

OATMEAL.—Trade in rolled oats is quiet, orders being confined principally to small lots for immediate requirements. We quote: Rolled oats, in barrels, \$5.80; in bags, \$2.82 1/2.

BALED HAY.—The tone of the market is steady and no quotable change has occurred. A fair trade is doing. We quote: No. 1, \$8.75 to \$9.25; No. 2, \$7.75 to \$8.25; clover, \$7 to \$7.50 per ton in carlots.

BUTTER AND CHEESE.

BUTTER.—No improvement in the condition of the butter market can be reported this week; in fact, the market is, if anything, a little heavier than when previously reported. Ireland is at the present time in a position to supply to a large extent the demand in Great Britain, and until there is a falling off in supplies from that source the market here will undoubtedly remain sluggish. Accumulation of stocks on both sides are heavy. Reports from Boston, New York and Chicago state that there is an abundance of summer stock in cold storage. Although at the moment adverse conditions obtain it does not warrant a pessimistic feeling as to the future, for Great Britain may yet require all our butter. A drop in prices is to be noted. We quote: Fancy Townships creamery, 18 1/2 to 19 1/2c.; last

week's quotation was 19 1/2 to 19 1/2c.; finest Townships creamery, 18 1/2 to 19 1/2c.; last week's quotation was 19 to 19 1/2c.; finest Quebec creamery, 18 1/2 to 19c.; last week's quotation was 19 to 19 1/2c.; finest Ontario creamery, 18 to 18 1/2c.; last week's price was 18 1/2 to 18 3/4c.; fine creamery, 17 1/2 to 18c.; last week's price was 18 1/2 to 18 1/2c.; dairy butter, 15 1/2 to 16c.

For the week ending August 13, 11,546 packages were shipped from Montreal. For the same week last year 23,071 packages were shipped. From May 1 to the present time, August 13, 217,408 packages have been shipped from this port.

CHEESE.—There is little cause for complaint as to the condition of the cheese market. The demand and supply have been able to keep pace with one another. Stocks here are light and export business is steady. In England the increased cost of other provisions has caused, to a certain extent, the present impetus to trading in cheese. It is to be hoped that the present demand will be maintained, so that stocks will be kept on the move. Prices throughout are much the same as last week, and indications are that the present quotations will prevail for some time, although no one could possibly predict such a thing. We quote as follows: Finest Ontario, colored, 9 1/2 to 9 1/2c., same price as last week; finest Townships, colored, 9 1/2 to 9 1/2c., the same as last week; ditto, white, 9 1/2 to 9 1/2c., same as last week; finest Quebec colored, 9 1/2 to 9 1/2c.; ditto, white, 9 1/2 to 9 1/2c. per lb.

Exports from the port of Montreal for the week ending August 13 were 77,434 boxes, as compared with 52,300 boxes for the corresponding period last year. From May 1 to August 13, we have shipped 997,957 boxes, and for the same period last year the shipments were 738,002 boxes.

COUNTRY PRODUCE.

EGGS.—Rather more inquiry on export account is being experienced. The quality is said to be somewhat better than heretofore. Demand from local buyers is quite good. Prices are as follows: Selected, 18 to 18 1/2c.; candled stock, 15 1/2 to 16c.; straight receipts, 14 1/2 to 15c.; No. 2, 13 to 14c. in round lots.

BEANS.—Trade in beans is reported to be satisfactory and mostly of a jobbing nature. A slight advance in price is to be noted, primes now being quoted at \$1.40 to \$1.45 per bushel, in lots of two or three-dozen bags.

HONEY.—No further change in the condition of the market is to be noted. A fairly good trade is passing in new crop white strained honey at 8 to 10c. per lb. We quote: White clover comb, 12 to 13c.; tinced, 10 to 11c.; strained, 9 to 10c.; buckwheat honey in comb, 8 to 9c.; extracted, 7 to 7 1/2c.

POTASH.—Offerings are limited. The market is quiet. We quote: Firsts, \$4.10 to \$4.15; seconds, \$3.25 to \$3.45; pearls, \$6 per 100 lb.

POTATOES.—Offerings are comparatively small which has resulted in making the market steady. The demand is good. Sales of Early Rose and Chilis were made at 55 to 60c. per bag for good to choice, and 50c. per bag for ordinary. There is an improvement to be noted in the quality of the stock being offered.

NOTES.

Pure lard is 1c. per lb. lower. Chicago pork (Jones') is 25c. per bbl. lower. Pike, whitefish, dore and trout have



Seal Brand
In 1 and 2-lb. Cans
only.
(AIR-TIGHT.)

It was a maxim with the diplomats of the *Ancient Regime* that a snuff box was man's best ally in that work of "concealing his thoughts," in which, Tallyrand maintained, the usefulness of speech chiefly consisted. But the man of to-day cares not to conceal, but rather to collect his thoughts, and his best ally is **Chase & Sanborn's Seal Brand Coffee**. It sharpens his wits, quickens his perception, and makes him twice as clever.

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HILL, EVANS & CO'S (WORCESTER, ENG.)
PURE ENGLISH
MALT VINEGAR Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE
Quinine in a palatable form—50 years' reputation.

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A new Biscuit, very tasty.
Not a high-priced one either.

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Now is the time to place your order with us for Coffees and Spices. Goods that sell quickly are the only kind we have to offer. Quality combined with right prices accelerate the sale of our goods. Mail orders receive prompt attention.

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be sufficient for the demand, as at yesterday's sale pears brought as high as \$2.25 to \$3.25 a box, which is away above Montreal and Toronto markets. It is altogether likely a few days will see them lower. Early Crawford peaches sold at 95c.; late Crawfords, 95c. to \$1; Crawford Clings, \$1.15; Elbertas, 85 to 90c.; Susquehanna, 90c. In plums, Satusmas, \$1 to \$1.10; Burbank's, 90c. to \$1; Wickson, \$1.10 to \$1.20; Tragedys, \$1.10. A car of watermelons was sold and brought 16 to 17c.

In country produce receipts of butter and eggs are pretty large, with prices about the same. Butter in pails brings 15½ to 17c.; prints, 19 to 20c.; creamery, 21c. per lb.

Eggs are worth 16½c.

White beans are scarce and primes are higher, about \$1.50 a bushel.

Potatoes are worth 40 to 45c. a bag, and are plentiful.

Cheese sold Friday last on the board at two prices: 1,188 boxes were registered, 1,196 of white and 383 of colored. For the corresponding period last year the receipts were 1,081 white and 198 colored. Bidding ruled low on the start, but became a little brisker until the limit was reached, 9½c. for white and 9¾c. for colored.

RETAIL ASSOCIATION.

The Ottawa Retail Grocers' Association met in their rooms in the Ottawa Fruit Exchange Building on Monday night and transacted a good deal of business. There was a large attendance of members, it being as good a meeting as they ever had. After getting through the regular work and receiving reports of several committees, the peddler question was brought up, although it was before the Association last year and a test case made of it in court, which was decided against them. The Association do not

intend to give up yet. Last year the greatest trouble was with fruit peddlers, but this year tea peddlers and vegetable men seem to have sprung up like mushrooms and the city is overrun; so much so, that householders are complaining of the nuisance. It was shown that business in tea and vegetables has decreased over 50 per cent., owing to the peddling, and it has become quite serious, so that the Association intend to move at once and have something done. A committee composed of Messrs. Bambrick, Bate and Ald. Cunningham was appointed to look up the by-law and if necessary make another test case, so as to find the strength of the by-law. If defeated, it is the intention to apply for a new by-law whereby a sufficient tax will be imposed and enforced.

The trading stamp question is still in hand, and the committee is arranging to have matters in good shape for the next meeting of the finance committee of the city council. It will likely get its final hearing then.

A hearty vote of thanks was extended to the wholesale merchants and friends who so kindly sent representations to the annual excursion on Dominion Day, and also to those who could not attend, but bought tickets instead. The secretary was instructed to reply to all communications received from the different firms.

A special vote of thanks was tendered to H. W. Bate & Sons for the large oak table and beautiful picture that they gave the Association some time ago. The secretary was instructed to write the firm to that effect.

Chas. J. Provost, president, was in the chair. It is likely a special meeting will be called for next Monday night.

THE EXHIBITION.

The Central Canada Exhibition opens this week and everything will be in readi-

ness for visitors Monday morning next. Particular pains have been taken so that there will not be any delay in getting exhibits in place. All the space in the main building has been allotted, and several prospective exhibitors were disappointed in not being able to secure space. It is altogether likely that next year additions will be made to this building.

The full programme of attractions will be carried out from Monday morning until the end of the week. Horse races, parade of prize stock, and a beautiful display of fireworks at night, depicting the "Burning of Moscow," besides hundreds of other items on the programme, which have been arranged for at a great expense. Visitors to Ottawa this year will find great changes in the grounds as well as big improvements throughout the city. Anyone who can possibly arrange should not miss the Central Canada Fair this year.

THE APPLE OUTLOOK.

In speaking with G. W. Hunt, of the Ottawa Fruit Exchange, in regard to the apple outlook this year, he said: "With a large acreage and report of a heavy crop, the all absorbing topic of the apple growers all over the Dominion, and particularly in Ontario, is how they are going to dispose of their crop. However, during the last few weeks matters have taken a change, and the crop which at first appeared to be an average full crop is now being largely decreased by the heavy drop. But, notwithstanding this fact, the crop will be about equal to that of 1896, when Canada exported so many apples and had so many go to waste, owing to prices being so low. Everything points this year though, to prices somewhat similar to two years ago, when good apples sold for about \$2 to \$2.25 to the retail trade, which was equal to

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

about 75c. to \$1 per barrel for the fruit. Later reports from the various districts go to show that there is a larger percentage of the crop that has been hurt by the wet weather, and in some places the Ben Davis have suffered very seriously, being what they term "one-sided." The short crop over the United Kingdom will also go a long way towards increasing the value of our Canadian apples here. This, together with the Fruit Marks' Act, which is talked of so favorably on the other side of the ocean should also assist in maintaining prices, and there are inquiries now from the continent wanting to purchase large blocks of Canadian apples, and I would not be surprised if before the buying season gets near over you see buyers paying as high as \$1.25 on the trees for fruit. At all events there is no possibility of the crop going to waste this year for want of an outlet, as our apples have been gaining favor in foreign countries so rapidly, that they can be shipped to various ports that were not known ten years ago."

EDDY CO.'S NEW OFFICES

Friday, the 22nd inst., the corner stone of the new offices being put up by The E. B. Eddy Co. in Hull will be laid. Added interest is being manifested in the occasion, it being Mr. Eddy's birthday anniversary, he being born on his father's farm, near Bristol, Vt., on August 22, 1829, and is accordingly in his 75th year. Building operations on the fibre ware factory were delayed, waiting for the structural iron work, but as this arrived yesterday, everything is resumed.

A LYING TEA PEDDLER

In connection with the peddler nuisance in Ottawa a certain tea peddler has been going his rounds telling people he is selling tea for Castle, the wholesale man on Queen street. Mr. Castle is greatly incensed over it and has advertised, offering a reward of \$50 for information that will lead to the conviction of anyone making such false representations. If anyone in the city tries to do a strictly wholesale business in Ottawa, F. J. Castle does, and he deserves the confidence of the retail trade for being extra particular in this respect.

Archie Fleming, of Hopper & Fleming, Bank street, has sold out his interest in the business of J. S. Brown, the style of the firm now being Hopper & Brown.

H. S. Howland, Sons & Co., wholesale hardware merchants, Toronto, have opened a branch office and showroom on Sparks street. J. Thicker has been appointed local representative.

D. E. Brickler, of Lumsden Bros., who was in Ottawa last week, reported having an extra good demand for their "Jersey" yeast and baking powder.

Mr. Musgrave, of J. McIntosh & Sons; Mr. Merrick, of Rose & Laflamme, and Fred. Mitchell, of E. W. Gillett, called on the trade the last few days. Mr. Mitchell was pleased with the business he did with their goods.

J. J. Levy is in the city now representing The United Factories' Company. He is ready for any amount of business, having just returned from his summer holidays.

H. C. E.

The Hudson Bay Company, Winnipeg, held their annual outing at Elm Park on August 14.

Anybody could sell them

You don't need to be a fluent talker to sell

Clark's Pork and Beans in Chili Sauce

Just pile them up anywhere in sight with a 10c. ticket on them.

That's all!

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

ESTABLISHED 1861

HEADQUARTERS FOR FANCY FRUITS.

Send your orders for the very best quality of

ORANGES, LEMONS, BANANAS and PINEAPPLES.

HUGH WALKER & SON

P.S.—Prompt and special attention given to mail orders. GUELPH, ONT.



DO YOU HANDLE

Capstan Brand Baking Powder?

If not! why not?

It is the best seller in the market.

Try a sample case and be convinced of its high-grade quality.

Ask your grocer for it or see our travellers.

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We want 100,000 Live Chickens annually for our export trade

We will pay the highest possible market price for really prime well-fed birds.

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

NOVA SCOTIA MARKETS.

HALIFAX, August 18, 1902.

TAKING into consideration the fact that this is the dull season of the year, the wholesale and retail grocery business has been remarkably well sustained, and all business houses are fairly busy. There is complaint about a shortage in the usual prompt remittances, but this might naturally be expected at this period, as there are few natural products to send to market as yet, and money is comparatively scarcer in the country districts. With the very bright prospect ahead for good crops, the condition of things will be very materially altered and a better tone infused into business. There are very few changes of great importance to note in the price situation. The market may be considered as firm in most lines, with an easier feeling in prospect as soon as agricultural and fish products commence to move freely.

* * *

The supply of flour in stock here is light, and will continue so until the mills commence operations. Prices are firm. On account of reports of shortage in the wheat supply, prices may rule higher later on. Rolled oats, oatmeal and cornmeal are also light in stock, and prices steady and firm with no anticipation of a decline. Middlings and coarse feeds are very scarce and high, though the demand just now is not very great as compared with the earlier part of the season. Hay is quiet, and prices for new crop have not been established; much will depend on how the crop is harvested.

* * *

The tone of the sugar market, under a good demand, is much stronger than a month ago. Raw sugars are much firmer, and an advance is expected at any time. The local stocks are only fair, but all orders are being filled promptly. The general tendency all around is for higher prices. Molasses firm.

* * *

Butter is now very plentiful, and the market price has eased off. Creamery prints are being offered at 20c.; 5-lb. tubs of very fine butter are also selling at the same rate, and second quality, 15 to 16c. The cheese market has an easier tone. Large is quoted at 9½c.; small, 9¼c. Eggs are also easier, as parties do not care to hold much stock during the hot weather. The price quoted is 16 to 17c., fresh, by the case.

* * *

Reports now seem to indicate that the results of the summer fishing are only fair as compared with other years. Values have increased, and \$3.60 is quoted for dry, slack-salted cod. Reports from Newfoundland and Gaspé show that the catch has been large, and has been cured well. Prices, on this account, for hard cod are easier. The West-Indian market has slightly improved, but may still be considered as dull. Brazilian prices have improved, and are now almost as good as a year ago.

R.C.H.

COWAN'S FINE SWEET COATINGS

Beaver, Maple Leaf,
Ebony, Empress, etc.

UNSWEETENED Gem, Superior, Ruby, Amber,
Hero, Golden and Extra Golden.

COWAN'S fine Cocoa for Soda Fountains, in 5-lb. tins.
The best and purest.

THE COWAN CO., Limited, TORONTO

"Sarnia" OIL

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Equal to best American Oil. **GROCERS ALL SELL IT.**
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THERE IS NO TIME LIKE THE
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MONTSERRAT

It is acknowledged by all who use it to be the best. Analysis proves this to be a fact. Guaranteed 25 per cent. stronger than any other juice. Purchaser therefore obtains better value for money. Small bottle contains 40 drinks, and is equivalent to 30 lemons, and much more convenient.

A noteworthy fact about "MONTSERRAT" is that grocers can feel safe in keeping any quantity left over from one season to another without fear of affecting its saleableness. This is only possible with "Montserrat."

"MONTSERRAT" is made from Cultivated Limes.

EVANS and SONS, Limited, MONTREAL and TORONTO

Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

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We are offering goods at the uniform Association prices.

We solicit your patronage on **the merit of our goods.**

We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be side-tracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

Delhi Canning Co., Limited, -:- Delhi, Ont.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

WANTED—Two first-class representatives—one to represent us Toronto west—the other Toronto east. Must be A 1 men with experience and capable of handling specialties—no others need apply.

LUMSDEN BROS, TORONTO.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.



The THISTLE Brand

Are High-Grade

TOMATOES, CORN, PEAS, Etc.

GUARANTEED SECOND TO NONE.

BRIGHTON CANNING CO.

MANITOBA MARKETS.

WINNIPEG, August 18, 1902.

ACTUAL business at the present time is light in jobbing circles, but all houses are busy and well satisfied in view of the continued excellent crop prospects and the outlook for heavy fall trade. In grocery and produce lines there is little if any news to report, prices remaining very steady in nearly all lines.

The number of canners withdrawing quotations from the market has increased during the week, and all quotations for salmon have been withdrawn on the understanding that the catch on the Fraser River will be light.

CANNED GOODS—Corn has been advanced 5c. per case, and is now quoted at \$1.95 to \$2. Tomatoes are very firm at \$2.75. Peas are unchanged. New strawberries and cherries are on the market and the quality is very satisfactory.

EVAPORATED AND DRIED FRUITS—New apricots are selling well at 10½ to 12c. This is the only line of new goods in. Evaporated apples are over practically, and there is an active demand for dried, of which a fair supply of good quality is on hand. Quotations on new Valencia raisins are still awaiting, and there is nothing new to report. The market at present is supplied with Californian stock.

GREEN FRUITS—Demand is very active just now, more especially for preserving. There have been few changes of price during the week. Plums are quite short in supply at present. Prices are as follows: Oranges, \$5 to \$6 per case; Californian lemons, \$6 per case; bananas, \$2.75 to \$3 per bunch; box apples, \$2.50; barrel apples, \$6; watermelons, per doz., \$4 to \$5; pineapples, \$3 per doz.; peaches, \$1.25 per box; plums, \$1.50 per box; prunes, \$1.50 per box; pears, \$3 per box.

SUGAR—Is unchanged and in good demand. We quote: Extra standard granulated, \$4.35; extra ground, 5½c.; powdered, 5½c.; lumps, 5¼c.; bright yellow sugar, \$3.75.

MAPLE SYRUP—Eastern townships maple syrup has been reduced to \$5.25 for the case of 6 half-gal. tins.

BUTTER—Creamery is offering fairly, but the demand is light. Prices at factories run from 17 to 17½c. Dairy butter is plentiful, and 12c. Winnipeg is an outside figure for round lots of fresh made, the only grade being called for at present.

CHEESE—The supply is not large and market is firm at 9 to 9½c.

EGGS—Are very scarce, and Winnipeg dealers willingly pay 15c., Winnipeg.

CEREALS—The demand for rolled oats, especially for eastern trade, is increasing, and Winnipeg mills are considerably oversold. There is no change, the price being \$2.20 for 80's, and other sizes in proportion. White beans have advanced and are quoted at \$1.85 with every prospect of much higher prices in the near future; in fact, it is stated that they will reach the \$2.50 before the season is over owing to a shortage of supply, but this may be a story similar to the one told a few weeks later than this last year, when the crop was reported very short and prices went up by leaps and bounds, but tumbled just as rapidly.

FLOUR—There is a good local demand, and milling companies are making considerable export shipments to Fiji and Australia. Prices are without change, being: No. 1, \$2.05; No. 2, \$1.90; No. 3, \$1.75; No. 4, \$1.60, and No. 5, \$1.25.

CONVENTION OF LIQUOR DEALERS.

THE first annual convention of the Liquor Dealers' Association of the Province of Quebec will be held in Montreal on September 3 and 4. A programme has already been decided upon, which includes, besides the discussions of topics of interest to the Association, a visit to Sohmer Park and Delorimier Park, trolley rides about the city, with bands in attendance, etc. As special rates will be allowed by railway and steamship companies, many are expected to attend from Quebec, Sherbrooke, Three Rivers, St. Hyacinthe, Valleyfield and Hull, as well as from smaller places.

The convention will be opened at 10 a.m. on September 3 at the Monument National, the Mayor and Lawrence A. Wilson, president of the Licensed Victuallers' Association of Montreal, delivering addresses. A lunch will then be served in the drill hall, and the members, returning, will discuss the following subjects: "Licenses in rural municipalities to be based on the population, and made obligatory in certain cases"; "Should licenses be permanent, and a change be

made in the present system?" "Is the appointment of a liquor inspector necessary?" "Means to be adopted to put an end to illicit stills, and unauthorized sale of liquors," and "The protection to be granted to liquor dealers by the Government first, and then by the municipalities, should be in proportion to the large amount paid by them as well in duties as in licenses."

THE BRAZILIAN COFFEE CROP.

EUGENE SEEGER, the United States Consul at Rio de Janeiro, Brazil, under date of July 17, writes as follows:

"I give below the authentic figures of coffee production for the harvest year closed on June 30, 1902. They are:

	Bags of 132 lb.
Received in the port of Rio.....	4,971,686
Received in the port of Santos.....	10,149,327

Total in the two ports..... 15,121,013

"The receipt of the other ports (Victoria, Bahia, Pernambuco, etc.) will be sufficient to make up a total of 16,000,000 bags. The present harvest, the marketing of which commenced on July 1 of this year, may be estimated at 10,000,000 bags. The bears, of course, send out circulars to prove that the harvest will be much less than this quantity, and the bulls are not less energetic in the attempt to prove that the harvest will be a great deal more. At present there are no figures obtainable which are absolutely reliable.

"Coffee is now the subject of very active speculation, and prices, low as they are, are to a great extent upheld by speculators. The visible supplies in Europe, as well as in the United States, are more than sufficient to cover a year's consumption. If the new crop (the harvest of 1903), which will be in bloom about the end of October and then be susceptible of estimates, should turn out, as it is likely, to be a good one, a considerable decrease in the prices seems inevitable. This would naturally bring about a decrease in exchange and in the irredeemable Brazilian paper currency."

BOSTON POPCORN FRITTERS

To retail at 5c. Will help your confectionery trade and give you good profit.

SAMPLES AND PRICES FREE ON APPLICATION.

THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

G.O.B. Manitoba Patent

surpasses in whiteness and purity any All Manitoba patent flour of same price, and has equal strength.

We have considerable Bran and Shorts to offer in mixed cars.
Our CALLA LILY is a family flour.

MODEL ROLLER MILLS, Perth, Ont.

Hailed with Enthusiasm!

Every smoker has his favorite Cigar, and the way the devotees of our

"Marguerite"

are recommending it to their friends, makes it easy for you to sell, and hard for us to keep up with the demand.

There isn't a "three f'r" in Canada more popular. Just think of our shipping **3,566,565** last year!

It's just the cigar for your trade, and if you haven't convinced yourself of it we'd like to assist in the convincing process.

The Geo. E. Tuckett & Son Co., Limited, Hamilton



Factory of Christie, Brown & Co., Limited, Manufacturers of FINE BISCUITS.

NEEDED CHANGES IN SHIPPING APPLES.

By R. & J. Graham, Belleville, Ont.

THIS subject naturally divides itself into two heads, viz.: "How can we transport the fruit?" and "In what kind of package shall we put it?"

To get an apple from the tree to the consumer at the least cost, and in the most perfect condition, is a problem seriously occupying the attention of all fruit growers and shippers, whose success or failure largely depends on their ability in this direction.

The first step in transportation is from the tree to the basket, where, in most cases, serious damage is done.

BRAINS NEEDED.

Apple pickers require brains as well as muscle, and to pick an apple properly requires some study and experience. The writer has noticed many apples literally pulled from the trees with the fruit spur attached, not only damaging the fruit, but ruining the tree itself for future bearing.

If apples are carefully turned upwards they will break from the fruit spur clean, with the least resistance, and avoid thumb-marks so common in apples, which seriously impair the keeping quality and spoil the appearance, particularly of green or yellow fruit. All shippers should instruct their packers very particularly on this point.

FROM BASKET TO BARREL.

The next move in transportation is from the basket to the barrel or package in which the apples are taken to market. Again they run a most hazardous gauntlet. Most apples are dumped on the ground in heaps, whereas, in the writer's opinion, apples should never touch the ground, but be carefully emptied on a canvas stretcher of simple construction, holding about three or four barrels at most, and about 3½ to 4 ft. high, so that the sorter may stand up to his work and use both hands and eyes in this most important transaction. From the stretcher they should go directly into the package for market or store, graded as the shipper's customers may desire.

Now that the fruit is in the package at the tree, it should be carefully

TRANSPORTED TO THE FRUITHOUSE, railway or boat landing at once, on a conveyance having springs. Much fruit is damaged seriously by remaining in barrels on the ground after packing, or by being moved in lumber wagons without springs over rough roads. These can be easily procured to attach to any wagon, and no fruit grower should be without them.

When we get the apples to the depot we again confront a difficult problem. What

kind of a car should we use, or what kind of a car can we secure from the carrier? Arrangements should invariably be made with the railway to furnish the

KIND OF A CAR DESIRED

and as required. No apples should remain at a depot longer than is necessary to load them directly into a car and get away the same evening. For short hauls ventilated cars should be used, and the car not filled to the roof, as frequently happens, but leave ample room for circulation of air. For any distance requiring more than 24 hours' railway journey, refrigerator cars should be used, and have them sufficiently iced. From the cars the apples should go direct to destination without delay, either to the consumer, fruithouse or steamer, for ocean transportation. Here, again, we confront a problem. What kind of space shall we use, or what can we secure?

Apples usually receive little care at the hands of vessel owners and stevedores, are generally handled roughly, and placed in the hold as closely stowed as possible, and, in most cases, without ventilation, and if they survive this gauntlet without being cooked and ruined the shipper may consider himself fortunate.

Can this be remedied? Combined action can do much to bring about the much needed reform. Let there be an active transportation committee and let us shippers be loyal to their recommendations demanding ventilated space or cool storage.

THE FREIGHT RATE QUESTION.

Again, why should a barrel of apples pay more freight than a barrel of flour? This question has often been asked railway tariff committees, but has never yet been satisfactorily answered. So far as I can learn, the real reason is because they can collect more. They apparently think the business will stand it, but in a year like the present, when there is an abundant crop, cheap transportation would materially increase our markets, and place before the laboring classes, which form the masses of European population fruit, within the reach of their means.

Can this be accomplished? I maintain it can. A barrel of flour weighs about 50 lb. more than a barrel of apples, and usually is carried for about half the price. Does the barrel of apples get any more care from the carriers, any better protection from the weather, any better space, or is there any greater risk incurred? Do they pay any more claims or give any greater attention to the business? So far as I can ascertain the only thing they can claim is better,

despatch en route as perishable freight is not so often side-tracked, but I have yet to learn of a railway that paid claims on apples for ordinary delay in transit, and I consider the handicap in weight quite sufficient to enable the carriers to move a barrel of apples quite as cheaply as a barrel of flour. Agitation would bring about this much needed reform.

KINDS OF PACKAGES.

We next consider the various kinds of packages in use and their respective advantages. The barrel is the standard used for perhaps 90 per cent. of the fruit, but is it the best? California has adopted the box of four or five tiers, averaging about 40 lb. net of fruit, and this package is getting quite popular in some localities, and has the advantage of being more suitable for a grocer to handle as package goods. Many people would buy a box of those apples who could not be induced to buy a barrel at a time. When apples are retailed by the pound much of the fruit is injured by the customer or dealer turning it over, pinching it and examining it in a variety of ways that would not be done in a package. The cost of the package is about the same in each case.

THE BUSHEL CRATE.

For the home trade and immediate use the bushel crate is becoming quite popular in Michigan, and has some advantages. It is cheaper than the barrel, saves all expense of packing, can be easier handled, all the fruit is open to view, any farmer can bring apples to the depot direct from the trees, and is a convenient package for the dealer and consumer when the apples are required for prompt use.

For high-class trade a compartment box is coming into use, and has been favorably received in the markets of Europe. These boxes are made to hold various amounts and different-sized apples, and are made something like an egg case, each apple having a compartment by itself and is thoroughly ventilated. A firm in London, Ont., are manufacturing them. Fruit growers of Niagara district are using them quite extensively. They cost more than a barrel, but for a high class trade there is nothing better. Apples stored in these packages for the Pan-American Exhibition with The Buffalo Cold Storage Co. kept in good condition for a year. One thing is essential to the transportation of apples in any package—air circulation.

I feel convinced that fully 50 per cent. of our apples are ruined from improper transportation from some of the causes referred to, and if apple shippers ever expect to climb the ladder of success to its topmost step it can only be accomplished by giving this most important question earnest consideration.

Pure Gold Jelly Powder
 Pure Gold Flavoring Extracts
 Pure Gold Baking Powder

WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.

"A Good Package Adds Much to the Selling Qualities of the Goods."

Shipping Pails and Packages



— SUITABLE FOR —

NOV - 1 1902
RETURNED

Lard,
Spice,
Candy,
Cocoanut,

Butter,
Jam,
Pickles,
Syrup.

If you insist upon your supplies of these being put up by the packer in **Cane's Newmarket Wooden Packages** increased sales will surely follow.

If one of our representatives has not yet called upon you and you are in a hurry for goods, write, telephone, or telegraph at our expense.

UNITED FACTORIES, Limited

OPERATING:
Boeckh's Toronto Factories,
Bryan's London Factories,
Cane's Newmarket Factories.

Head Office, TORONTO.

MONTREAL BRANCH : 1 and 3 DeBresoles St.

LONDON BRANCH : 65 Dundas St.

Jonas' Flavoring Extracts

are sold strictly on their merits, and are never found wanting in *strength, purity, richness*. Remember, a satisfied customer is an invaluable advertisement for the grocer. **JONAS' FLAVORING EXTRACTS** make satisfied customers. If you are on the outlook for a staying and permanent trade, experience has taught you that it is best to sell articles that have been tried and not found wanting—which can be relied upon to satisfy your most particular customers. The high quality of **JONAS' EXTRACTS** helps the retailer win the best trade in the town. They are

Steady and Persistent Pullers of Trade.

MANUFACTURED BY

HENRI JONAS & CO.

MONTREAL

HOW'S YOUR STOCK OF

Olives—French Capers—Salad Oils?

We have the very finest quality of Olives from Spain in pint and quart bottles—also in ½-gallon and 1-gallon kegs.

We also have French Capers in bottles—½-gallon and 1-gallon kegs. They're the best to be had. Let us have your order.

Then our PURE VIRGIN SALAD OILS from France, in pint and quart bottles, are just the right kind for your best trade.

Our Prices are Right.

Mail Orders promptly attended to.

JONAS' MILITARY DRESSINGS are guaranteed to be perfectly waterproof, and to make boots, shoes, rubbers, harness, etc., look like new. They're certain to please every purchaser.

HENRI JONAS & CO., Montreal

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Asparag

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Blueber

Beans, 2

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Olive Oil

Barton & Guestier
BORDEAUX, FRANCE.

Shippers of The Standard Olive Oil of the world.

JOHN HOPE & CO., - MONTREAL.

SOLE AGENTS FOR CANADA.

By Special Appointment to His Majesty
King Edward VII.

CANTRELL & COCHRANE,
DUBLIN and BELFAST.



C. & C.
"Ginger Ale"

C. & C.
"Club Soda"

C. & C.
"Royal Seltzer"

C. & C. have been awarded 33 Gold and Prize Medals for special excellence and superiority of manufacture.

JOHN HOPE & CO., MONTREAL, - - SOLE AGENTS FOR CANADA.

	Montreal.		Toronto.		St. John, Halifax.	
COFFEE						
Green—						
Mocha.....	24		23	28	25	30
Old Government Java.....	27		22	30	25	30
Rio.....	10		7	12	12	13
Santos.....			9½	10½		
Plantation Ceylon.....	29		26	30	29	31
Porto Rico.....			22	25	24	28
Gautemala.....			22	25	24	26
Jamaica.....	13		15	20	18	22
Maracaibo.....	18		13	18	12	18
NUTS						
Brazil.....	11¼	12¼	15	16	30	15
Valencia shelled almonds.....	25	26	30	35	30	35
Farragota almonds.....		11		11½	12	13
Formegotta almonds.....				10½		
Jordan shelled almonds.....		42	40	43		
Peanuts (roasted).....	8¼	13	8	10	9	10
" (green).....	6¼	7¼	7	9		
Cocconuts, per sack.....		3 25		3 75	3 50	4 00
" per doz.....				60	60	70
Grenoble walnuts.....		10		10½	11	12
Marbot walnuts.....		10	9½	10½		
Bordeaux walnuts.....		9		8	8½	9
Sicily filberts.....		9	9½	10½	10	11
Naples filberts.....					13	14
Pecans.....	15	16	13	15	13	14
Shelled Walnuts.....		18	18	23		25
SODA						
Bl-carb, standard, 112-lb. keg.....	1 65	1 80	2 00	2 25	1 70	1 75
Sol soda, per bbl.....	70	75	80	90	85	90
Sol Soda, per keg.....	95	1 00		1 00	95	1 00
SPICES						
Pepper, black, ground, in kegs.....						
palls, 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.....						
palls, boxes.....	26	27	26	27	24	26
5-lb. cans.....	25	26	25	26	20	22
whole.....	23	25	23	25	20	22
Ginger, Jamaica.....	19	25	22	25	20	25
Cloves, whole.....	12	30	14	35	18	20
Pure mixed spice.....	25	30	25	30	25	30
Cassia.....	18	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
WOODENWARE						
Palls No. 1, 2-hoop.....	1 65		1 55		1 90	
" 3-hoop.....	1 80		1 70		2 05	
" half, and covers.....	1 65		1 60		1 75	
" quarter, jam and covers.....	1 15		1 10		1 45	
" candy, and covers.....	2 50	2 90	2 40		3 20	
Tubs No. 0.....	10 00	10 15	8 50		11 00	
" 1.....	8 00	8 15	7 00		9 00	
" 2.....	7 00	7 15	6 00		8 00	
" 3.....		6 15	5 25		7 00	
PETROLEUM						
Photogene.....					17	17½
Canadian water white.....	14¼	15¼			16	16½
Sarnia water white.....	16	17	16½	17	16	16½
Sarnia prime white.....		18	15	16½	15	16½
American water white.....		19	17½	18	17½	18
Pratt's Astral (barrels extra).....	18¼	19	17	17½	17	18½
Black— TEAS						
Congou—Half-chests Kalsow.....	13	60	12	60	11	40
Moring, Paking.....	17	40	18	50	15	4
Caddies Paking, Kalsow.....	35	55	35	55	30	50
Indian—Darjeelings.....	20	40	20	40	18	40
Assam Pekoes.....	18	25	18	25	17	24
Pekoe Souchong.....	35	42	35	42	34	40
Ceylon—Broken Pekoes.....	20	30	20	30	20	30
Pekoe Souchong.....	17½	40	17	35	17	35
China Greens—						
Gunpowder—Cases, extra first.....	42	50	42	50		
Half-chests, ordinary firsts.....	22	28	22	28		
Young Hyson—Cases, sifted.....						
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		23		
" thirds.....	15	17	16	18		
" common.....	13	14	14	15		
Pingsueys—						
Young Hyson, ½-chests, firsts.....	28	32	38	32	30	40
" " seconds.....	16	19	16	19		
" Half-boxes, firsts.....	28	32	28	32		
" " seconds.....	16	19	16	19		
Japans—						
½-chests, finest Maypickings.....	38	40	38	40		
Choice.....	32	35	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	19	20		
Common.....	13	15	17	19		
Nagasaki, ½-chests, Pekoe.....	16	22				
" " Oolong.....	14	15				
" " Gunpowder.....	16	19				
" " Siftings.....	7½	11				
RIE, MACARONI, SAGO, TAPIOCA.						
Rice—Standard B.....	3 00	3 10		3½	3 25	3 40
Patna, per lb.....	4 25	4 50	5¼	5	5	6
Japan.....	4 40	4 60	5½	5	5	6
Imperial Seta.....	4 60	4 80	4¾	5½	4	5
Extra Burmah.....			4¾	4¾	4	5
Java, extra.....		5¼	6	6	6	7
Macaroni, dom'ic, per lb, bulk.....	3¼	4¼		7½		
" imp'd, 1-lb. pkg., French.....	8	12		19		
" " Italian.....	8	10	1	12½		
Sago.....	3¼	3¾	3¼	4	4¼	
Tapioca.....		3½	3¼	3¾	4¼	5

ANNOUNCEMENT

BORDEN'S CONDENSED MILK COMPANY has established a branch factory at Ingersoll, Ontario, and is now prepared to fill all orders for the Canadian Trade promptly.



THIS COMPANY IS THE PROPRIETOR OF THE CELEBRATED
Eagle Brand Condensed Milk
Gold Seal Brand Condensed Milk and
Peerless Brand Evaporated Cream
 (UNSWEETENED)

These products have received the highest Awards wherever exhibited.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling Representatives in Canada: **F. W. HUDSON & CO., TORONTO, WM H. DUNN, MONTREAL.**

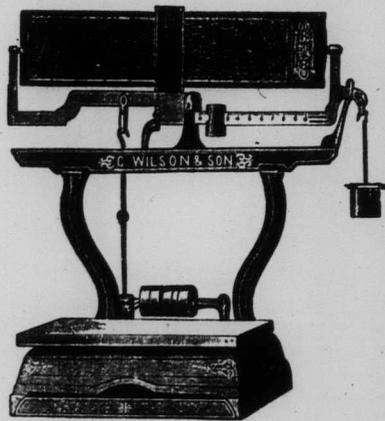
A SUGGESTION.

You have only to suggest to your customers to once try

JAMES' "DOME" LEAD

and it will please them sufficiently well to save you the trouble again, for they will always come back.

W. G. A. LAMBE & CO., Canadian Agents.



EASILY TURNED

This term applied to a person is not very complimentary. Applied to a weigh scale, however, it is the highest compliment possible. A scale that is not easily turned is useless.

THE WILSON COMPUTING BALL BEARING SCALE WILL TURN WITH THE WEIGHT OF A HAIR.

Can you not see the advantage of this in the constant weighing of goods? Give honest measure, but at the same time don't give away your profits.

Our **BALL BEARING COMPUTING SCALE OFFER** on easy terms of payment will interest you. Write for particulars.

CANADIAN
 MANUFACTURES
 FOR CANADA

C. WILSON & SON

69 ESPLANADE ST. E.

TORONTO

Gillard's Sauce

Gillard's Pickle

Is still the best and cheapest.

The most delicious English pickle made.

AS SUPPLIED TO
HIS MAJESTY THE KING
 AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

GILLARD & CO., Limited, LONDON, ENG.

Goods that are Wanted in the West Indies.

By John M. De Wolfe, in The Halifax Herald.

A GREAT many in Canada are of the opinion that there is an unlimited market for all kinds of manufactured goods in the West Indies, and that the people down there are just waiting for some enterprising man or men in Canada to bring the goods right along to supply them and make their little fortune. But when you consider that at least two-thirds of the inhabitants of the British Islands do not get an average wage of 1s. or 24c. per day, you can readily see that their purchasing powers and their requirements are very limited. So, after getting their food and a little cloth for wearing apparel, there is very little left to buy manufactured goods or to spend for anything but the bare necessities of life.

THERE IS ALREADY A LIBERAL SUPPLY.

Any goods that there is a profit in are already supplied by the Americans, English or Germans, so if Canada wishes to do a trade down there (not already taken up by themselves), she will have to do a lot of missionary or pioneering work to get in at all. They will have to put their prices down low (or fine), put up their goods nicely and neatly with attractive labels, or they will not be able to compete.

I have taken goods down several times and thought, at starting, that my prices were all right. My goods were up to the standard, but prices were not in it, and to my very great surprise I could buy similar goods at retail, express duties and profits added, for less money than I could put them f.o.b. Halifax. As I sell those goods for a small commission, you can easily see how one is handicapped in that market trying to sell Canadian goods.

LOSS CAUSED BY DELAY IN SHIPMENTS.

Another drawback that will have to be remedied is, often after an order is taken in good faith the goods do not come forward in a reasonable time, and often not at all. I have been told frequently: "It is no use to give you an order; you do not fill it promptly nor up to sample; and, moreover, we could get our goods from Australia in less time than you take to get them along from Canada."

There is a better market for manufactured goods in Trinidad, and Canada is largely to the front there, especially in cordage, paints and oils, varnishes, leads, brooms, brushes, butter, cheese, funeral

furnishings, etc. Although I note M. E. Tripp, of Trinidad, urges Canadians to look sharp after especial lines of paints, oils, cordage, etc., when he knew, or ought to have known, that the paint, oil and varnish lines are already represented by five of the largest manufacturing houses in that line in Canada, and brooms and brushes by three, so that Canada has now the best place and sells by far the greater part of the cordage used in that market.

It would not lead up to a busy, healthy trade to have too keen competition between Canadian manufacturers which would obtain if Mr. Tripp's advice were taken.

CANADIANS IN FRONT RANK.

There are a number of other lines in which Canadian manufacturers are in the front place, which has been brought about by hard, persevering work, and it is pleasing to note we have so many lines well in hand in the West Indies.

There are several lines we cannot handle at all to-day—galvanized iron and zinc goods, such as buckets, pails, roofing sheets, pans, etc.; also tinware, tin, granite ware, glazed ware, shelf hardware, crockery-ware, wire nails, cut nails, etc. Woodenware is not used to any extent, as the heat soon destroys it. Galvanized iron and zinc take the place of it.

SHOULD HANDLE BEST GOODS FOR TRADE.

Now we shall take up the goods that Canada can supply to-day. Flour, peas, split and round, oats, bran, shorts, middlings, cornmeal, pork, beef, hams, bacon, lard and lard oil, butter, cheese, etc. The most important of these is flour, and if managed right large quantities can be sold. As we have made so many mistakes in the past, the only wonder is that one can sell flour at all. Still, our Canadian flour is getting into favor every day, and, with new and better methods of handling and selling it, looking sharp after the conditions of the market and its requirements, one may obtain here a ready sale.

Ship promptly good fresh stock, put up nicely, neatly labelled, good barrels, closely packed, just large enough to hold the required quantity—not as has been the case in the past, the barrel made to hold 10 or 12 lb. more flour than is required, causing it to sift out and shift about in the barrel when it is moved a little or roughly handled, and thus bringing it more in contact with

the air, which will naturally help it to sour, especially in those hot storerooms down in the West Indies.

THE MANNER OF SELLING FLOUR.

There is another point I would draw attention to—the manner of selling flour and food products to bring successful results. The plan of the past has, in many cases, proved very unsatisfactory and must be remedied, and the sooner the better for the flour trade in the West Indies.

SHIPPER MUST BE IN TOUCH WITH DEALER.

You must get in touch with the dealers, and sell to them direct in as large or small quantities as they may require, and price might vary according to quantity. As most of the dealers are importers, it will be almost impossible to get them to buy from a commission merchant down there to whom the flour is sent on consignment, as is the usual way it is now shipped.

"But," you will say, "our flour cannot be bought any other way, and they must have it."

AMERICANS ALWAYS THERE TO COMPETE.

But that will not help matters at all, for the Americans are on hand to give them as good a brand at as low a price, and perhaps lower. And, moreover, if the dealer wants, say for a time, a particular brand, they will get their agents in New York to send it to them, or buy it through a New York house, and get it at first cost. The New York houses are bound to help them out, and their agents will sell direct to any one who will buy—that is able to pay for it—and he is on the alert all the time for new customers, offering all the inducements to get trade.

HINTS THAT CANADIAN GOODS ARE INFERIOR.

He does not forget to hint that the Canadian flour might sour soon and does not keep well. Knowing that one of the strongest arguments they use for successful sales is that their flour is largely ground from Manitoba wheat, leading them to believe or to suppose it is a particular brand of wheat, forgetting to tell the purchaser that the wheat is grown in Manitoba, one of the largest wheat-growing Provinces in Canada. Yet, they will urge that on account of having this wheat in the flour it causes it to keep much longer and make better bread.

NO OBJECTION TO FAIR CRITICISM.

I do not for a moment find fault with anyone for saying that our Canadian wheat will help the American flour if it is mixed with it, but I object to having the same wheat spoil and sour if ground in Canada. This seems to be the one complaint with our flour down in the West Indies—that it

We extend a cordial invitation to our friends visiting the Capital during the Exhibition, August 22nd to 30th.

F. J. CASTLE - - OTTAWA.

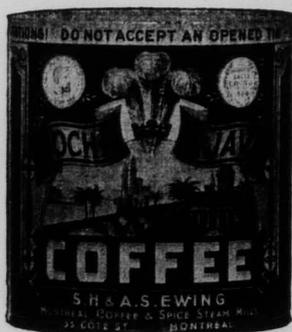
Cor. Queen and Metcalfe

Opposite Windsor Hotel.

Established 1845.

MODERN MACHINERY. UP-TO-DATE METHODS.

Established 1845.



1 and 2-lb. Tins.

When you hear a man talk about the quality and reputation of "Ewing's Coffee" and "Ewing's Spices," just remember that they are "S. H. & A. S. Ewing's"—the perfected products of the old reliable house that has stood the test of 57 years. Try personally and be convinced of the superior aromatic flavor of S. H. & A. S. EWING'S High-Grade COFFEE. Compare the quality of S. H. & A. S. EWING'S High-Grade SPICES, and satisfy yourself that they are the best.

Handle S. H. & A. S. E. Mocha and Java, in 1 and 2-lb. tins (as cut), "Willison's Turkey Coffee," "Vienna Baking Powder," etc. Enquiries and mail orders solicited. Prompt shipment guaranteed.

S. H. & A. S. EWING, Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

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

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

SEASON 1902.

Butter Tubs

Order now—ship when required. Best goods—fair price.

WALTER WOODS & CO.
HAMILTON.

Established 1862.

E. THOMPSON & CO.

LIVERPOOL,

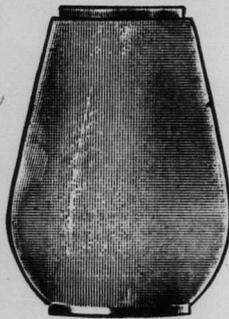
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

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.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Toronto Fruit Merchants.

McWilliam & Everist

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer. Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.
Warehouse Phone Main 3394.

Raspberries

Watermelons. Tomatoes

Fresh arrivals daily at lowest market price.
Full stock of Oranges, Lemons and Bananas always on hand.

HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

will not keep. My experience has been that the cause of any complaint of that kind is in the handling of the flour, for I know in a number of cases the flour was made and packed at least three or four weeks before it was in Halifax, and then perhaps delayed a time there, and that meant at least two months before it was in the hands of the consumers.

TIME CONSUMED IN HANDLING.

The same could, if properly handled, be put down in most of the islands in less than four weeks, making all the difference imaginable in its keeping qualities in the busy, hot West Indies climate.

You will kindly pardon me for taking up so much of your valuable space, but I thought it was due to our Canadian people to know some of the conditions of the West-Indian market. What they have to contend with to do a successful business in the West Indies I study.

A BETTER MARKET FOR SUGAR.

If we can make a better opening for the sale of their sugar in our markets, it would help materially in the West Indies. As we have already a branch of one of our live Canadian banks established in Trinidad, all arrangements for the monetary side of the question can be made, so that we will be able to do business in the West Indies with as much ease as we can in the more distant parts of our own Canada.

THE ADVANTAGES OF CONFEDERATION.

Until the British West Indian Islands are confederated and joined to us we may expect strong competition with England, Germany and the United States.

CANNING IN NEW BRUNSWICK.

The G. W. Hogg Co., canners of fruits and vegetables, Fredericton, N.B., is this year building a new cannery at McGowan's landing, Sunbury county, which is regarded as the centre of the vegetable producing region of the Province. The cannery there is going to the producer rather than making the grower bring his produce to the cannery. It is anticipated that great quantities of tomatoes and other vegetables will be put up at McGowan's, and if the business this year meets the expectations of the proprietors another season will see a big development of the canning business.

G. W. Hogg stated, after several weeks spent at the company's canneries on the North Shore, that the lobster fishing this season was about the average, although the weather was cold and stormy, and decidedly adverse to good fishing.

The company has already sold enough canned apples to consume 2,500 barrels of the fruit. Mr. Hogg states that crops are all some weeks later than the average year.

BRAZILIAN NUT AND CACAO CROPS.

FROM Para, United States Consul Kennedy reports as follows, under date of July 15, regarding the Brazilian nut and cacao crops: "The Brazilian nut crop for 1902 is nearly all in the hands of the dealers or in transit from the fields, and an accurate estimate of the total can be made. The crop is nearly double the combined output of the two previous years. The quality has also been unusually good, and the supply has been so judiciously handled that there has been neither a glut nor a shortage in the market during the season. Prices have ruled firm throughout and at no time has any stock accumulated. The demand from the United States increases steadily. In 1900, the United States took 44 per cent. of the crop and Europe the remainder. In 1901, we took 50 per cent. of the crop, and this year our purchases amounted to 55 per cent.

"The total shipments of nuts from the Amazon up to date have been 6,871 tons, of which Manaos shipped 3,778 tons and Para 3,093 tons. The most conservative estimates of the remainder of the crop place it at about 300 tons, thus making a total for the crop of 1902 of about 7,200 tons. The crop of 1900 was 2,514 tons; that of 1901, 2,808 tons.

THE CACAO CROP.

"The cacao market has been steady at average prices, and the demand fully equal to the supply. No crop in this country is subject to such fluctuations as cacao, and for this reason comparisons with previous crops are valueless. Little interest is manifested in the product in this region.

"The total shipments from the Amazon for 1902 have been:

	Tons.
January	314
February	310
March	409
April	408
May	562
June	587
July	300
Total	2,890

"Something more than one-third has been taken by the United States, and the balance by Europe. France, as usual, is the largest consumer, with Holland second. The trade with the United States is, however, increasing, and before long we shall doubtless consume the bulk of the cacao product of South America."

THE WINDOW-TRIMMER.

Among the many branches of the window-decorator's art, none is more apparently important than the one of sign, show-card and ticket lettering. The two combinations should go hand-in-hand. What a boon to the window-decorator with a practical knowledge of all the rudiments for the production of neat and attractive show-cards and price-tickets at his fingertips. The finest window displays may be ruined by amateur lettering, while artistic lettering often attracts as much attention as the goods. Every window-trimmer that aspires to the best-paying position in his line should procure the instruction book advertised in this issue by W. Edwards, Carleton Place, Ont., at \$1 postpaid. Hundreds of decorators in all sections of the country are to-day reaping the benefits. The expense is small and success is sure.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,
LIMITED

MONTREAL, QUE.

CEYLON TEA

BLACK AND GREEN

satisfies
the
taste
of
the
Canadian
people,
therefore
is
the
best
liked
tea
imported
into
Canada.

CEYLON TEA

BLACK AND GREEN

is
the
most
satisfactory
and
profitable
tea
to
sell.

"THE EDWARDSBURG BRANDS"

Starch

.. and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**
ASSORTED STOCKS of all styles of packages now on hand, and **PROMPT SHIP-
 MENT** guaranteed.

EDWARDSBURG STARCH CO'Y, Limited
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO.

COFFEE.

JAMES TURNER & CO.	per lb.
Mecca	0 32
Damasous	0 28
Osairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2
E. D. M. BREAUX, Montreal.	
"Old Crow" Java	0 25
"Mocha	0 25
"Condor" Java	0 30
"Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. Fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's Coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	

CONDENSED MILK.



Borden's Condensed Milk Co.	
"Eagle" Brand	\$1 75
"Gold Seal" Brand	1 50
"Peerless" Brand Evaporated Cream	1 50

CLOTHES PINS.

UNITED FACTORIES, LIMITED.	
Clothes Pins (full count), 5 gross in case, per case	0 57
doz. packages 12 to a case	0 72
doz. packages (12 to a case)	0 92

COUPON BOOKS—ALLISON'S
 For sale in Canada by—The Eby, Blain Co., Limited, Toronto O. C. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un-bered	Covers and num Coupons
In lots of less than 100 books, 1 kind assorted	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
500 to 1,000 books	3c.	3 1/2c.

Allison's Coupon Pass Book	
1 00 books	3 cents each
2 00 books	3 cents each
3 00 books	3 cents each
5 00 books	4 cents each
10 00 books	5 1/2 cents each
15 00 books	6 1/2 cents each
20 00 books	7 1/2 cents each
25 00 books	8 cents each
50 00 books	12 cents each

EXTRACTS.

HENRI JONAS & Co. Per gross.	
8 oz. London Extracts	\$5 00
2 oz. " (no corkscrews)	5 00
2 oz. " "	9 00
2 oz. Spruce essence	6 00
2 oz. " "	9 00
2 oz. Anchor extracts	12 00
4 oz. " "	21 00
1 oz. " "	36 00
1 lb. " "	70 00
1 oz. Flat bottle extracts	9 00
2 oz. Flat bottle extracts	18 00
2 oz. Square " "	21 00
8 oz. " " corked	36 00
4 oz. " " "	72 00
8 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

LYE (CONCENTRATED).

GILLETT'S PERFUMED.	
1 case of 4 doz.	\$ 3 60
3 cases " "	3 50
5 " " "	3 40

GINGER ALE & SODA WATER

Cantrell & Cochrane's Imported	
Ginger Ale and Club Soda Water	\$1 40

JAMS AND JELLIES.

SOUTHWELL'S GOODS.	
Frank Magor & Co., Agents.	
Orange Marmalade	1
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	3 75

Jams— T. UPTON & CO.	
12-oz. glass jars, per doz	\$0 95
1-lb. glass jars 2 doz. in case, per doz	1 50
2 1/2-lb. tin pails, 2 doz. in crate, per lb.	0 09
5-lb. tin pails, 8 pails in crate, per lb.	0 06
7-lb. wood pails, 6 " "	0 06
14-lb. wood pails, per lb.	0 06
30-lb. " " "	0 06

Jellies—	
1-lb. glass jars, per doz.	\$1 50
7-lb. wood pails, per lb.	0 09
14-lb. " " "	0 09
30-lb. " " "	0 09

LICORICE.

YOUNG & SMYLYE'S LIST.	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 15
"Binged" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy boxes 40)	
per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " " 20 5 lb. cans	1 50
"Purity" Licorice 10 sticks	1 45
" " " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

LIQUORS.

OGNAC IN CASES.	
Ph. Richard.	
S.O. Quarts, 12's	\$22 50
F.C. " "	15 00
F.C. 1-15 bottles, 180's	2 00
V.S.O.P. " "	12 10
V.S.O.P. pints, 24's	13 00
V.S.O.P. 1/2 pints, 48's	14 00
V.S.O.P. 1-5 bottles, 150's	20 00
V.S.O. quarts, 12's	10 00
V.S.O. 1-15 bottles, 180's	18 00
V.O. quarts, 12's	8 50
V.O. pints, 24's	9 50
V.O. 1/2 pints, 48's	10 50
V.O. 1-15 bottles, 180's	14 10
V.O. decanters, 12's	10 50
V.O. " " pints, 20's	13 00
V.O. flasks, Imp. pints, with thumbiers	9 75
V.O. " Reputed " "	24 10 50
" " " no " "	4's. 9 50
Chas. Couturier.	
Quarts, 12's	7 00
1/2 bottles, 24's	8 00
1/4 " 48's	9 00
1-15 bottles, 180's	13 50
Flasks, 24's	8 00
1/2 Flasks, 48's	9 00
Flasks Imperial pints, Copsule, 16's	8 00

F. Marion & Cie.	
Quarts, 12's	6 00
1/2 bottles, 24's	7 00
" " 48's	8 00
Flasks, reput d 24's	7 10
Flasks, 1/2 pints, 48's	8 00
1-15 bottles, 180's	12 50
Flasks, Imp. pints with thumbiers, 16's	8 00

Cognac In Wood.			
Ph. Richard.			
Gals. Oct's	Oct's	Bbls.	Hhds.
Couturier	\$4 00	\$3 95	\$3 80
Marion	3 75	3 60	3 40
Ph Richard			
V.S.O.P.	5 50	5 35	5 25
Richard			
V.O. proof. 4 25	4 10	4 00	3 90
Richard 5 up.			
proof V.O. 4 00	3 80	3 70	3 50
Richard Fine			
champagne 6 00	5 90		

Gin—Pollen & Zoon, in Cases.	
Red, 15's	\$10 00
Green, 12's	5 00
Poney, 12's	2 50
Gin Pollen & Zoon, in Wood.	

Gals. Oct's. Oct's. Bbls. Hhds.					
Gin, P. & Z.	\$3 15	\$3 05	\$3 05	\$3 00	\$2 95
Mitchell Bros. Limited Scotch.					
1 case. 5 cases					

Heather Dew, ordinary qts.	
12's	\$ 7 00
Heather Dew, stone jars,	
Imperial, 12's	12 50
Heather Dew, oval flasks,	
quart, 12's	11 25
Special Reserve, oval pts. 24's	11 75
ordinary qts.	
12's	9 00
Special Reserve, 1/2 bottles,	
pints, 24's	10 00
Extra Special Liqueur, flagon,	
12's	9 50
Extra Special Liqueur, ordinary bottles, 12's	9 50
Heather Dew, flasks, 48's	12 00
1/2 flasks, 60's	9 00
Mullmore, Imperial oval quart flasks, 12's	10 00
Mullmore, flasks, Imperial pints, 24's	10 50
Mullmore, flasks, ordinary pints, 24's	7 75
Mullmore, 1/2 flasks, ordinary,	
48's	9 00
Mullmore, ordinary quarts, 12's	6 50
Mullmore, ordinary pints 24's	7 25

Scotch Whisky in Wood.

	Gals.	Oct's.	Oct's.	Bbls.
Special Reserve	\$4 50	\$4 25	\$4 15	\$3 90
Heather Dew	4 00	3 85	3 75	3 65
Extra Special	5 00	4 90	4 80	4 75
Old Scotch	3 75	3 70	3 65	3 50

Whiskey in Cases.

Mitchell Bros., Limited—Irish

Cruik-ken Lawn, stone jar, 12's	\$12 50
Old Irish, flasks, imp. quarts, 12's	11 25
Special, quarts, 12's	9 00
round bottles, quarts, 12's	11 50
round 1/2-bottles, pints, 24's	8 00
10-oz. flasks, 48's	12 00
5-oz. flasks, 60's	9 00

Irish Whiskey in Wood.

	Gal.	1/2-Oct.	Oct.	Bbl.
Mitchell, "Special"	\$4 50	\$4 40	\$4 25	\$4 10
Mitchell, "Old"	4 00	3 90	3 75	3 65
"B"	3 50	3 40	3 30	3 25
"C"	3 00	2 90	2 80	2 75

Champagne Wine in Cases.

Duc de Pierland, quarts, 12's	\$14 00
Old, pints, 24's	15 00
Cardinal, quarts, 12's	12 50
pints, 24's	13 50
Vve. Amiot Carte d'Or, quarts, 12's	16 00
pints, 24's	17 00
d'Argent, quarts, 12's	10 50
pints, 24's	11 50

Blandly Bros Wine.

Blandly's Madeira Wine, in cases.

Very Superior, quarts, 12's	8 50
Special Selected, quarts, 12's	10 00
London Particular, quarts, 12's	13 00

Blandly's Malaga, in cases.

Pale Sweet Blue Label, quarts, 12's	7 50
White Label, quarts, 12's	10 00

Blandly's Sherry, in cases.

Manzanilla, quarts, 12's	8 50
Morosa, quarts, 12's	11 00

Blandly's Port Wine, in cases.

Good Fruity, quarts, 12's	7 50
Invalid Special, quarts, 12's	12 00

Blandly Bros' Wine in Wood.

	Gal.	Octave.
Madere, No. 1/2	\$3 50	\$3 00
No. 3/4	4 50	4 00
Malaga Pale Sweet	3 00	2 75

Canadian Whiskies. In barrels.

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

MINCE MEAT.

Wethey's Condensed, per gross net \$12 00 per case of doz. net.... 3 00

MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., 1/2 lb. tins, per doz.	\$1 40
1 lb. tins, "	2 50
1 lb. tins, "	5 00
Durham 4 lb. jar, per jar	0 75
1 lb.	0 25
F. D., 1/2 lb. tins, per doz.	0 85
1 lb. tins	1 45

HENRI JONAS & Co. Per gross

Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00

Per gross

Mugs	13 20
Pint jars	18 00
Quart jars	4 00

E. D. MARCEAU Montreal.

"Condor," 12-lb. boxes—

1/2-lb. tins	per lb. 0 35
1-lb. tins	" 0 33
1-lb. tins	" 0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	" 0 35

"Old Crow," 12-lb. boxes—

1/2-lb. tins	per lb. 0 25
1-lb. tins	" 0 23
1-lb. tins	" 0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	" 0 25

OLIVE OIL

Barton & Guestier's quart..... per case \$8 00
pints..... 9 00

ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass 2 doz. case, per doz.	\$1 00
7-lb. pails and 5 lb. tins	1 06
14 and 30-lb. pails	0 06

PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents.

Patent stoppers (pints) per doz. 2 30
Corked (pints), " " 1 90

SODA.—COW BRAND.

DWIGHT'S

Case of 1 lb. containing 60 pkgs. per box	\$3.00
Case of 1/2 lb. (containing 120 pkgs. per box)	\$3.00
Case of lbs. and 1/2 lbs. (containing 50 1 lbs. and 60 1/2 lb. packages) per box	\$3.00
Case of 60. pkgs (containing 96 pkgs) per box	\$5.00

EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 1/2-lb. pkts. (60 lb.) per case	\$2 70
Case 96 10-oz. pkts. (60 lb.) per case	\$2 80

SOAP

A. P. TIPPET & CO., AGENTS

Maypole Soap, colors per gr.	\$10.30
Maypole Soap, black per gr.	\$11.30
Orion Soap, per gross	\$10.30

Gloria Soap, per gross..... 13 00
Straw Hat Polish, per gross..... 10 20

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	per lb.
No. 1 White or Blue, 4-lb. carton	0 06 1/2
No. 1 " 3-lb.	0 06 1/2
Canada Laundry	0 05 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 08
Silver Gloss, 6-lb. tin canisters	0 08
Edwards' Silver Gloss, 1-lb. pkg.	0 08
Kegs Silver Gloss, large crystal	0 07
Benson's Satin, 1-lb. cartons	0 08 1/2
No. 1 White, bbls. and kegs	0 05 1/2
Benson's Enamel, per box, \$1 50 to 3 00	

Culinary Starch—

Benson & Co.'s Prep. Corn	0 07 1/2
Canada Pure Corn	0 05 1/2

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car	0 10
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 08 1/2

BEE STARCH.

Cases, 64 pkgs. 48's	\$5 00
1/2 Cases, 32 pkgs. 24's	2 50

BRANTFORD STARCH WORKS, LIMITED. Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	\$0 05 1/2
Ame Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	0 06
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lbs.	0 06 1/2
4-lb.	0 06 1/2
Barrels, 200 lbs.	0 05 1/2
Kegs, 100 lbs.	0 05 1/2

Lily White Gloss—

1-lb. fancy cartons cases 30 lbs.	0 08
6-lb. toy trunks, 8 in case.	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lbs	0 07

Brantford Gloss—

1-lb. fancy boxes, cases 36 lbs.	0 08 1/2
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Canadian Electric Starch—

Boxes of 40 fancy pkgs, per case	3 00
----------------------------------	------

Celluloid Starch—

Boxes of 45 cartons, per case	3 10
-------------------------------	------

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lbs.	0 05 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lbs.	0 07 1/2
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lbs.	0 07 1/2

STOVE POLISH.




ENAMELINE

LIQUID ENAMELINE

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

RIISING SUN STOVE POLISH

for durability and for cheapness this preparation is truly unrivalled.

Per gross

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

STOVE POLISH

DUSTLESS, LABOR SAVING, BEST IN THE WORLD.

SALADA CEYLON TEA

Wholesale Retail

Brown Label, 1's	0 30	0 25
Green Label, 1/2's	0 31	0 26
Blue Label, 1/2's, 1/4's and 1/8's	0 32	0 30
Red Label, 1's and 1/2's	0 36	0 40
Gold Label 1/2's	0 44	0 50

KOLONA PURE CEYLON TEA

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

Black Label, 1-lb., retail at 25c.	0 19
1/2-lb., " " "	0 20
Blue Label, retail at 30c.	0 32
Green Label " 40c.	0 38
Red Label " 50c.	0 35
Orange Label, retail at 60c.	0 42
Gold Label " 80c.	0 55

RAM LAL'S PURE INDIAN TEA

GUARANTEED ABSOLUTELY PURE AS MANUFACTURED ON THE GARDENS OF INDIA.

Cases each

60 1-lb.	0 35
80 1/2-lb.	0 35
30 1-lb.	0 35
120 1/2-lb.	0 36

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

Blue Label, 1'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

CROWN BRAND Wholesale Retail

Red Label, 1-lb. and 1/2's	0 25	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-lb.	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes	0 37 1/2
EMD AAA 40-lb. boxes	0 37 1/2
"Condor" II 40-lb. boxes	0 36
" " II 80-lb. "	0 35
" " III 80-lb. "	0 32 1/2
" " IV 80-lb. "	0 30
" " X 80-lb. "	0 30
" " V 80-lb. "	0 2 1/2
" " XXXX 80-lb. boxes	0 24
" " XXXX 30-lb. "	0 25
" " XXX 80-lb. "	0 20
" " XXX 30-lb. "	0 22 1/2
" " XX 85-lb. "	0 19

Black Teas—"Nectar," in lead packets—

Green label	retails 0 26	at 0 20
Chocolate label	" 0 35	" 0 25
Blue label	" 0 50	" 0 36
Maroon label	" 0 60	" 0 45
Fancy tins—Chocolate, 1-lb.	0 32 1/2	
" " " Blue, 1-lb.	0 42 1/2	
" " " Maroon, 1-lb.	0 50	
" " " " 1-lb.	1 50	

Black Teas—"Old Crow" Blend—

Bronzed tins of 10, 25, 50 and 80 lb.	
No. 1	per lb. 0 35
No. 2	" 0 30
No. 3	" 0 25
No. 4	" 0 20
No. 5	" 0 17 1/2

LIPTON'S TEA (in packages).

No. 1, cases 50 lb. (50 1/2-lb. pkgs.)	\$0 15
No. 1, cases 50 lb., in 5-lb. tins	34
No. 1, cases 50 lb., in 5-lb. tins	29
No. 2, cases 50 lb., in 5-lb. tins	29
No. 3, cases 50 lb., in 5-lb. tins	23
No. 3, cases 50 lb., in 5-lb. tins	22
No. 3, cases 50 lb., in 5-lb. tins	23
Green Ceylon, No. 1 (50 1/2-lb. pkgs.)	35
Green Ceylon, No. 2 (50 1/2-lb. pkgs.)	29
Green Ceylon, No. 2 (25-lb. pkgs.)	23

TORACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3 1/2's, 5's and 10's	0 39
Royal Oak, 2 x 3, 80 ace, 8's	0 52
Something Good, 7's	0 48
Chewing—Bohls, 5's and 10's	0 36
Curry, 13 1/2 oz. bars, spaced 9's	0 39
Curry, 6's and 10's	0 39
Old Fox, narrow 10's	0 39
Snowshoe, 1-lb. bars, spaced 6's	0 43
Pay Roll, 6's	0 44

VINEGARS.

E. D. MARCEAU, Montreal.

3MD, pure distilled, highest quality	0 80
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

Bull Dog, quadruple strength, registered	0 55
Lion "L" brand, registered	0 38
Imperial, triple strength, registered	0 33
Cote D'Or, extra super, registered	0 30
household vinegar, registered	0 28
Crystal Pickling, extra	0 28
" ordinary	0 23
White Wine, XXX	0 25
" " XX	0 10
" " X	0 17
Cider, XXX	0 27
" " XX	0 22
" " X	0 17
Pure English Malt, triple strength	0 45
" " double strength	0 35
" " single strength	0 25
Distilled white malt vinegar	0 50

JOHN HOPE & Co., MONTREAL.

Sir Robert Burnett & Co.'s English Malt Vinegar..... 0 10

WOODENWARE.

UNITED FACTORIES, LIMITED.

Washboards, Leader Glo'e	1 50
" Improved Globe	1 60
" Standard Globe	1 80
" Solid Back Globe	1 55
" Jubilee (perforated)	1 35
Crown	1 35

Per doz.

No. 1 2-hoop pails	1 55
" " 1 3	1 70
" " 0 Tub	8 50
" " 1	7 00
" " 2	6 00
" " 3	5 25

YEAST.

Royal yeast, 3 doz. 5c-1 kgs. in case	1 00
Gillett's Cream yeast, 3 doz.	1 00
Jersey Cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

The Auer Gas Lamp

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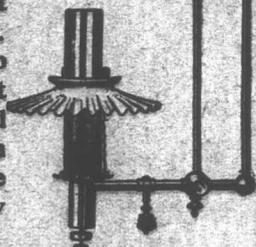
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IT GIVES a light of a 100 candle power and is a fine lamp to show goods with.

THE COST of running it is less than an oil lamp and there is no smell or smoke from it.

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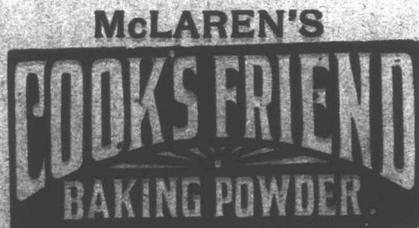
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