

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER

QUALITY..

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

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

"IMPERIAL"

Gives the most perfect results wherever
VINEGAR can be used.

The best known and largest Pickle Manufac-
turers throughout Canada have recognized
this fact.

For Pickles, Sauces, Etc., none other gives that
absolute satisfaction. There's only one



"IMPERIAL"

If your customers desire a really
fine, pure Table Salt,
give them

Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established
1886

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 & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

THEY COST LESS THAN NOTHING

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them they not only cost less than nothing, but you receive a great, big premium with every book you buy.



If a Man Wants Credit

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

For Sale in
Canada by

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

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

IT IS NOT TOO EARLY TO BEGIN
YOUR INQUIRIES ABOUT THAT TRIP
YOU ARE GOING TO TAKE TO THE

British West Indies

this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.

THERE IS NO MORE DELIGHTFUL
WAY OF SPENDING SIX OR SEVEN
WEEKS THAN ON SUCH A TRIP AS
THIS. THE WHOLE COST FROM
HALIFAX AND RETURN IS \$130.00.

Pickford & Black - Halifax.



Wheat Marrow.

The ideal Summer
Breakfast Food. Light, healthful, nour-
ishing—it sells quick and makes a quick
profit, **and a good one.**

Stephens' Malt Vinegar.

Absolutely Pure Malt.

Stephens' brewery is one
of the largest in the United Kingdom
and up to date.

Macurquarht's Worcester Sauce.

A rich, full-bodied
Table Sauce that gives zest to appetite
and trade. Bottled in England; not
shipped in bulk and bottled here. A
high class Sauce at a low price.

Sold by leading wholesalers.

A. P. TIPPET & CO., Agents,
Montreal. Toronto.

**FRASER
GROWS
FRUIT**

WRITE OR WIRE

J. D. FRASER
Leamington,

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

FLOUR **MAGOR'S
DELICIOUS
PATENT
FLOUR.**

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

Prices For Cash Unequaled.

JOHN MAGOR & CO., MONTREAL



For Sale Everywhere.

—:—
**ASK FOR
MOTT'S.**



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.

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.

Popular Opinion.



It won't pay you to go against Popular Opinion. He's the largest buyer of cigars on earth, and when Popular Opinion says a thing is "right," he's going to get that thing every time he wants it. He has picked out

MARGUERITE CIGARS . . .

as being the best three-for-a-quarter smokes in Canada, and if he can't get them from you, he'll slip in somewhere else and get 'em. They have the largest sale of any cigar in the Dominion, and it's all on account of Popular Opinion—and quality of course.

GEO. E. TUCKETT & SON CO., Limited, HAMILTON.

He Comes Back For More.

The man you sell my cigars to usually comes back for more. That's because he finds that my cigars are a better value for the money than he ever found before. The retailers who buy from me know this, and they come back to me for more, regularly.

It is because I know they will do so that I can afford to make my famous trial offer, which I will tell you all about if you ask me.

J. Bruce Payne,

Cigar Mfr.

GRANBY, QUE.

"Sterling" Brand Pickles

A customer's goodwill is gained by selling him this brand of goods.

They are choice in every particular.

Put up as they are in an attractive way, they sell well.

T. A. LYTLE & CO.

Largest Canadian Manufacturers of
HIGH-GRADE PICKLES.

124-128 Richmond St., West, TORONTO.

At it Again

No, we haven't been exactly taking a holiday during this past two months because we have not been saying much in this space—we have been hustling just the same. We have almost built a new Mill in that time—nearly all new but the outside—and this week we are **AT IT AGAIN** bigger and better than ever.

We say it modestly, but we have just begun to realize how much Tillson's Breakfast Foods were missed when we could not supply them. But we can now.

We have something more to tell you, but that will come later by letter.

THE TILLSON CO., Limited, Tillsonburg, Ont.

LOOK AFTER THE HEALTH

of Your Customers by Selling and Recommending

JAPAN TEA

People who drink **Japan Tea** drink a tea that is unadulterated in any shape or form, and which contains **no deleterious** matter injurious to health. They drink the

**SWEETEST, MILDEST, MOST REFRESHING, AND HEALTHIEST
TEA IN THE WORLD.**

TO LIVE GROCERS ONLY

We are putting up and
are having a
LARGE SALE on our
famous

**"VICTORIA
CROSS"**



CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents
per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

J. F. SMYTH & CO.

Tea Packers.

WINDSOR, ONT.

THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

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

PROTECTION FOR YOUR FAMILY.

PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. Beatty, Esq.,
PRESIDENT.

W. D. Matthews, Esq., Frederick Wyld, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.



IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

Merit Acknowledged
Superiority Admitted.

YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents

Montreal.

YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

THE ST. LAWRENCE STARCH CO.,

LIMITED

PORT CREDIT, ONT.

The Auer Gas Lamp

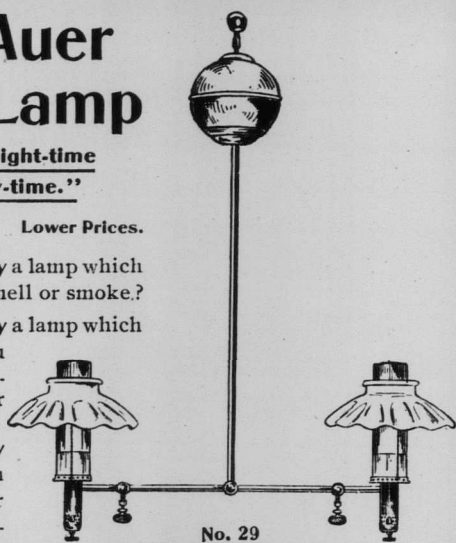
"Turns night-time
into day-time."

New Models. Lower Prices.

Would you buy a lamp which
doesn't smell or smoke?

Would you buy a lamp which
will save you
half your ex-
pense for
coal oil?

Would you buy
a lamp which
shows your
goods in day-
light colors?



Would you buy a lamp which you can return, for full price,
if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

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.,

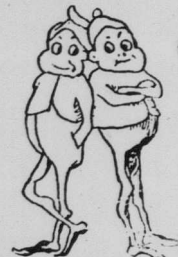
Limited

Halifax - Nova Scotia.

We are in a position to offer special value in

Raisins and Currants

Several carloads of new goods just at hand. Write us or get particulars from our travellers.



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



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



VALENCIA RAISINS

J. D. ARGUIMBAU'S SELECTED IN STORE.

CURRANTS AND FIGS

ARRIVING FROM THE LARGEST AND MOST RELIABLE EXPORTERS.

C. & B. PEELS—NUTS

FULL ASSORTMENTS ARRIVING—AT RIGHT PRICES.

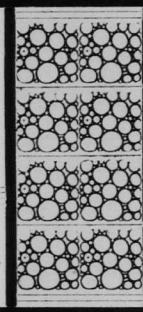


Grocers' Wholesale Company,
We are Free Sellers and desire correspondence with Independent Buyers. **Limited, Hamilton.**

THE SUREST WAY TO MISS SUCCESS IS TO MISS THE OPPORTUNITY.

The Canadian Grocer

AND GENERAL STOREKEEPER.



Vol. XVI.

MONTREAL AND TORONTO, OCTOBER 10, 1902.

No. 41.

THE ADVERTISING ARENA.

ADVERTISING is by no means confined to newspaper publicity, and a merchant should not forget this important point. A man's correspondence is a great indication of what his business is like. Even if he cannot afford a typewriter, he should at least see that his letters are neatly written and that his letter-head is well printed. This is an indirect form of advertising. Then, there is the tying-up of parcels. If this department is not carefully handled, an air of sloveliness may creep into the business which will tend to keep some customers away. Then, again, if a delivery wagon be used, it should be kept spick and span, both as regards the wagon and harness. A smart-looking turnout is sure to create a favorable impression in the minds of the public. Cleanliness, of course, is always deserving of praise, and if a customer feels that his or her purchases are handled carefully, he will be more inclined to patronize the shop that looks after this matter.

In making a contract with a newspaper it often pays to have a clause inserted to the effect that, during the period the contract runs, the advertiser is at liberty to use space between certain limits. That is, there is a maximum and a minimum space, which he can use at will. Very often it is unnecessary to use a large space, as, for instance, after Christmas or after a country fair. At such times it is economy to be able to resort to a smaller space at a lower price. No publisher is likely to repudiate a contract which provides for the use at will by his client of one of three spaces.

Good business methods are based upon the ability to keep track of public opinion regarding merchandise and follow it with as few mistakes as possible. Good advertising is simply the application of the same methods to the exploiting of

that merchandise. Therefore, the successful merchant is usually successful in advertising. He may lack the ability to write ads., but his knowledge of what the public wants or does not want is of far more importance to his advertising than the mere literary work. The trained ad-writer can set forth his wares in the best light, using his knowledge of display, mediums, argument and pictures to let the public know what the merchant has in stock, but the knowledge of the public's likes and dislikes is the largest factor in the campaign. Not all the word-juggling in the world will induce it to buy what it does not want, nor will any lack of advertising keep it from buying what it does want. Advertising simply facilitates the work of bringing merchant and buyer together.—Printers' Ink.

* * *

Such an amazing amount of literature is published nowadays about advertising, in which its advantages are made to transcend every other consideration, that one cannot blame a merchant if he jumps to the conclusion that returns to advertising are as certain as dividends on Bank of England stock. There is nowadays so much excellent advertising done, that it becomes every day more difficult to write convincing ads. This is not said to discourage would-be advertisers, but merely to warn them not to build their hopes too high. Everybody knows that advertising has paid many who have tried it. There is no reason why others should not derive advantages from it as well. Only in starting an advertising campaign, don't expect too much at first. Perseverance in it, as in every branch of business, is requisite to success.

* * *

Ask an intelligent inhabitant of any town who is the leading grocer or the leading drygoodsman or hardware merchant in that town and it will usually

be found that it is the man with the greatest publicity. It may be in some cases that the publicity has come from the business, while in other cases it may be that the business has sprung from the publicity. (By publicity is not necessarily meant newspaper advertising, but everything about the business which makes it known to the people. The little corner store out on the border of the town is known to but a few people in comparison with the handsome downtown store. The latter has the greatest publicity.) The point is that business and publicity go hand-in-hand, and if the two are so guided and directed as to work in harmony, great results are certain to follow. There should be progress in both departments. The business may be pushed on with no conscious thought of the publicity, but such progress is slow in comparison with what it might be were the publicity watched as well.

* * *

"Why don't you trade with me?" said a close-fisted merchant to a customer the other day. "Because," replied the customer, "you have never asked me. I have looked through all the papers for an invitation in the shape of an advertisement, but in vain. I never go where I am not wanted." The time to put forth special efforts is the time when people will not buy unless specially urged to do so. It is a mistaken idea to sit still in dull seasons; the time to push business is when business needs pushing. It stands to reason that when things are lively people are going to buy anyway, and it takes less efforts to secure patronage, but the merchant who hesitates to put forth advertising expenditures in dull seasons is only adding to his burden, for instead of judiciously expending money in advertising to induce people to buy, he sits idle, letting regular expenses run on and hoping when the busy season does come along to catch up the loss.

Don't forget that **we guarantee** the

Sun Paste Stove Polish.

If these goods are not perfect in every way we shall protect our guaranty.

MORSE BROTHERS, CANTON, MASS.,

Proprietors Rising Sun Stove Polish and Sun Paste Stove Polish.

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

SHIPMENTS THROUGH CANADIAN SEAPORTS.

W. S. FISHER, St. John, N.B., in Industrial Advocate.

PERMIT me to elaborate more fully my views in re the resolution on transportation matters offered at the recent Maritime Board of Trade meeting at Sydney. I would say that in my opinion there is no subject of greater importance to Canadians than this, and I hope the matter may be taken up and discussed, especially with reference to the tremendous increase in Canadian trade through American ports.

With the remarkable increase in the volume of imports and exports that has taken place within a few years and with the rapid increase that is now going on in the development of the area of cultivated lands, especially in the Northwest, as well as in the extension of our mining and industrial enterprises, we shall shortly find ourselves face to face with the problem of transporting this vastly increased tonnage through Canadian channels.

Notwithstanding the apparently successful efforts that have been made during the past seven or eight years to divert the imports and exports of Canada from foreign routes to our own, the unfortunate fact remains that we have not by any means accomplished what we should have done; as, while the volume of traffic through Canadian channels has grown, it has not kept pace with the total increase in trade, as evidence of which I submit the following figures as given by the Canadian Statistical Department:

	1897.	1901.	Increase in round figures in four years. Per cent.
Total import and export trade of Canada.....	\$257,168,000	\$386,903,000	50
Deduct the import and export trade with the U. S. A.....	111,022,000	182,867,000	65
Balance being total oversea trade.....	146,146,000	204,036,000	39
Canadian imports and exports through U.S.A. ports.....	31,983,000	59,793,000	80

It will thus be seen that the oversea imports and exports of Canada through

American seaports have increased over 80 per cent. in four years, as compared with a total import and export trade with other countries than the United States of only 39 per cent.

The best authorities seem to agree in feeling that the growing period for Canada is only just getting well under way and that the next ten years will show an increase in our exportable products of at least five fold.

Mr. Robert Meighen, president of The Lake of the Woods Milling Company, on his return from a recent trip to the Northwest, stated that he was bold enough to predict that within five years the Northwest would grow wheat enough to supply the British Empire.

Presuming that to be an extremely optimistic view, it is safe to say that our trade during the next few years is bound to develop enormously, and if our present shipping facilities are so utterly inadequate (as the figures above given would seem to indicate) to handle the present volume of trade, where shall we be if within a few years this is increased to even twice as much? The answer is not hard to find; unless, in the meantime every nerve is strained to place our highways, whether on land or sea, in a position to handle this increased traffic.

The effort to do this should include not only provision for fast freight and passenger steamers, but the proper protection and equipment of our waterways, coastlines and harbors, and the placing of these in a position so that the largest traffic may be handled safely, speedily and economically through them.

It seems to me that it would be nothing short of a national calamity if, through any lack on the part of the Government of the country, conditions should arise, or be allowed to exist, whereby the precedence of the St. Lawrence route as the great national highway for Canadian

commerce during the season of open navigation should be menaced or jeopardized. With equal force the same remarks apply to the Maritime Province ports where the traffic must be handled during the winter season, and no effort should be spared by the Government and the people of this Dominion whereby the great and growing stream of Canadian trade shall be conserved and kept within the bounds of our own country.

Nothing less than this should be the aim of every Canadian and by this means we can do more to build up national sentiment and remove sectionalism, and make every Canadian feel that no matter whether he is in the east or the west, the interests of the whole country are equally his and that it is each for all and all for each.

Our cousins to the south have shown us an example of this by the protection afforded to everything American. Let us be wise and follow along the lines of advancement which they have adopted under somewhat similar circumstances with such good results.

A LITTLE NONSENSE.

Mary had a little dog,
Its fleece was black and tan,
She tied it to her bicycle,
And by her side it ran.
One day while humming down a hill
A tom cat crossed the way.

! ! ! ! ! !

Mary's in the hospital,
The wheel is sold, they say.

• • •

"Our company, sir," said the salesman
keen,
"Has perfected a noiseless typewriting
machine,
And no other house has done it."
The victim, he cackled in counterfeit
glee,
"But say, can they furnish us, friend,"
said he,
"With a noiseless girl to run it?"

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

J

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**DON'T
FORGET**

We guarantee the **“EMPIRE”** BRANDS

Those quoted, and there are many “just as good,” no doubt have some good points, but are inferior in many respects—
“Just as good,” but they are not.

Lucas, Steele & Bristol, Wholesale Grocers, **Hamilton, Ont.**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE BEST 40c. PACKET TEA
Social English Breakfast Tea.

With your next order, order 1 case, 30-lb., of above tea.
We intend pushing this line and want your help.

LUMSDEN BROS., HAMILTON AND TORONTO.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

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

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

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

Will our friends in Ontario and Quebec, who are instructed to make enclosures in our cars to the West, always advise us before making shipment? On receipt of such advice we will promptly reply as to probable date of starting of cars.

Also, will shippers please note the following :

Mark address of consignee in full.
Send typewritten copy, giving memorandum of contents and weight of each package.
Always prepay freight to our warehouse.

Unless the foregoing instructions are carried out by shippers, reluctantly we must decline the responsibility of forwarding such freight.

NOW IN STORE

New Cleaned Currants.

New Select Valencia Raisins.

Crosse & Blackwell's Peel.

York Peel.

Get our prices before buying.

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

A CRITICISM OF BUSINESS METHODS.

Editor CANADIAN GROCER,—In the preceding articles of this series I endeavored to point out that manufacturers should confine their lines of manufacture to as few lines as possible, and that the distribution to the retail trade should be largely left in the hands of the wholesalers.

Both manufacturers and wholesalers should recognize that retailers are entitled to the local trade, including public institutions, the rule being that unless bought for sale again the trade should go to the retailer.

We all have to live. The interest of all will be better served by recognizing the other man's right to business existence. Any saving a customer makes is often more imaginary than real. What is saved in first cost is lost by the inability to obtain the advice and experience of the local dealer.

A short time ago a general store merchant was in the city. He was opening a new store, and had picked out his dry goods and grocery lines. He came to the hardware house and inquired for the traveller whom he knew and had bought goods through. It was his first meeting with the local salesman; also the proprietor. When solicited to place his orders he would

not, remarking: "I am tired buying and will hold for your traveller, as he knows what I want better than I do myself."

A leading Methodist clergyman in a sermon said: "I have as much reason to thank the clerk or merchant that sells me something that I require as he has to thank me for my money. He has rendered me a service."

Knowledge and experience are factors in business that may be more valuable to the consumer than any saving of dollars and cents in a purchase.

Being connected with the wholesale trade, I could buy many lines for personal and domestic use at wholesale prices, but I do not, for three reasons:

1. I have to lose more time to obtain requirements.
2. I cannot get the personal service.
3. Because I get from the retailer in the quantities that suit my requirements, not as a favor, but as a business transaction.

Neither do I patronize departmental stores. Legitimately conducted they have claims for recognition as distributors of commerce. My living comes from the sale of goods. For advertising purposes, they

resort to cutting of prices of staple lines, and often sell at a loss. This demoralizes the sale of that line through regular dealers, and renders it difficult to obtain a legitimate profit. It is a line in one business to-day, another to-morrow. I reason that the bait is put out expecting to make up on lines that the average customer knows nothing about.

Every self-respecting merchant should use his influence against this method of business and be in favor of legitimately conducted businesses.

You may well ask here: "What have these things to do with developing 'Canadian trade?'" A chain is only as strong as its weakest link. The retailers have rights that should be recognized. Their businesses should not be rendered unprofitable by wrongful competition. They have a place in the distribution of goods to consumers.

Retailers should have a thorough knowledge of their businesses, conducting it to make a living for themselves and those depending on them. Competitors have to live. To down them by cutting prices or other undesirable methods may rebound. Rather become associated in obtaining better results and fighting evils that exist in business. Retailers will find it in their interest to become members of the Retail Associa-



THE GOLD MEDAL

—has been awarded to—

A. F. MacLaren Imperial Cheese Co., Limited

for the finest EXHIBIT in the Main Building and for the excellence of their product.

Toronto Exhibition 1902



In Stock
NEW

SULTANA RAISINS

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

TORONTO.

tion of Canada. It has done good work ; stronger membership will enable it to do more. "CANADIAN TRADE."

MONTREAL GROCERS MEET.

The regular monthly meeting of the Montreal Grocers' Association, held on Thursday evening, October 2, in the Monument National, was the occasion for the annual election of officers. This and the reading of the treasurer's report occupied practically the whole of the evening, a few small matters being merely touched upon without any material result.

The elections resulted in all the officers of last year being reappointed. The officers for the ensuing year are now as follows :

President—Ald. R. Turner.
1st Vice-President—N. Chartrand.
2nd Vice-President—J. E. Manning.
Treasurer—F. Bigaouette.
Honorary Secretary—M. Lapointe.
Secretary—J. P. Dixon.
Committee of Directors—A. O. Galarneau, H. Macy, J. O. Levesque, J. B. Deschamps, M. Repentigny, P. O'Brien, A. D. Fraser, O. Champagne, H. O. Laniel, P. Daoust, J. Poirier, E. W. Farrell.

The reading of the business report showed the affairs of the association to be in a good condition from a financial point of view. The receipts for the year just ended were \$1,317.13, and there remained a balance of \$514.94 on the right side of the ledger.

THE GROCER'S RESPONSIBILITY.

In the handling of food products a weight of responsibility rests on the grocer. For instance, the health of his customers as well as the pleasing of them must be considered.

In these days of close buying and close competition, the price of an article is by some grocers of prime importance; quality is of little consideration. But are these the successful merchants? Hardly. Take any city, according to population, you will find one, two, three or more grocers who are looked up to as the leading grocers, the successful grocers. What has contributed to their success? Principally quality and neatness. They handle only the best and purest goods, no cheap adulterated imitations of standard articles find entrance into their stores, the best is none too good for their customers, who are willing to pay a fair price for honest goods. This is the reason why so many first-class stores sell Schepp's improved cocoa in packages and Schepp's "Edelweiss" coconut.

A GROCER ROBBED.

About 2 o'clock in the morning on Saturday, October 4, the safe of J. B. E. Letellier, wholesale grocer, St. Paul street, Quebec, was blown open by burglars and a small

amount of cash, together with promissory notes amounting to \$2,000, secured by them.

A resident near-by was awakened by the noise of the explosion and saw four men cross the street from the store. He notified Mr. Letellier, but the burglars made good their escape.

TRADE CHAT.

Messrs. Adams and Stewart of Embro, Ont., purpose establishing an evaporator, vinegar works, etc., in their village.

Mr. Robinson, wholesale grocer, of Hamilton, Bermuda, who visited Toronto recently, stated that Canadians now had a much better market in Bermuda than hitherto, though the great bulk of the trade, of course, goes to the United States. The chief exports of Bermuda are onions, potatoes and lily bulbs, while their imports are mostly manufactured articles.

MAN'S WORK.

No man is born into the world whose work
Is not born with him; there is always work
And tools to work withal for those who will;
And blessed are the horny hands of toil!
The busy world shoves angrily aside
The man who stands with arms akimbo set
Until occasion tells him what to do.
And he who waits to have his task marked out
Shall die and leave his errand unfulfilled.

—James Russell Lowell.



UPTON'S JAMS, JELLIES AND MARMALADE

have never been approached in quality.

Best value obtainable. It will not take long for your customers
to discover it.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.
AGENTS, TORONTO, CANADA.

THE PROVISION TRADE.

Toronto's Turnover of Cattle—The Markets—Miscellaneous Notes.

TORONTO'S TURNOVER OF CATTLE.

THE statement of City Commissioner Coatsworth that the cattle market in Toronto caused a turnover annually of \$10,000,000 caused some surprise among the rank and file of citizens. They had but little idea of the extent of the cattle business in Toronto. To men in the business the statement was also a surprise, for but few of them had ever figured out the year's total. Since the statement of Mr. Coatsworth several of the larger dealers have looked over his figures, and one and all were of the opinion that the Commissioner's figures were a great deal too low. It was agreed that \$12,000,000 instead of \$10,000,000 would be nearer the mark. Mr. Coatsworth based his estimate upon the trade of last year. This year's trade will be fully a fourth greater than last year.

Mr. Coatsworth's figures for 1901 are as follows:

Cattle—174,860 at \$50 per head.....	\$ 8,744,000
Sheep—141,277 at \$5 each.....	706,385
Hogs—153,306 at \$7 each.....	1,073,142
Calves—8,582 at \$4 each.....	34,328

Total \$10,556,855

William Levack, one of the biggest dealers on the market, says that the Commissioner's averages are away low. The Commissioner approximately values hogs at \$800 a car. In many cases this year the value has gone up to \$1,300. Cattle were roughly averaged at \$1,000 a car, while in many cases the value has gone to \$1,500 a car.—Star, Toronto.

OPENING FOR ONTARIO HOGS.

A cablegram from Sydney, Australia, to W. G. Parmelee, Deputy Minister of Trade and Commerce, Ottawa, announces that dressed hogs in cold storage, which are selling at 14 to 16c. per lb. in Australia, have been made free of duty. It is thought that at these figures Western Ontario hog-raisers may be tempted to make some shipments.

THE LARD SITUATION.

The statistical position of lard in the United States has undergone considerable change the past week, and The Chicago Board of Trade Reports show that the visible supply on October 4 was not more than enough to supply the city of New York alone for more than two weeks.

Therefore higher figures for lard may be expected in the near future.

GREAT BRITAIN'S LIVE STOCK.

The following is the preliminary statement of the live stock census of Great Britain, compiled from the returns gathered on June 4 1902:

	1902. No.	1901. No.	
Cows and heifers in milk or in calf.....	2,556,126	2,602,294	
Other cattle, two years and above.....	1,332,362	1,427,983	
Other cattle, one year and under two.....	1,385,776	1,407,653	
Other cattle, under one year.....	1,281,712	1,325,964	
Total of cattle.....	6,555,976	6,763,894	
Ewes kept for breeding....	9,999,171	10,161,830	
Other sheep, one year and above.....	5,523,710	5,940,896	
Other sheep, under one year.....	10,242,825	10,274,474	
Total of sheep.....	25,765,706	26,377,200	
Sows kept for breeding....	349,000	319,724	
Other pigs.....	1,950,567	1,860,201	
Total of pigs.....	2,299,567	2,179,925	
Year.	Cattle.	Sheep.	Pigs.
1892.....	6,944,783	28,734,704	2,137,859
1902.....	6,555,976	25,765,706	2,299,567
Dif. in 1902..	388,807	2,968,998	161,708

In its review of the above unsatisfactory state of Britain's live stock situation The London Times says:

"The continued increase in the number of cattle which had been in progress from 1894 to 1900, received a check last year which has been followed by a still greater

reduction this year. The result is that the total number has receded to less than what it was four years ago. Unfortunately, too, the reduction has affected each one of the four classes into which cattle are divided. The loss in sheep can only be looked upon as disastrous. Not even after the terrible drought of 1893 did the number sink to quite so low a level as has now been touched, for the table shows that this year's total is lower than any in the preceding 10 years. It is, in fact, necessary to go back to the year 1889 to find a smaller number. As with cattle, so in the case of sheep, the loss is distributed over all sections. Pigs, being prolific animals, fluctuate more irregularly in numbers than other sections of live stock. The present total of 2,299,567 is beaten in seven of the preceding 10 years. The subjoined comparison of this year's figures with those of 10 years ago reveals some momentous changes on the decade. In particular, it is disheartening to find that the sheep of Great Britain are now practically 3,000,000 fewer than they were 10 years ago."

VISIBLE STOCKS OF LARD.

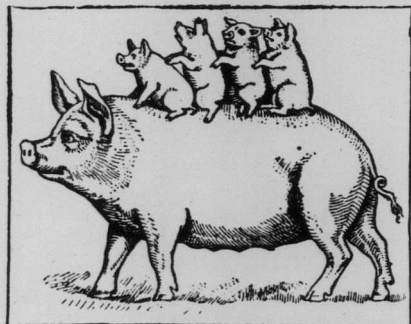
The N. K. Fairbank Co., Chicago, advise THE CANADIAN GROCER as follows: "Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on October 1, to which we add estimates of former years and stocks in cities named:

	1902. Oct. 1.	1902. Sept. 1.	1901. Oct. 1.	1900. Oct. 1.	1899. Oct. 1.	1898. Oct. 1.
Liverpool and Manchester.....	12,500	18,500	13,500	11,000	50,000	54,000
Other British ports.....	1,200	3,400	5,000	6,000	9,000	12,000
Hamburg.....	5,000	9,000	6,000	5,000	7,000	25,000
Bremen.....	500	1,500	1,000	1,500	3,000	3,000
Berlin.....	1,500	500	500	2,000	2,000	2,000
Baltic ports.....	4,000	5,000	8,000	8,000	8,000	7,500
Amsterdam.....						
Rotterdam.....	2,500	2,500	1,000	2,000	3,000	3,000
Mannheim.....						
Antwerp.....	1,500	1,000	4,000	3,000	5,000	7,000
French ports.....	950	1,100	2,000	4,500	4,000	5,500
Italian and Spanish ports.....	500	1,000	1,000	1,000	1,000	1,000
Total in Europe.....	30,150	42,500	41,000	44,000	92,000	120,000
Afloat for Europe.....	35,000	26,000	57,000	75,000	68,000	85,000
Total in Europe and afloat.....	65,150	68,500	98,000	119,000	160,000	205,000
Chicago prime steam.....	34,900	45,760	27,759	49,896	178,813	140,790
Chicago other kinds.....	7,885	7,952	4,487	10,832	10,033	9,469
East St. Louis.....	100	550	3,531	4,952	12,008	3,500
Kansas City.....	2,791	2,628	3,110	5,706	14,687	15,318
Omaha.....	1,231	3,615	2,600	1,344	2,257	4,333
New York.....	5,911	6,905	4,915	6,577	16,199	8,661
Milwaukee.....	457	1,027	808	3,035	4,783	727
Cedar Rapids.....	573	3,715	318	892	443	1,614
South St. Joseph.....	1,047	1,668	2,235	340	1,253	153
Total tierces.....	120,045	142,320	149,763	202,574	400,467	389,585

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. Tubs, in 20-lb. Pails,
in 5-lb. Tins, in 3-lb. Tins.*

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

MINCE MEAT

Thanksgiving Day this year has been fixed for the 16th of October—Thursday of next week. We are providing for it, and have now ready a stock of first-class English Mince Meat, in 5, 12, 27 and 60-pound pails. The Mince Meat we put on the market last winter gave excellent satisfaction; that which we are now making will be better, being made out of choice new fruit and spices. Let us have your order now so that you will have the goods in time for next week's business.

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

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,
TORONTO, ONT.

PORK-PACKING IN THE WEST.

Since the pork-packing industry commenced a few years ago in Manitoba it has steadily and rapidly increased in proportions. Winnipeg, of course, has been the headquarters of this trade, but of late it has extended to many parts of Manitoba and the West, and, according to those who are competent of passing a sound judgment upon this matter, will soon form one of the staple industries of the West.

One of the pioneers in this industry is J. Y. Griffin & Co., of Winnipeg, who have for some time carried on an extensive business in that city. This company, besides considerably increasing the capacity of their factory in Winnipeg, have decided to open a branch packing-house at Calgary, consisting of two storeys and a basement, 50 x 130 ft. in dimensions, the whole to be of solid stone.

In Calgary, as in Winnipeg, they will also deal extensively in other provisions and products of the farm, such as butter, cheese, poultry, etc., which they expect will find a good outlet in the West. In addition to these two establishments in Winnipeg and Calgary, they have also warehouses in Nelson and Vancouver, where they dispose of surplus produce.

The success of this firm speaks well for the future of hog raising in the West. As in other industries which are but in an incipient condition in Manitoba, it has been found that little more than pluck and perseverance, with a power to adapt the industry to the conditions of the country has succeeded in removing most of the difficulties to be encountered.

**THE PROVISION MARKETS.
TORONTO.**

The hog market during the past week has been somewhat dull, though a slight improvement is noticeable on that of the week previous. Receipts in both hogs and beef have been light while the demand is but fair. Select live hogs have declined another 50c. Lambs have advanced somewhat. We quote as follows: Dressed hogs, \$8.25 to \$8.75; beef carcasses, \$5.25 to \$8.00 per 100 lb.; hind quarters, \$6.00 to \$9.00 per 100 lb.; front quarters, \$4.00 to \$5.50 per 100 lb.; veal, 7 to 9c. per lb., and lambs, 6½ to 7c. Select live hogs are worth \$6.50 and fat and lights, \$6.25 per 100 lb. Choice export cattle are worth \$5.25 to \$5.75 per 100 lb., and lights, \$4.25 to \$5.

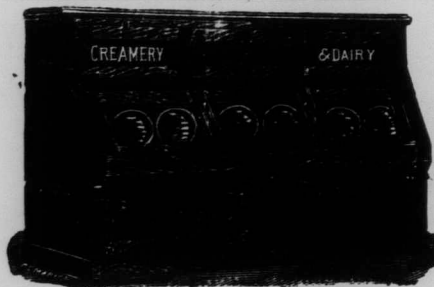
The provision market remains steady and prices are unchanged. Quotations follow: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14¼ to 15c.; roll, 12 to

**CENTRAL
Business College.**

STRATFORD, ONT.

One of the best Commercial Schools on this Continent. Write for Catalogue.

W. J. ELLIOTT, Principal.

**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.

**FISH AND OYSTERS
WHOLESALE.**The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

WE MAKE A LINE OF

Oiled Papers

for grocers that are of good quality and durability. Grocers speak highly of this paper.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Sovereign Molasses Candy

100% PROFIT FOR THE GROCER.

Free Sample.

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

A new and delicious Taffee put up in neat boxes to retail at 10c.

Austrian Sugar

ON SPOT---TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

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.

12 1/2c.; medium hams, 13 1/2 to 14c.; large hams, 12 1/2 to 13c.; shoulder hams, 11 to 11 1/2c., and backs, 14 1/2 to 15c.; Canadian heavy mess pork, \$21.50; short cut, \$23.50 to \$24; lard, in tierces, 10 3/4 to 11c. per lb.; tubs, 11 to 11 1/4c., and pails, 11 1/4 to 11 1/2c.; compounds, 8 3/4 to 10c.; plate beef, \$15 per 200-lb. bbl.

MONTREAL.

In nearly all lines of provisions there has been a fairly active market during the past week. Canadian short cut mess pork, heavy, has been quoted \$1 lower by some dealers, and the demand has increased considerably, a good business being done in round lots for the lumber regions. Fresh killed abattoir dressed hogs are still lower in price this week, being quoted from \$9.25 to \$9.50 per 100 lb. The market is quiet in this line. Hams and bacon have also been moving well at the prices we quote, which are unchanged. Canadian pea-fed bacon has advanced about 2s. on the English market, and higher prices are looked for. We quote: Pure Canadian lard, \$2.37 1/2 to \$2.40 per pail. Fairbank's "Boar's Head" lard compound, 9 3/4c. tierce basis, with extras as follows: 60-lb. tubs, 1/4c. over tierce; 20 lb. tin pails, 1/4c.; 20-lb. wood pails, 1/2c.; 10-lb. tins, 3/4c.; 5-lb.

tins, 7/8c.; 3-lb. tins, 1c. Snow White and Globe compound, \$1.80 to \$1.90 per pail; Cottolene, 11 1/4c. for 20 lb. pails, and 11 1/2c. for 60 lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, \$23.50 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.

ST. JOHN, N. B.

In fresh beef, receipts, particularly of domestic stock, have been quite large and prices are quite low. Western stock, which is quite largely sold, is firm. Lamb is plentiful. Fresh pork is light and there is an increased demand. In barrelled meats, pork is rather higher, and the demand is much affected by the extreme prices. While beef is not relatively as high, quite full prices rule. Lard is held firm. Large sales of both pure and compound have been made. We quote as follows: Mess pork, \$21 to \$22.50; clear pork, \$23 to \$24; plate beef, \$14 to \$16; domestic beef, 5 to 7c.; Western beef, 7 to 9c.; lamb, 6 to 6 1/2c.; mutton, 5c.; veal 5 to 7c.; pork, 8c.; pure lard, tubs, 12c.; pails, 12 1/4c.;

compound, tubs, 9 1/4c.; pails, 9 1/2c.; Fairbank's refined, tubs, 10 1/4c.; pails, 10 1/2c.

WINNIPEG.

DRESSED MEATS—The market is well supplied with beef and prices are slightly lower, 5 3/4 to 6 1/2c. per lb. being the present quotations. Mutton is in fair supply at 8c., and lambs, 11 1/2c.

CURED MEATS—The market is high and firm with an active demand. Prices for the week are unchanged. Hams, 15 1/4 to 15 1/2c.; breakfast bellies, 16c.; backs, 14 3/4 to 15c.; spiced rolls, short, 12 3/4c.; long, 13 1/4c.; smoked shoulders, 11 1/2c.; smoked long clear, 13c.; dry salt long clear 11c.; dry salt backs, 12 1/2c.

SAUSAGES—Pork, 8c.; bologna, 7 1/2c.

LARD—In tierces, 11 3/8c.; 50-lb. tubs, \$6.05; 20-lb. pails, \$2.30.

PROVISION NOTES.

Ward Bros., meats, etc., Kamloops, B.C., are selling out.

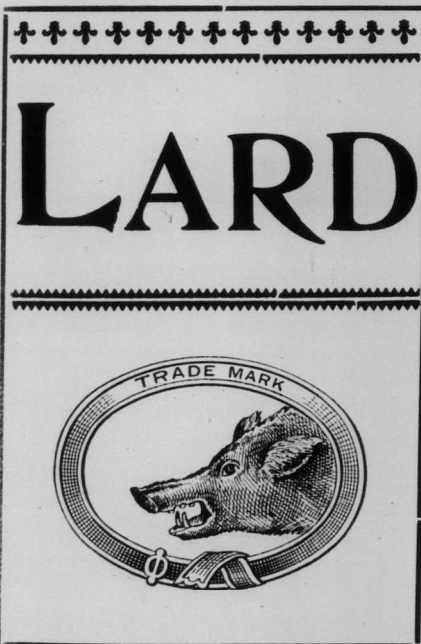
P. W. Pickard & Cie, butchers, Montreal, have registered.

John Allen, dealer in provisions, Toronto, has sold out to N. B. Brown.

A. Patenaude (A. & S. Patenaude proprietors), butchers, Montreal, have dissolved.

Thomas O'Grady, butcher, Selkirk, Man., has sold his Tyndall branch to R. Down.

T. Lowther, meat dealer, Amherst, N.S., has admitted A. J. Munsie as partner under the style of Lowther & Munsie.



So many merchants who have not tried **Fairbank's Boar's Head** brand of **Refined Lard Compound** say, "I have tried other brands of compound lard." We want to make such merchants a present of a pail of our **Boar's Head** brand, conditionally that they will give it a test in their own homes; just to prove to them that there is as much difference between **Fairbank's Boar's Head** brand of **Refined Lard Compound** and other compounds as there is between low grades of tallow and the choicest butter.

Tierces	-	400 lbs.	Pails, tin	-	10 lbs.
Tubs	-	60 lbs.	" "	-	5 lbs.
Pails, wood	-	20 lbs.	" "	-	3 lbs.
" tin	-	20 lbs.			

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

THE N. K. FAIRBANK COMPANY.
Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

TEAS IN NEW YORK.

NO additional business of importance was reported transacted in the market for invoices. A fair amount of interest continued to be reported shown by buyers, especially in Foochow oolongs and Pingsuey. Sellers were reported indifferent and held firm for full quoted prices. The line business was moderately active. The buying continued principally for forward deliveries, although there was some demand for prompt deliveries.—New York Journal of Commerce, October 6.

CALIFORNIAN PRUNE CROP.

Mail advices from San Jose, Cal., say of prunes: "It is now estimated that California will produce 120,000,000 lb., of which Santa Clara county will contribute 90,000,000 lb., only 16,000,000 lb less than in 1900, the big-crop year, when the State had 150,000,000 lb. As in the case of last year sizes will run small, with premium for large sizes. Packers report a rush of orders for October."

BREADSTUFFS IN TRINIDAD.

Gordon, Grant & Co., Port-of-Spain, Trinidad, under date of September 24 report as follows in regard to breadstuffs: "Late liberal receipts have fully stocked the market with all items and business at the moment is exceptionally quiet. Both bakers' and extra flour are in fair request, but for supers there is only a languid inquiry and prices on the whole are again slightly easier. Cornmeal is weakening in value and imported bread and crackers are neglected."

VALENCIA RAISIN AUCTION IN LONDON.

The first sales of the season were held on Wednesday, when about 240 tons of Valencia raisins were offered as against 460 tons last year. Previous prices were not quite maintained, $\frac{1}{2}$ -boxes realizing 34 to 36s., while medium fruit in $\frac{1}{4}$ -boxes showed a decline of 2 to 3s. per cwt. Fine parcels were few and far between, and found ready buyers at 41 to 46s. The demand, considering the prices ruling, was better than might have been anticipated, but the retail trade evinces a marked disinclination to depart from the extremely cautious policy they have adopted since the commencement of the season. This attitude cannot be regarded as otherwise than correct while the fruit is in its present condition, as, no matter how short the crop may eventually prove to be, or whatever the prices may reach in the future, disappointment is almost inevitable when a comparison is made between the fruit of to-day and the freshly landed fruit of a few weeks

hence.—Produce Markets' Review, September 27.

CANNED SALMON IN LIVERPOOL.

Spot business in salmon has settled down into a steady day-to-day trade, buyers who missed getting in at the lowest point of the market contenting themselves with buying as their requirements dictate. The wide difference in prices between Alaska and Fraser goods, coupled with the fact of forward Alaska being offered at just about the same parity as ready goods, causes uncertainty as to the future in the minds of those who have not been able to give more than passing attention to the article.—Produce Markets' Review, September 27.

THE PROBABLE SUGAR OUTPUT.

Willet & Gray say of raw sugar: "It is too early to make close calculations on the probable outturn of the cane crops, but our latest special advices from the principal countries of production indicate a net decrease of about 120,000 tons in the cane sugar crops of the world. The Philippines and Porto Rico will likely give larger crops next season, but Louisiana, Martinique, Argentina, Brazil, Java, Queensland and Mauritius crops are each expected to show a falling off. We estimate the United States and Canada beet sugar crops, however, at 62,000 tons larger than last year's production. As to Cuba, we calculate on an outturn the same as last season."

CURRENTS IN LONDON.

The market for currants continues strong for all qualities except Provincial, which show a slight decline. The quality of later arrivals of this description also shows some little falling off as compared with that of earlier shipments; but, where all is so good, it is somewhat invidious to find fault. In better descriptions, also, there is in recent arrivals a dearth of really fine fruit, but it may be hoped that this deficiency will be remedied in the fairly heavy cargoes now on the way. The general scarcity of the past two or three weeks is now in a fair way to be put an end to, and the heavy October trade—in all probability likely to be heavier than ever this year—will fall upon a well-stocked market at a most reasonable range in prices.—Produce Markets' Review, September 27.

TRINIDAD COCOA MARKET.

Gordon, Grant & Co., Trinidad, under date of September 24, report the cocoa market as follows: "Receipts have been more meagre during the fortnight and will not increase for another week or two. Light pickings are being made on

some plantations, but the regular crop will not commence until next month. The prospects continue to be favorable and liberal supplies are expected in the last two months of the year. There being keen competition for the small lots coming in, prices have been firmly maintained at \$12.75 to \$13 for ordinary to good red and \$13.50 for fine fermented estates. Exports for the fortnight amount to 857 bags, of which 179 bags went to the United States and shipments from October 1 to date are 168,788 bags, as compared with 136,272 bags for the same period last year."

CANNED TOMATOES AND CORN IN THE STATES.

But the peculiar fact should be noted and remembered that after the many vicissitudes of the season the conclusion of the summer leaves the tomato situation very much where it was at the beginning, and that tomatoes to-day are almost in exactly the same position and value as they were in the middle of June. Thus New Jersey tallies are quoted at \$1.15 to \$1.35. Such a situation may be considered as unparalleled in the past 25 years. It is much more remarkable than the situation this time last year; then the inference was that the season of 1902 would be a record breaker coming upon a denuded market, and as a consequence all hands prepared for such a condition. But 1902 at its conclusion of the pack, starts in at a valuation such as held in the midst of the famine prices of the spring. Whereas, at the opening of October, 1901, the quotation price of Jersey tomatoes was \$1.05 to \$1.10.

With the whole winter before them for the market to take such a value upon it as this argues a more drastic condition of things than occurred all last winter. Corn is beginning to attract as much attention as tomatoes. Now that the New York and the Maine pack have closed it is almost officially stated there will not be over 50 per cent. of a pack in either of those States, which means that the packers will not be able to fill half their contracts and the corn market will be in the hands of the jobbers.—The Trade, Baltimore, Md., October 3.

CANNED TOMATOES IN BALTIMORE.

Private mail advices from Baltimore say of tomatoes: "The improvement in weather conditions has been more favorable for tomatoes, and the market is a little better supplied. The feeling is steady, with offerings at 95c. net cash on standard 3s., although some packers quote up to 97 $\frac{1}{2}$ c. There is a feeling here that the market will not go much below the 95c. basis, as the packing season is virtually over. It is known that the failure of an interest reported some days ago had a somewhat unsettling effect, but the impression exists that this

In Store.

THE FIRST OF THE SEASON.

NEW CURRANTS CLEANED and STEMLESS.

WE HAVE RECEIVED OUR FIRST SHIPMENTS AND ARE OFFERING FOR PROMPT SHIPMENT AT CLOSE FIGURES. **OUR REPUTATION** FOR CLEANED FRUIT IS UNAPPROACHED BY THE TRADE. BY OUR PROCESS OF DOUBLE CLEANING **WE GUARANTEE** OUR CURRANTS ABSOLUTELY CLEAN—FREE FROM ALL STEMS, STONES AND DIRT.

GET OUR QUOTATIONS FOR PRESENT AND FUTURE DELIVERY.

THE EBY, BLAIN CO., LIMITED

WHOLESALE IMPORTING AND MANUFACTURING

GROCCERS

TORONTO.

interest sold heavily of futures, the buyers of which will be compelled to replace in the open market. The quantity said to have been sold by this concern is estimated at 100,000 cases, of which a small portion only was packed prior to the failure. The unsold balance, believed to be large, will have to be procured in the open market."

LARGE CROP OF CALIFORNIAN RAISINS.

Private mail advices from Fresno say: "The prices were uniformly well received. The packers, who expressed themselves as stated, were W. M. Griffin, A. Gartenlaub, Lee Gray, A. L. Hobbs, A. L. McCray, James Madison and W. A. Veith. Mr. Griffin said the price was safely under that for which foreign raisins could be laid down in New York, and that as many raisins would be sold as if the price were lower. Gartenlaub said the trade took what raisins it needed and that a price lower than conditions justified did not accelerate the movement of raisins. That, he said, was demonstrated last year. Lee Gray declared that 3,000 cars should be taken at the jump. One packer, who afterward protested against his name being used, thought the high prices would encourage outside packers. Mr. Gartenlaub volunteered the statement that the Association would have more growers with it this year than ever before in its history.

"The crop prospects are favorable for an output of 100,000,000 lb. In 1898 the output was 80,638; 71,568,000 lb. in 1899; 94,325,000 lb. in 1900, and 72,000,000 lb. in 1901. It will thus be seen that this year's crop is 19,400,000 lb. in excess of that of 1898, 28,500,000 lb. in excess of that of 1899, 6,000,000 in excess of 1900 and 28,000,000 in excess of 1901. Notwithstanding the large crop, the prices are only a cent lower than those of 1900 and half a cent less than those of 1899. The opening prices of last year are not a fair basis for comparison, for they were immediately dropped 1/2c., and the bulk of the crop was sold for 4 3/4c., 4c. and 3 1/2c., so that this year's prices are 1 1/2c. in advance of those of last year."

AFTER THE SHUTTERS ARE UP.

ONCE two beautiful white eggs laid side by side in a new nest. A big man gathered them up with his rough hands and sold them to a grocer. And one little egg was a good little egg and went into an angel cake, but the other little egg was a very, very bad little egg, and got mashed on an actress.—Town Topics.

A teacher in the Dallas county public school recently received the following letter:

Sir,—Will you in the future give my son easier soms to do at nites? This is what he's brought hoam two or three nites back: "If fore gallins of bere will fill thirty to pint bottles, how many pints and half bottles will nine gallons of bere fill?"

Well, we tried and could make nothin' of it at all, and my boy cried and laughed and sed he didn't dare to go bak in the mornin' without doing it. So I had to go and buy a nine-gallin keg of bere, which I could ill-afford to do, and then he went and borrowed a lot of wine and brandy bottles. We fill them, and my boy put the number down for an answer. I don't know whether it is right or not, as we split some while doin' it.

P. S.—Please let the next some be in water, as I am not able to buy more bere.—Mobile Register.

The publisher's private secretary was, above all else, a young woman of refinement, both of conduct and of language. Brought up in New England and educated at a college famous for its niceties and elegancies of existence, she was as far removed as possible from the slang-using, bang-wearing, gum-chewing stenographer of the comic papers. Next door to the publisher's establishment a young Englishman, striving with moderate success to establish himself here as a landscape architect, had opened an office. In due course of time he became acquainted with the publisher, who, in turn, introduced him to the private secretary. One day,

when the private secretary was sitting serene and dignified at her desk, there entered precipitately the Englishman. "How do you do?" she said sweetly. "I beg your pardon," said the Englishman, "but could you spare me just a little of your gum?" "Gum!" she explained in horror. "Surely you don't think I—"

"Really, I beg your pardon," ejaculated the Englishman, a second time, in still more confusion. "How stupid of me. I remember now you say mucilage in America."

THE HOP CROP OF THE WORLD.

According to Commercial Agent Bardel, of Bamberg, the hop crop in Bavaria is in excellent condition. The weather, which on account of low temperature and more than plentiful rains has been rather unfavorable to nearly all other crops, has been highly beneficial to the growth of the hop plant, the only visible drawback being a delay of more than two weeks in the ripening of the burr, so that this season's crop in Bavaria will be gathered later than it has been for 30 years. Otherwise the plants are in good condition. Conditions in Wurtemberg, Baden, Alsace-Lorraine and other places are reported to be nearly as good as those in Bavaria. In Bohemia, too, the coming crop promises to be of excellent quality, and the output will be fairly large; it is at present computed at nearly two-thirds of last year's enormous crop. Reports from other hop-growing countries indicate that the crops which are likely to be gathered are not so good. The crop in England is said to be only one-half of that of last year. The crop in the United States is also reported short; but the continent can easily supply any deficiency at moderate prices. The table below shows an estimate of the hop crop in the most important hop-growing countries for this year compared with that of 1901:

Countries.	1902.	1901.
	Cwts.	Cwts.
Germany—		
Bavaria.....	250,000	98,000
Wurtemberg.....	65,000	55,000
Baden.....	50,000	24,000
Alsace-Lorraine.....	80,000	60,000
Prussia and Altmark.....	43,000	22,000
Totals.....	488,000	259,000
Austria-Hungary—		
Bohemia.....	200,000	281,000
Moravia and Galicia.....	27,000	30,000
Steiermark.....	17,000	16,000
Hungary.....	6,000	6,000
Totals.....	250,000	333,000
England.....	360,000	650,000
United States.....	*215,000	*187,000

*Bales.

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.

WH. GILLARD & Co. have just received a shipment of Santa Clara prunes, 100-120's, showing exceptional quality for this size.

Laporte, Martin & Cie offer 3,000 7-lb. boxes candied peels just received.

Ask Grocers' Wholesale Co., Limited, price on "Eagle" brand of blueberries.

Laporte, Martin & Cie are advertising interesting lines this week.

"Shinon" is having a large sale with Lucas, Steele & Bristol. They are agents.

First fall arrival of Gillard's (English) pickle just received by W. H. Gillard & Co.

A consignment of new Malaga table raisins arrived this week for H. P. Eckardt & Co.

"Empire" salmon and "Kiji" tea will be in store with Lucas, Steele & Bristol this month.

Perkins, Ince & Co. have received a shipment of Crosse & Blackwell's candied peels.

L. Chaput, Fils & Cie have now on hand 150 gross of assorted qualities of French briar pipes.

Laporte, Martin & Cie expect 250 boxes evaporated peaches, apricots and pears in a few days.

Lucas, Steele & Bristol's golden pickling vinegar is free from acid, and will positively keep any pickle.

T. Kinnear & Co. are in receipt of a shipment of currants, and also of Crosse & Blackwell's peels.

Grocers should remember Lucas, Steele & Bristol's XXX fine icing sugar; also their XXXX pink and red sugars.

Dixon's carburet of iron stove polish is offered by W. H. Gillard & Co.

L. Chaput, Fils & Cie have in stock 300 boxes and ¼-boxes of new Bevan's table raisins.

Crosse & Blackwell's new peels may be had for prompt shipment from H. P. Eckardt & Co.

L. Chaput Fils & Cie report having one of the largest stocks of pickles of all kinds to be found in any wholesale house.

Henri Jonas & Co. have just received a large lot of mushrooms from France, which they bought before the recent advance.

The output of the "Salada" Tea Co. last week was more than the output for the first two years they were in business combined.

Reports go to say that there is a short catch of herring. Laporte, Martin & Cie have secured quite a quantity, and they are prepared to quote.

L. Chaput, Fils & Cie lately received a consignment of 100 chests of Ceylon black tea, which they offer at a low price considering the strong market.

Four carloads of "Pine Tree" salmon, a fine, rich, red sockeye, at hand with W. H. Gillard & Co.; also, shipments of 100-lb. cases boned and skinned cod.

Another shipment of 2½'s and 2-lb. bars, also 100's and 200's cakes "Shell" brand Castile soap has just been received by the Grocers' Wholesale Co., Limited.

E. D. Marceau has just received a lot of Indian and Ceylon teas of good quality, and at prices that show extremely good value, better, in fact, than ever seen before here.

The A. F. MacLaren Imperial Cheese Co. has just received a shipment of Goodwillie's fruits of excellent quality, and now is the time to send in orders to secure a good assortment.

"A large assortment of currants, including choicest Vostizzas, are arriving, and we will give close prices for cash buyers," says Grocers' Wholesale Co., Limited.

Henri Jonas & Co. are receiving some fine French decanters of pure fruit syrup. These decanters are of beautiful designs, made of fine glass with glass stoppers and will be very useful after the article contained is consumed.

PERSONAL MENTION.

On September 29, Mr. Samuel A. Nelson, of Nelson Bros., dry goods and grocery merchants, Charlottetown, was united in marriage to Miss Edith Nelson, of China Point.

FAILURES FOR NINE MONTHS.

According to Bradstreet's, Canadian failures for the first nine months of 1902 numbered 851, a decrease of 18 per cent. from last year, while liabilities aggregated only \$6,300,413, a decrease of 35 per cent. from last year.

CANADA CAN CO. CHANGES HANDS.

The Dominion Canister Co., Limited, have bought the business of the Canada Can Co., Dundas, Ont., and are moving from the present quarters into more commodious ones. They are arranging their machinery to double the output, so they will have a capacity of between six and seven million cans per annum. They will be ready to start business in the new factory about October 20.

A SOUL OF HONOR.

A KINDLY reference to the late Major Charles Smylie, president of the National Licorice Company, whose lamentable death by shooting was referred to in THE CANADIAN GROCER some weeks ago, appeared in a recent issue of The International Confectioner. It read: "Major Smylie was born on April 19, 1858, in Williamsburg, now included in Greater New York, on the site of the present home of the Williamsburg Savings Bank. He was educated in public and private schools and under tutors at home. He was of a studious turn of mind and absorbed learning readily. He became so far a master of the French and German languages that he spoke them fluently, and studied in them as well. He also developed musical ability of a high order. He entered upon his business career at the age of 15 with the concern of Young & Smylie. After his father's death, in 1881, he managed the estate's interest in the business, and, in 1886, he and his brother Adolphe entered the firm. At this time George Young, the senior partner, withdrew from the firm, leaving the personnel C. A. and A. E. Smylie and Thomas H. Bauchle.

"Mr. Bauchle died last fall, and in April of this year the Smylies acquired the Bauchle interest, thus becoming sole proprietors of the business. From this time on it was Major Smylie's ambition to see consummated a consolidation of the houses engaged in the manufacture of licorice specialties. It was largely due to his own efforts that shortly before his death he saw this ambition gratified and became the president of The National Licorice Co.

"Throughout his business career Major Smylie was the soul of honor. He was aggressive and determined to succeed as a business man; but he was ever courteous, ever lenient where others were concerned, but rigid as iron with himself. His guiding star was honor, and in all his business dealings he trod the path of integrity that his star lighted. He made friends easily; or, rather, his personality, his character, his attainments, his manner and his methods drew men to him and they became his friends.

"Few men like Major Smylie have died, because few like him have ever lived. He was a strong man in the best sense of the word."

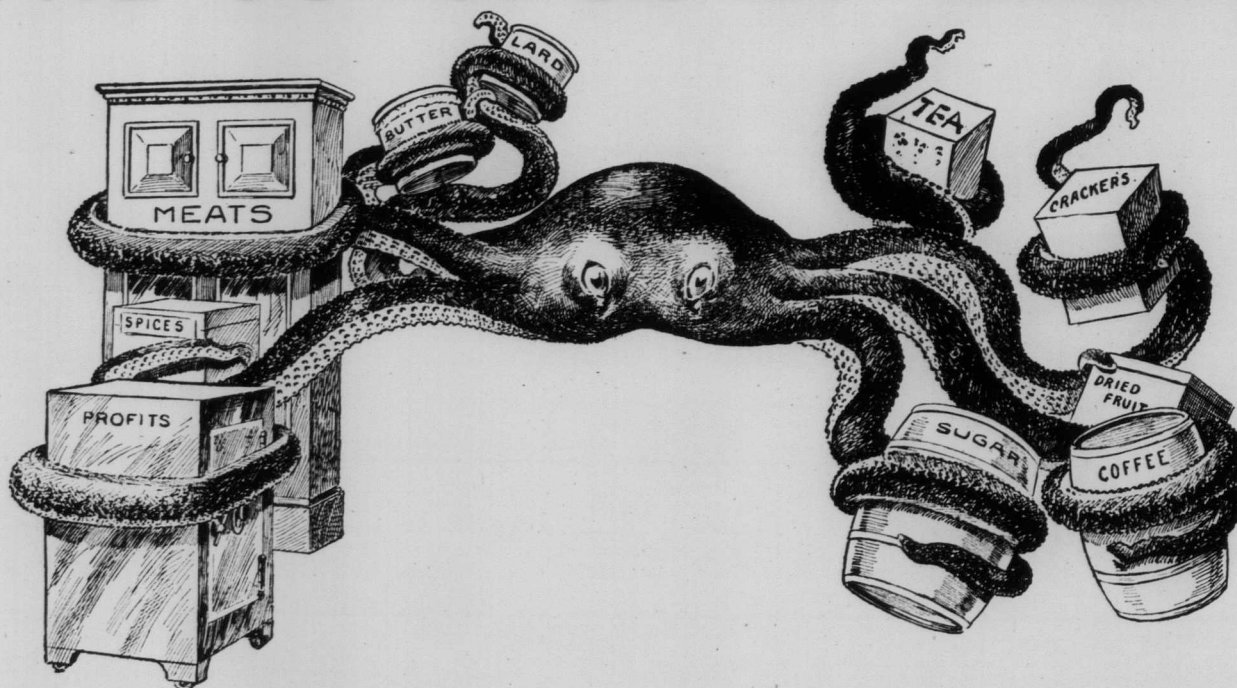
Mr. Williams succeeded in growing some fine peaches in Picton this year. He has six trees and this season they averaged about 1 bush each, one tree bearing 1½ bush. This is the only successful attempt at growing peaches so far known in Prince Edward county, Ont.

1881
1885
23
Grocers should remember that Royal Baking Powder is never peddled. Consumers are supplied only through retail dealers.

It is the honest advertising which the Royal Baking Powder Company does that aids and protects grocers more than they sometimes remember. It trains the housewife to buy standard goods at reliable stores and to not patronize peddlers. Peddlers are the bane of honest grocers.

Grocers should keep a full, live stock of Royal Baking Powder, remembering that every sale of it is a blow at the peddler and a strike for honest dealing in high-class goods.

THE OCTOPUS OF WASTE



Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

The Moneyweight System will rescue you from this vampire.

**THE COMPUTING SCALE COMPANY,
OF CANADA, LIMITED**

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164 KING ST. WEST, TORONTO, ONT.

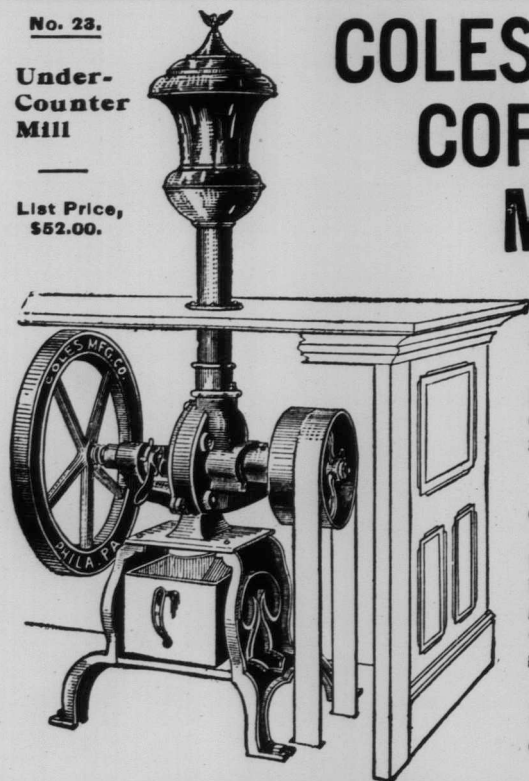
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**DAYTON COMPUTING SCALES.
MONEYWEIGHT SOALES.**

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 Caf-
fee.

Every Coles
Coffee Mill has a
Breaker that
breaks the Coffee
before it enters the
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LABOR-SAVER.**

Our Grinders
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FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA,
PENN'A.**



"A good record is more to be desired
than fine promises."

Other sauces may promise
great things, but

Paterson's Worcester Sauce

has an unequalled record.
Are you selling it?

ROSE & LAFLAMME,
Agents, Montreal.

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President:
JOHN BAYNE MacLEAN,
Montreal.

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STATISTICAL POSITION OF SPICES.

RELIABLE estimates as to the stocks of black pepper, nutmegs, cloves, China cassia and Batavia cassia in New York in October of this year shows them, with the exception of nutmegs, to be smaller than in the Octobers of 1900 and 1901. The deliveries in every case during September of this year were in excess of the receipts.

On October 1, 1902, there were 2,680 bags of Singapore and 6,825 bags of Sumatra, a total of 9,505 bags of black pepper in New York, as against a total of 18,105 bags on October 1, 1901, and 21,215 bags on October 1, 1900. The total arrivals during September, 1902, were 8,282 bags, made up of 4,659 of Singapore and 3,623 of Sumatra, and the amounts of the deliveries for the same month were 4,879 bags of Singapore and 6,173 bags of the other, or a total of 11,652 bags, decreasing the stock of black pepper in New York in September by 3,370 bags.

There was, however, a larger stock of nutmegs on October 1 of this year than in either 1901 or 1902. The figures are 7,050 cases on October 1, 1902; 6,350 in 1901, and 4,432 in 1900. The total arrivals during September 1902 were 893 cases, and the deliveries the same period were 1,393 cases.

There were in New York 10,400 bales of cloves on October 1, 1902, as against 13,100 bales in 1901, and 13,700 in 1900. The receipts during September were 3,364 bales and the deliveries 3,714.

The supply of China cassia is only half of what it was in 1900. On October 1, 1902, the total number of packages, made up of 1,450 matted bales and 6,450 broken packages, was 7,900 packages, as compared with 1,000 packages in 1901 and 14,515 in 1900. The total receipts during September were 1,250 packages and the deliveries were 2,450 packages.

On the 1st of October of this year the stock of Batavia cassia in New York was 1,000 packages of No. 1 and 1,650 packages of No. 2, a total of 2,650 packages. In 1901, on the same date, there were 500 and 2,750 packages of Nos. 1 and 2 respectively, or a total amount of 3,250 packages, as against 5,536 in 1900. The arrivals during September 1902 were 532 packages and the deliveries 1,382 packages.

The spice market continues strong, and, in view of the statistical position, it is likely to remain so for some time.

COUNTERFEIT BILLS.

A number of counterfeit Bank of Montreal and Molsons \$5 bills have been found in circulation in Montreal. Some of them have the appearance of having been some time in use, this appearance doubtless being given to them on purpose by much handling in order to make the deception more complete. But they can be detected easily by the numbering.

The \$5 bills issued by the Bank of Montreal are numbered in each series up to 300,000. The counterfeit bills are numbered from 900,000. Any bill bearing the number over 300,000 is not one of those sent out by the bank. In the Molsons Bank bill the date is July 2, 1901, and the series number 214258B.

ONION CROP OF ONTARIO.

THE onion crop all over Ontario is large this year, the yield being reported much above the average. Many inquiries are being received by commission merchants in towns from growers in the country who all say that they have abundant supplies on hand to dispose of, and that the stock is of excellent quality, being very large. The yield in some localities approaches 400 bush. to the acre. In other years 285 bush. to the acre was considered above the average. The rainy weather evidently caused the onions this year to thrive.

On account of the large size to which the onions have grown, pickling onions are very hard to get this fall.

The opening prices are 60c. per bag and are likely to be lower. Last year the price was 75c. at first and early in the season advanced to \$1.

Usually when we have a surplus stock of this commodity in Canada we can dispose of it in the United States, but the yield is large over there this year, too, and so onions here will be cheap all through the winter.

AN INSURANCE LOSS.

Never can the necessity for a careful examination of and adherence to the conditions of an insurance policy be emphasized too frequently. The courts are constantly dealing with cases where, through some irregularity, a policy-holder has lost his insurance money.

The latest case occurred just recently when the Walkerville Match Company tried to recover \$3,083.45 under a contract entered into with the Scottish Union and National Insurance Company. The case was tried without a jury at Sandwich, and Chief Justice Falconbridge has just handed out judgment in favor of the defendants. The defence was that the defendants were not bound by a receipt issued in the name of one Davis, who had been an agent, but who was superseded. The insurance was not entered on the register, the money for the premium did not reach anyone who could be called an agent of the company till after the fire, and it did not appear that anything was known about the risk at the defendant's head office. It was held that under these circumstances the plaintiffs could not recover damages.

THE APPLE TRADE OUTLOOK.

It is now generally conceded that the apple crop in Ontario will not be as large as anticipated a few weeks ago. At that time the bulk of the apples were in various stages of growth on the trees, and the yield appeared as if it would be large. But later on it has come out that a good many of these apples are of inferior quality (wormy and spotted), and not marketable for export. The Nova-Scotian crop is light and of poor quality, and in the New England States the crop will not be as large as it was thought it would be a month or so ago.

In England the crop is poor and exporters here have been looking for a stiff market there. But latest cable advices from Woodall & Co., Liverpool, to Eben James, Toronto, bearing the date of October 6, say that the market was glutted with fruit in a bad condition, especially Greenings, and prices were lower in consequence. Culverts were quoted at 12s. 6d. to 14s.; Kings, 16s. to 24s.; Greenings, 7s. 6d. to 15s.; Baldwins, 13s. 3d. to 15s.; Rebstones, 12s. to 14s.; Jenetts, 9s. to 13s.

Mail advices from the same source under date of September 27 say: "The week's receipts are 26,024 bbls., which, at this early period, must be considered a fairly large supply. With the exception of a few Baldwins, which were mostly immature, and some of very poor quality, the fruit consisted of the usual early varieties, and, although the season for such is advancing, the quality and condition has been generally satisfactory, and compares favorably with that of last week. There was a rather large proportion of the green varieties, which are never so salable as those showing color, and on these there was an occasional shrinkage in value. There has, however, been an active demand throughout, and the market closed strong at yesterday's sales; some fine parcels of Gravensteins and Kings being eagerly competed for at a slight improvement."

Exporters interviewed by THE CANADIAN GROCER have, however, every faith in a good market for first-class winter fruit. Shipments last week were not greatly in excess of 1898 and 1899, and the quotations of October 7 are lower owing to the

act of some dealers shipping inferior fruit with the better stock now going forward. A higher range of prices is looked for shortly, as an important factor in Ontario will be the labor question, it being impossible to get enough workmen to handle the crop owing to the number of men who have gone West this year. The United States crop has been exaggerated, and Old Country buyers who are now over there will have to buy in Canada instead.

From England it is stated that a syndicate is being formed to import from this country high-grade apples packed in boxes to sell at high figures.

As far as reported the total shipments of

Notice To Advertisers.

Thursday next being Thanksgiving Day the forms of THE CANADIAN GROCER will go to press one day earlier than usual for the issue of October 17.

Will advertisers please note that all new copy and changes must be in our hands on **MONDAY, 13 inst?** We cannot guarantee to change advertisements after that date.

THE PUBLISHERS.

apples in barrels to the English market from America are as follows:

From—	Total	Same week in 1901.
Boston.....	22,037	1,385
New York.....	22,228	3,438
Montreal.....	35,790	16,552
Halifax.....	5,695	None
Portland, not yet heard from..	None

THE RAISIN SITUATION.

ANOTHER year of short supplies of Valencia raisins appears to be a foregone conclusion. If anything it is likely to be even more pronounced than it was last year.

Early in the season it was anticipated that the yield would be a fairly good one. But, unfortunately, the output has been much curtailed, owing to damage both by sun and rain. This fact, following a season which had experienced an unusual shortage, has naturally led to a marked appreciation of prices. Good selected fruit, such as is commonly used on the Canadian market, is fully 3s. above the lowest point,

while compared with the figures ruling a year ago they show an advance of 10 to 12s.

What adds to the strength of the situation on the Canadian market is the fact that importers here have bought but sparingly this year.

While, however, Valencia raisins are so scarce this year, the condition of affairs is the very opposite in regard to Californian raisins. From an article printed in another column it will be seen that the Californian people are estimating the output at about 100,000,000 lb., which is 28,000,000 lb. in excess of the crop of 1901.

Prices are being cut a great deal in California at present, and it is declared that shippers are losing \$80 a car at the figures at which they are now selling. In view, therefore, of the short crop of raisins in Spain, the present would appear to be an opportune time to buy Californian raisins.

CARE OF THE STOCK.

NO part of a merchant's business is more important than the care of the stock. Unless the stock is properly kept it is impossible for the business to be in a really healthy condition.

The stock, like the blood in the body, must be kept circulating if life is to be preserved. Consequently it needs constant and systematic attention. And to successfully do this is no small task.

Stock books, or something that will be a good substitute cannot be done without. But these in themselves can be of very little use unless entries are promptly made when certain lines are running short. Besides, it is also well to have a record of how this and that line sells, a guide thus being secured for the merchant when he is buying.

But stock books can also be utilized as a help to the merchant in keeping his stocks down, as well as keeping them up, for the latter is even a more difficult problem than the former.

Merchants and clerks who are successful stock-keepers are close students of the trade papers and the markets. Indeed, they can scarcely be the one unless they are the other.

Possibly some of our readers would not object to describing through our columns their methods of taking care of their stock.

THE BRITISH GROCER AND HIS COMPETITORS.

From The Daily Despatch, London, Eng.

THE proclamation of trade war at St. Helens has made the situation of the ordinary private retail grocer a matter of more urgent public interest than usual. His difficulties and dangers have been freely canvassed, and his probable fate has been painted in colors none too bright. His total extinction has been predicted with some confidence. In some respects the outlook is dark enough. The presence of the co-operative store with their 2,000,000 of customers and 70,000,000 sterling of annual trade is in itself a menace not to be despised. Almost the whole of this large overturn is in grocery goods and provisions, and almost all of it is transacted in the North of England. The pressure of this competition varies in different localities. In St. Helens, in Dewsbury, in Bolton, and in Leeds, it has made the progress of private trade almost impossible. In Bradford it is claimed that the expansion of the trade of the private grocer is at least equal to that of the stores. In Manchester and Salford, despite the greater population, the stores do only half the business of the 80 branch stores in Leeds, and little more than the stores of Bolton.

In one West Riding town, which ten years ago supported in comfort nine large private shops, all have been swept away but two. And of those, one which had formerly an overturn of £130 a week has now a bare £30. Needless to say, there is bitterness felt there. The disastrous nature of the effects alone would provoke soreness.

But the methods of the victorious stores are answerable for much more. The private trader feels that he is at grips with an antagonist of great and unseen powers, wielding an influence he cannot combat. The investor, the holder of from 20 to 100 shares in the co-operative venture, is the most powerful agent in the grocer's destruction. Determined to protect and improve his holding, the investor exercises all the influence at command to add custom to the stores. If, as sometimes happens, the shareholder is also an unscrupulous man and an over-looker in a mill or foreman of works, the pressure he is able to bring to bear is enormous.

Profits are lower than they were. The halcyon days when American provisions were first coming into this market, when bacon could be bought for 3½d. and sold for 6d. per lb., are no more.

Yet, taking the country over, grocers wax in number and, in the aggregate, also in wealth. At the present time in England and Wales there are probably well over 200,000 male and female gro-

cers. Between the years 1881 and 1891 they increased in number 40 per cent. Last year the reported failures were 931—say, .5 per cent.—a number not to be wondered at in view of the inexperienced and penniless persons who embark on this career; the total liabilities reached three-quarters of a million. Grocers, builders and publicans fail in almost equal numbers year by year.

Another enemy to the retailer, of whom much that is interesting may be said, is the giant grocer, the proprietor of many shops, known expressly as "company" shops. These keep down prices. They buy cheap and sell cheap. Their proprietors are satisfied with a return per shop that would not maintain a man and wife. A net income of £1 per week from a shop is little use to the owner of one set of premises. But the man with 20 or 80, or the company with 250 branch shops can afford to be well satisfied with an average of even so little from each.

In a purely cash business the lock-up of capital is slight. With care the stock can be turned over ten, even twelve, times in the year. That means that the purchases can be paid for by sales as soon as the customary month's credit has expired.

The "company" shops are ruled by a rod of iron. Wages and expenses are curtailed to the irreducible minimum. One large concern makes its utmost remuneration to its branch managers the not too princely sum of 26s. per week. Bright young fellows issuing from their apprenticeship are installed as managers. They enter into a stamped undertaking not to commence business on their own account within a five-mile radius of their branch for two years after leaving employment. Inspectors paid by the company range the country over, paying surprise visits to the shops, and five or six times a year commanding an immediate stock-taking. All goods consigned to a branch are invoiced to the manager at the price he will have to sell them. For any deficiency, howsoever arising, the ill-paid manager is liable, and the deduction is made from his wages.

The inevitable tendency of this procedure is to provoke reprisals. The ill-paid servants are goaded into trickery and deceit towards the company and to the public. A cheese had been stolen from the shop door, and the manager's wages were consequently being docked of its value.

"I'll take it out," said the victim, savagely; "I'll take it out of tea."

The method of "taking it out" is simplicity itself. A customer asking, say,

for a pound of 3s. tea is handed a packet of the 2s. article, and the shilling so gained goes into the pocket of the man behind the counter. Or eggs consigned for sale at eighteen for the shilling are sorted into qualities of 16 and 18 respectively. Tickets on goods are deliberately misplaced.

In some employs the discipline is so severe that a manager leaving the premises between the hours of 8 a.m. and 8 p.m., and being detected, is instantly dismissed. Meals must be got when and how they can, but not away from the shop.

The rise of the "company" shop was subsequent to that of the co-operative stores. It is within the last ten, or, at the utmost, fifteen years that the business done by the many-branched grocer has assumed really great proportions. Despite the advantages these establishments possess over the single-shop men, because they buy better and much more largely, their advance is not so rapid as might be supposed. In many quarters the small grocer far exceeds them in rate of growth. The proprietor, and frequently his wife with him, working for his own gain, studying closely the characteristics of his neighbor, proves more successful than the often perfunctory minion of the large capitalist.

And then the usually accurate local knowledge of the small man gives him an advantage. He sees the growth of the new districts which are ever being pushed out from the borders of the towns. He marks out a likely spot where the neighborhood almost guarantees a livelihood, and there he settles. The inspector of the company cannot compete in suburban shop-locating with the native.

Hence it comes about that by prescience and adaptability, by careful steering in a troubled sea, the small pot preserves itself from destruction by the big pan. Although there are some places in which success is out of the question for the unmoneyed, there are other fields in which the attentive and obliging vendor of comestibles stands a most excellent chance.

THE YUKON TRADE.

About 80 per cent. of the supplies now finding their way into the Yukon are Canadian goods," said Mr. Robert Kelly, wholesale grocer, Vancouver, while in Ottawa the other day. Mr. Kelly attributes this welcome change in Yukon trade conditions largely to the successful efforts put forth by Canadian manufacturers, especially canners of food products, to rival the productions of Oregon and California. For several years the trade in canned goods was almost exclusively in the hands of Americans, but now that Canadian canned fruits and vegetables have been pushed into the Yukon they have come to be preferred, even by Americans, to similar articles imported from the United States. To illustrate the importance of the trade, Mr. Kelly observed that he had secured for the Yukon one consignment of 15 carloads of canned vegetables and fruits from two establishments in Central Ontario.

Pocket Your Skepticism and Face the Facts.

Three years ago the imports of Japan Tea amounted to 11,667,757 lbs., this year they amounted to 5,736,495 lbs. They have fallen of 2,000,000 lbs. a year.

Our prediction that

"SALADA"

Natural Leaf
Ceylon Green Tea

would soon displace Japan tea is coming true at the rate of about two million pounds a year.

Are you selling this up-to-date tea? If not, why not?

We will gladly send samples and all information to you or your customers on application.

"SALADA," Toronto and Montreal.

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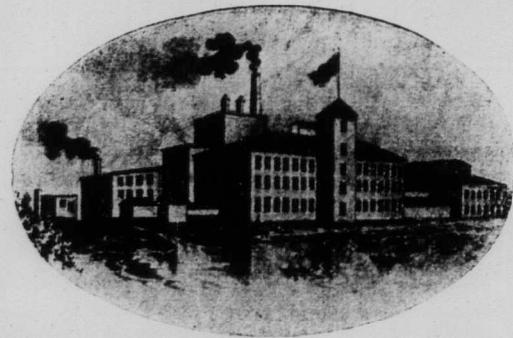


BAKING POWDER

PUREST, STRONGEST, BEST.

Contains no Alum, Ammonia, Lime, Phosphates, or any Injurious.

E. W. GILLETT COMPANY
LIMITED
TORONTO, ONT.



LILY WHITE GLOSS STARCH

is packed in

Handsome 1-lb. Packets.

Beautiful 6-lb. Trunks and Tins.

100-lb. Kegs—extra large crystals.

Strongest, Whitest, Purest.

The Brantford Starch Works,
LIMITED,
Brantford, Ont.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, October 9, 1902.

GROCERIES.

BUSINESS in wholesale grocery jobbing circles has been quite large this week in all lines. No tomatoes are as yet being offered, and the prices of the other lines of vegetables are still firm in sympathy with the strong outside markets. The advance in sugar of last week has been maintained, and although the outside markets have fluctuated considerably during the week, they have become a good deal easier. Rice and tapioca are quiet and syrups and molasses are unchanged. In teas, Japans continue strong and scarce with very few new teas offering. China greens are still high and Indian blacks of the better grade are in demand. Quite a few Ceylon greens of Japan make are attracting attention. Jobbers are now well supplied with currants and a reduction of $\frac{1}{2}$ c. has been made in the price of Filiatras and $\frac{1}{2}$ c. in Patras. Valencia raisins continue much in demand and the prices for present delivery from stock are stiffening with the reports of advances on the primary markets. Prices were made last week on Californian seeded raisins and a larger business was done than there has been for several years past. These raisins are this year being sold at a loss to the shippers, owing to a fight that is at present going on in California between some of the seeders. In nuts, trade is still on the quiet side and no arrivals of new crop are reported on the market this week. Owing to the firm advices from the primary markets the prices of Grenoble walnuts have been advanced $1\frac{1}{2}$ c.; Marbots, 2c.; Sicily filberts, 2c. and shelled walnuts, 3c. per lb. The prices of all lines are likely to be high throughout the year.

CANNED GOODS.

The trade doing at present in vegetables is light and prices are generally firm and unchanged. There is little news regarding the tomato crop of this year, and no offerings for future delivery are being made by the canneries as far as can be ascertained. The prices of corn and peas are maintained at their present high mark and are likely to continue so for some time to come. Some lines of vegetables are scarce, and jobbers seem to be out of succotash. Beans are firmer. Meats are steady and salmon continues active without any further advance over those made some time ago. Sardines are strong with an upward trend. Other lines of fish are active and unchanged. We quote: Salmon, Fraser River sockeye, \$1.50 to \$1.52 $\frac{1}{2}$; Horseshoe, \$1.50 to \$1.52 $\frac{1}{2}$ and Northern, \$1.40 to \$1.45.

COFFEES.

A moderate call is reported for coffee on the local market. The outside markets are quiet and prices showed a slight reaction, notwithstanding cable advices from Santos at the beginning of

the week were to the effect that the crop prospects there were unfavorable. We quote: Green Rio, No. 7, 7 $\frac{3}{4}$ c.; No. 6, 8c.; No. 5, 8 $\frac{1}{4}$ c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

The quotations on new nuts are higher than last year, especially for shelled almonds, walnuts and all kinds of Tarragona almonds. The present stocks of nuts in the hands of jobbers are light and Grenoble walnuts have gone up $1\frac{1}{2}$ c.; Bordeaux walnuts, $1\frac{1}{2}$ to 2c.; Sicily filberts, 1 to $1\frac{1}{2}$ c. and shelled walnuts, 3c. per lb.

RICE AND TAPIOCA.

Not much trade is being done in either rice or tapioca at present, the call being mostly for small lots. The rice market is firm in the South, where the crop has been delayed by recent heavy rains, but it is reported to have not suffered much damage. Tapioca outside is reported to show a better undertone, cable advices from the East being firmer, and buyers were showing more interest. We quote: B rice, 3 $\frac{1}{2}$ c.; Japan, 5 $\frac{1}{2}$ to 6c.; sago, 3 $\frac{3}{4}$ to 4c.; tapioca, 3 $\frac{1}{4}$ to 3 $\frac{3}{4}$ c.

SYRUPS AND MOLASSES.

Syrups continue to show an improvement in their sales and the market is

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

steady. The supply of syrup outside on offer was limited, with a fair inquiry for export. The grocery grades of New Orleans molasses were a little scarce outside and dealers, generally, claimed to have moderate supplies of the article. The offerings of blackstrap outside were limited.

SPICES.

Trade in spices is quiet this week. Pepper is firm, reflecting the tone of the strong market outside, where the spot offerings were limited and stocks light in the hands of jobbers.

SUGAR.

The local sugar market has maintained the advance of last week and there is nothing further to report save the listing of a new grade of granulated sugar by a Montreal manufacturer. This is quoted to retail buyers at \$3.88, Toronto basis. Just as we were going to press last week one of the New York sugar refineries reduced the prices of refined 5 points, and Arbuckle soon followed. The next day The American Sugar Refining Company reduced their prices to the same basis. There is no apparent reason for this decline, unless it be to meet the competition caused by the marketing of the domestic beet granulated and the improvement in shipments. Since our last

report raw-beet sugar of 88 deg. test advanced first, to 6s. 11 $\frac{1}{2}$ d. and later to 7s. 3d. f.o.b. Hamburg, an appreciation of 6d. for the week. Since then they have reacted slightly to 7s., but later these are quoted at 7s. 2 $\frac{1}{2}$ d. This is considerably above the parity of 96 deg. centrifugals, which are still quoted at \$3.50 f.o.b. New York, while beet, on the same basis, would cost \$3.78. Holders of cane are asking 39-16c., an advance of 1-16c., but buyers are indifferent at anything over \$3.50. The advance at Hamburg in the beet sugar is mainly owing to the unfavorable weather reports, and it will be some time before the extent of the damage to the growing crop is known. The receipts of raw sugar for the week were only 27,264 tons, while the meltings remained at 45,000 tons, reducing the stocks by 17,736 tons. The total stocks in the United States and Cuba are 279,945 tons, against 313,681 tons last week and 239,008 tons last year. The stock in Cuba is now reduced to 128,000 tons.

TEAS.

Japan teas continue strong and scarce, and there are few new teas offering. Indian teas, to imitate Japan teas, are receiving close attention. Teas from 6 $\frac{1}{2}$ to 9 $\frac{1}{2}$ d. c.i.f. are becoming popular and selling readily. When the manufacture of these is improved, they are sure to meet with a big demand. Green Ceylons of the same character of make, are being offered, but the Indian teas are claimed to show better value. The supply is not equal to the demand and buyers have to take what they can get. Indian blacks, like souchongs, are very scarce and good teas are going to cost 5 $\frac{1}{2}$ d., or 11 $\frac{1}{2}$ c. net. Pekoes and orange pekoes of fine value are selling at from 6 $\frac{1}{2}$ d. to 9 $\frac{1}{2}$ d. to arrive. In Ceylon blacks, good mercantile goods are worth from 5 $\frac{3}{4}$ d. up, and choice and broken orange pekoes, where the quality is important, are worth 11 to 12 $\frac{1}{2}$ d., or from 22 $\frac{1}{2}$ to 26 $\frac{1}{2}$ c. On the London, Eng., market, latest reports by mail are to the effect that the downward tendency of prices of Indian teas seems to be arrested and buyers showed more inclination to purchase, imparting a generally firmer tone to all grades. The Ceylon tea market was in about the same condition as that for Indian teas, there being an improvement in the bidding for all grades.

FOREIGN DRIED FRUITS.

CURRANTS.—Jobbers on the local market seem now to be well supplied with currants and the prices of Filiatras are about $\frac{3}{4}$ c. and Patras, $\frac{1}{2}$ c. lower. We quote: Filiatras, 5 to 5 $\frac{1}{4}$ c.; Patras, 6 to 6 $\frac{1}{4}$ c. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—The primary markets are advancing and prices, locally, are firm for Valencia raisins. There is a good demand locally. We quote as follows: Fine off-stalk, 7 $\frac{1}{2}$ to 9c.; selected, 9c. and selected layers, 11c. up.

DATES.—Trade, locally, in dates is still quiet. The ss. Tabaristan is due on October 24, at New York. We quote: Dates, in bulk, 4 $\frac{1}{2}$ c. and in packages, 6 $\frac{1}{4}$ to 6 $\frac{1}{2}$ c. per lb.

PRUNES.—The local market is still quiet. New crop on the Coast is firmer on the large sizes. We quote: Californian prunes, 100-110, 5c.; 90-100, 5½c.; 80-90, 6½c. to 7c.; 70-80, 6¾ to 7¼c.; 60-70, 7½ to 8c.; 50-60, 8 to 8½c.; 40-50, 8¾ to 10c. per lb.

CALIFORNIAN RAISINS.—Prices were made last week for seeded raisins and a larger business was done than there has been for several years past. Mail advices from San Francisco say that the curing of raisins is progressing slowly, but that raisins will be coming in freely in the early part of October. We quote as follows: Californian loose muscalds, 5c. for 4-crown, Griffin & Skelley brand; 4½c. for 3-crown and 4c. for 2-crown, f.o.b. Fresno, in 50-lb. boxes.

CALIFORNIAN EVAPORATED FRUITS.—Coast advices report advances in some grades of apricots. Our quotations are as follows: 11 to 14c. for peaches and 9 to 13c. per lb. for apricots. 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 receipts of green fruit have not been so large this week at the Scott street market, as the bulk of the crop of peaches, plums, etc., has been marketed. Sales were fairly brisk at steady prices, the demand being sufficient to absorb all the offerings. Peaches, grapes and apples were the most abundant fruits on the market. Plums are about over. The quince crop is beginning to come in and prices were easier than last week. Cranberries are being offered, but as the poultry season has not yet quite opened, the demand for them is not great. We quote: Tomatoes, 20 to 30c. per basket; peaches, Crawfords, 25 to 50c. and ordinary, 20 to 30c.; pears, 20 to 40c. per basket; grapes, 17½ to 22½c. for small baskets and 30 to 45c. for large; plums, Rein Bland, 50 to 75c. per basket; apples, 10 to 25c. per basket and \$1 to \$1.75 per barrel; crabapples, 25c. per basket; watermelons, 15 to 20c. each by the 100; lemons, \$2.50 to \$5 per box; onions, ordinary, 75c.; Spanish, 90c. per case; peppers, green, 15 to 30c. per basket; ripe, 75c. to \$1.00; oranges, Jamaica, \$3 to \$3.25 per box and \$6 per bbl.; Jersey sweet potatoes, \$3 to \$3.50 per bbl.; cocoanuts, \$3.50 per sack; quinces, 20 to 35c. per basket; cranberries, \$9.50 per barrel.

VEGETABLES.

A small demand is reported this week for vegetables at unchanged prices. Cabbage, parsnips, cauliflowers and potatoes comprise the bulk of the trade. Cucumbers are very scarce, and we quote as follows: Lettuce, 30c. to 40c. per doz.; 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 doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, 85 to 95c. per bag; beans, 20c. per basket; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per doz.; corn, 8 to 15c. per doz.; squashes, \$1 to \$1.50 per doz.; egg plant, 50 to 75c. per basket; pickling onions, 75c. per basket; ditto cucumbers, 75c. to \$1 per basket.

COUNTRY PRODUCE.

EGGS.—This market is very little changed from last week. There has been a shrinkage in the receipts, but prices are

steady for strictly fresh stock, with a slight advance over the quotations of last week. We quote; 17 to 18c. for strictly fresh No. 1 stock, ordinary store candled, 15 to 16½c. and seconds and checks, 12 to 13c.

BEANS.—The offerings of beans so far have been light and the prices are firm at \$1.40 to \$1.45 for prime and \$1.50 upwards for handpicked.

DRIED AND EVAPORATED APPLES.—There is yet no call for these excepting for future delivery. Prices are steady at 7½c. for evaporated and 5½c. for dried.

HONEY.—Receipts continue fair and the demand is improving. Quotations are as follows: Extracted, 8 to 8½c. for large quantities and 9 to 9½c. for small lots. Combs, \$1.25 up per dozen.

POTATOES.—The prices of potatoes are steady and the arrivals are fair. Buying is mostly in small lots. Quotations are 70c. per bag on track in carlots.

BUTTER AND CHEESE.

BUTTER.—Latest reports from the market of England show an easier tone, and the trade here is a little easy. Exporters are not anxious to fill orders at the present prices offered by cable, and only the finest goods, locally, are in demand. Secondary and low grades are dull and featureless. We quote: Finest 1-lb. rolls, 16 to 17c.; selected dairy tubs, 15 to 15½c.; store-packed, uniform color, 13½ to 14½c.; low grades, 12 to 13c.; creamery prints, 19 to 20c.; solids, 19 to 19½c.

CHEESE.—A further appreciation in cheese of ½c. per lb. has occurred since last week, and sales are now being made at the factories at 11c., and only a few transactions are being closed at this price. The outlook is bright for a continuance of the present high market. We quote 11¼ to 11½c. per lb.

POULTRY AND GAME.

POULTRY.—There have been freer deliveries of chickens and the prices are easier. Ducks are also more plentiful, but young turkeys are scarce. We now quote: Chickens, dressed, 50 to 75c. per pair; live, 45 to 60c.; ducks, dressed, 65 to 75c.; live, 50 to 60c.; young turkeys, dry picked, 11 to 12c. per lb. and old, 9c. per lb.

GAME.—There is very little game being offered yet and the demand is very light. We quote: Teal, 20c.; pin tails, 30 to 35c. and black duck, 70 to 75c.

FISH.

Quite a large amount of fish has been received during the week and the prices of some lines are lower. Trout and whitefish have declined 1½c. per lb. Quite a number of oysters are moving out. We quote: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 7 to 9c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; whitefish, 7 to 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; blue pike, 4c. per lb.; live lobsters, 25c. per lb.; oysters, \$1.25 to \$1.35 per gallon; smoked ciscoes, \$1.25 per basket; Digby herring, 50c. per bundle of six baskets; finnan haddies, 7½ to 8c. per lb.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Receipts on the grain market are now quite large. The prices are firm and trade is brisk. The following are the quotations at outside points: Red Ontario wheat, 65c., middle freights; white wheat, 66c.; goose wheat, 63c., middle

freights; rye, 50c.; barley, 41 to 41½c. and oats, 31 to 32½c.

FLOUR.—The market has been steady and firm. Prices are unchanged. Quotations are: Ontario patents, in bags, \$3.60 to \$3.70; Hungarian patents, \$4.00 to \$4.10; Manitoba bakers', \$3.75 to \$3.80; straight roller, \$3.30 to \$3.40 per bbl.

BREAKFAST FOODS.—The demand for oatmeal is milder, while rolled oats is somewhat stronger than last week. The prices are unchanged. We quote as follows: Oatmeal, standard and granulated, in carlots on track here, \$5; standard rolled oats in carlots on track here, \$4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, \$2.25 in 100-lb. bbl.; corn meal, \$4; split peas, \$4.75; pot barley, \$1.25 in 196-lb. bags, or \$4 in bags.

HIDES, SKINS AND WOOL.

HIDES.—Trade is moderate. The prices are unchanged. We quote: No. 1 green, 8½c.; No. 2 green, 7½c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—Trade is somewhat dull and prices remain unchanged. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 50 to 55c.

WOOL.—This remains quiet at the same quotations: Fleece wool, 13½c. and unwashed, 7½c. per lb.

TALLOW.—The prices are low at 6½ to 7c. per lb.

SEEDS.

The export demand for alsike is much better. Red clover is now offered in limited quantities. We quote: Alsike, \$6 to \$6.50; timothy, \$1.40 to \$1.60; red clover, \$5.50 to \$5.75 per bushel. For fancy grades a little extra is offered.

MARKET NOTES.

Cheese is ½c. up since last week. An appreciation of ¾c. has taken place in mat tapnet figs.

Cable advices from Smyrna re Sultana raisins report that the market there is firm and is expected to advance.

Advances of 1½c. have been made in Grenoble walnuts; 1½ to 2c. in Marbot walnuts; 1½c. in Sicily filberts and 3c. in shelled walnuts.

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Special attention given Mail and Telephone orders.

Your consignments, produce and fruit carefully handled.

WRITE US FOR PRICE LISTS.

QUEBEC MARKETS.

Montreal, October 9, 1902.

GROCERIES.

THE fall trade in groceries, as in most other classes of merchandise, is quite satisfactory, and payments are reported well met. There has been no striking feature on the market during the week, since the advance in sugar, although several lines have assumed a stronger tone and give signs of a higher tendency in prices. Pure lard has advanced 1/2c. per lb. Prime white pea beans are again higher. They are scarce on the market and holders are apparently not alarmed at any consequences that may follow upon higher figures being demanded. At present they are asking \$2 per 60 lb., a price between 25 and 30c. higher than that of a week ago. Rolled oats have declined 30c. per barrel, and the present price is \$4.50; in bags, \$2.20.

SUGAR.

The advance in sugar which occurred just too late to be included in our report, has not had any appreciable effect on the business doing in this market, which is still active at \$3.70 for granulated and \$3.05 to \$3.60 for yellows. The continued advance in raw sugar on the European market was responsible for this. Some dealers are looking for further advances should the present strong feeling in the raw sugar market be continued.

TEAS.

There is still rather a quiet market, locally, for teas, many merchants throughout the country being apparently supplied with a sufficient stock to last them through the fall trade. In this connection a Montreal importer says: "I don't think we are feeling the effects of the present situation in teas on the producing markets as yet to any extent, nor will we until after the fall trade is over. In January, say, when merchants must buy new teas, the strength of the market for new Japan teas will be more apparent, and will be keenly felt. We will have a high market then." This is in direct opposition to the statement made to us last week by another large buyer who is confident that in January next Japans will be lower. This diversity of opinion exists throughout the market, but the outlook at present seems to be altogether on the side of the former. Indian and Ceylon teas are still low, but with a better feeling. Ceylon green teas are in good demand. Gunpowders, which are in comparatively poor quality, are still higher; all China green teas, in fact, are from 4 to 5c. higher.

SYRUPS AND MOLASSES.

The reduction in the price of corn syrups last week has not been followed by any marked increase in the demand, though some jobbers report a better business this week than last. The prices of corn syrup are still as follows: In bbls., 3c.; half bbls., 3 1/2c.; quarter bbls., 3 1/4c.; in 38 1/2-lb. pails, \$1.40 and 25-lb. pails, \$1.10. Barbados molasses are selling fairly well, and some irregularity in the price is reported. As near as can be

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judged, about 23c. is the prevailing price. For Antigua and Porto Rico there is a very small demand, the former being quoted at 24 and the latter at 38c.

RICE AND TAPIOCA.

This market is entirely unchanged. There is a fair demand and the prices are steady, and our quotations are now 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.

SPICES.

The market is fairly active and still firm. The latest advance in peppers on the primary market has been well maintained. Cochin gingers are scarcer and very firm. No quotable change is reported here. We quote: 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.; 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.

CANNED GOODS.

All lines of canned goods continue to occupy the strong position which they assumed earlier in the season. No further advance is reported on this market. The scarcity of sardines, due to the short run off the French coast, has been followed by a higher tendency in prices, and an advance is looked for here. Our quotations now are: Tomatoes, \$1.30; corn, 82½ to 85c.; peas, 82½c. to \$1.20; string beans, 82½c. to 85c.; strawberries, \$1.45 to \$1.60; blueberries, 87½ to 90c.; raspberries, \$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 \$1.00; salmon, pink, 92 to 95c.; spring, \$1.25; Rivers Inlet red sockeye, \$1.30; Fraser River red sockeye, \$1.40.

FOREIGN DRIED FRUITS.

CURRENTS. Mail advices from London state that choice garden Vostizzas are becoming scarce there, and reports from Greece are to the effect that there is only a small quantity of that fruit for shipment. Locally, there is no change. Prices are as follows: Fine Filiatras, 5½c. to 5¾c. in ½ cases; cleaned, 5½ to 5¾c.; in 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6½ to 7c.

SULTANA RAISINS.—There is no change. We quote 9½c. per lb.

VALENCIA RAISINS.—The closing prices for "Blue Eagle" Valencia raisins for shipment by ss. Bellona, which sailed last week from Denia, were 25s. 6d. for fine off-stalk; 28s. 6d. for selected and 29s. 6d. for 4-crown layers. The demand was not large and it is expected that the Bellona will not have a heavy cargo. On this market prices quoted are as follows: Finest off-stalk, 6½ to 7½c.; selected, 7½

to 8c. and layers, 7½ to 8½c., according to brands.

CANDIED PEELS.—There is no change to report. A fair demand exists at the following prices: Citron peel, 15c.; orange, 11½c. and lemon, 10½c. per lb.

MALAGA RAISINS.—There is an active inquiry for these. Nothing further has been learned from the primary market. Our quotations are 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 \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; ¼'s, \$1.30 to \$1.40.

FIGS.—Comadre figs in tapnets are now quoted to arrive, prices being from \$1.17½ per tapnet and over.

CALIFORNIAN RAISINS.—There has been no change of importance on this market. There is a fairly good demand and prices are from 9¾ to 10½c. per lb.

PRUNES.—The demand for these keeps up and the prices are firm. Quotations follow: 8½c. for 40-50's; 8c. for 50-60's; 7½c. for 60-70's; 7¼c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

NUTS.

According to all advices the new crop of Grenoble walnuts will be very small, hailstones having caused a great deal of damage. It is said that the price later on will not go below 15c. in bales. On the local market this week there is no change in prices, and the market continues firm. We quote: Walnuts, 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17½ to 18½c.; shelled almonds, 28 to 30c.; filberts, 9½c.; Pecans, 17 to 17½c.; Brazil nuts, 13½ to 14½c. per lb.

GREEN FRUITS.

Messina lemons have regained their former price and are again up to \$4 this week. Pears are 25c. lower. Plums are reported to be practically out of the market. Blue and white grapes are from 7 to 10c. per basket lower. Red grapes are now on the market in baskets and are quoted at 25c. Quotations follow: Jamaica oranges, in barrels, \$5 to \$5.50, boxes, \$3; Messina lemons, \$1.00 per box; cocoanuts, \$3.25 per bag of 100; bananas, No. 1, \$1 to \$1.50 and 8-hands, 75c.; cucumbers, 11c. per dozen; Canadian cabbage, 25 to 40c. per dozen; potatoes, \$1.15 to \$1.30 per barrel; muskmelons, \$3.50 per crate; peaches, \$1.25 per box; plums, \$1.25 to \$1.75 per box; pears, \$3.25 per box and limes, \$1.50 per box; Canadian peaches, 35 to 65c. per basket; plums, 60 to 75c. per basket; Canadian apples, in bbls., \$1.50 to \$2.75; in baskets, 20 to 30c.; egg plant, 50c. per basket; Canadian pears, 40c. per basket; Spanish onions, 50c. per crate and \$2.10 per case; sweet potatoes, \$3.00 per barrel; Canadian blue and white grapes, 18 to 20c. per basket; Delawares, 40c. per basket; Malaga grapes, \$5.50 per keg; red grapes, 25c. per basket.

FISH.

The demand for fish continues fairly active and is reported fully up to the standard of former years. No quotable changes have been made during the week and prices are unchanged. We quote: Haddies, 6½ to 7c.; smoked herring, 9c. per box; fresh haddock and cod, 4½c. per lb.; whitefish, 7½c.; dore, 7 to 7½c. per lb.; pike, 6c.; halibut, 12c.; sal-

mon, 15c.; trout, large and medium, 8c. to 9c.; No. 1 herring, Nova Scotian, \$5.25 per bbl. and \$3 per half bbl.; No. 1 Holland herring, \$6.50 per half bbl.; No. 1 Scotch herring, \$6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. 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, \$5.00 per 100-lb. bundle; No. 1 Labrador salmon, \$18.00 in tierces, and in barrels, \$12.50; No. 1 British Columbian salmon, \$6.50 per ½ bbl. and \$12 per bbl.; standard bulk oysters, \$1.30 per gallon; Marshall's kippered herring, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$4.00 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per dozen; Malpeque shell oysters, \$4 to \$5 per barrel.

COUNTRY PRODUCE.

EGGS.—The price of eggs has advanced ½c. There is a fairly good demand locally for small lots. We quote: Selected, 19 to 19½c.; candled stock, 17 to 17½c.; straight receipts, 16 to 16½c.; No. 2, 14 to 14½c. in round lots.

BEANS.—Prices have taken a sharp advance on account of reports of the failure of the crop in many places in the west, and \$1.25 to \$1.50 per bushel is being bid for primes.

HONEY.—No change is reported in the price of honey, and the market rules steady at 11 to 11½c. for white clover comb and 8 to 8½c. for white strained.

ASHES.—Trade is dull. We quote: First pots, \$4.35 to \$4.40; seconds, \$3.60 and pearls, \$6.25 per 100 lb.

POTATOES.—These have declined considerably in price, the demand at present not being up to that of a week ago. A fair trade is doing at 65c. per bag in carlots and 75 to 80c. in small lots.

MAPLE PRODUCTS.—The market shows no change whatever and is still very quiet. We quote as follows: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 7 to 8c. per lb.

BUTTER AND CHEESE.


BUTTER.—This market has weakened somewhat during the past few days, and at present is decidedly easier than last week. Prices average about ½c. lower all round, and some dealers expect still further declines. The local demand is fair. We quote: Saltless creamery, 21c.; finest Townships do, 20½ to 20¾c.; finest Quebec do, 19½ to 20c.; finest Ontario do, 18½ to 19c.; dairy, 15 to 16c. per lb.

CHEESE.—Another advance is reported and the feeling, locally, continues firm. A better inquiry resulting, too, in more business is reported for export account, and there is a good demand on the local market. The price is now about 2c. higher than at this time last year, and competent authorities refuse to believe that there has been anything to warrant the present high prices. We now quote: Finest Townships, white and colored, 10½c.; finest Quebec, 10¾c. and finest Ontario, 11 to 11½c. per lb.

FLOUR AND GRAIN.

FLOUR.—A fair volume of business has been done in flour during the past week at steady prices. We quote: Manitoba spring wheat patents, \$4; strong

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TORONTO

TURBAYNE

bakers', \$3.30; straight rollers, \$3.65 to \$3.70; winter wheat patents, \$3.75 to \$4.

GRAIN.—The demand for export has been considerably better this week and a much better business has resulted, especially in oats. Locally, trade is no more than fair. Quotations follow: No. 1 Manitoba hard wheat, 71½c.; rye, 55½c.; peas, 77c.; corn, 71c.; buckwheat, 54½c.; barley, 46 to 47½c. and oats, 33½c.

FEED.—Manitoba bran and shorts are 50c. lower per ton this week. There is a fairly good business doing in all lines of feed. We quote: Manitoba bran, \$15.50 to \$16; Ontario bran, \$14.50 to \$15; Manitoba shorts, \$21.50 to \$22 and Ontario shorts, \$22; mouillie, \$23 to \$30, as to quality.

OATMEAL.—A decline of 40c. per bbl. took place in rolled oats during the week. This brings the price per bbl. to \$4.50 and per bag, \$2.25.

BALED HAY.—No change in price is reported this week. There is a moderate demand. We quote: No. 1, \$8.50; No. 2, \$7.50 to \$8; clover, \$7 to \$7.50 per ton in carlots.

MONTREAL NOTES.

Sugar is 5c. higher.

Eggs have advanced ¼c.

Butter has declined ¼c. on all grades of creamery.

Canadian blue and white grapes have declined 7 to 10c. per basket.

NEW BRUNSWICK MARKETS.

St. John, N.B., October 7, 1902.

BUSINESS is active. The general tone is good. Last week was the time for paying taxes in order to save the 5 per cent. discount on all paid by October 1. It was found 219 persons more had paid than up to the same date last year. The amount received was over \$7,000 in advance, showing our people have had a good year. In markets, the advance in beans is the matter of chief interest. Our dealers were caught short. It is difficult to tell what the price is, as shippers, generally, will not quote. Sugar is also quoted higher, and is held very firm. Hops, though having a small sale here, are rather higher. Rice is also quoted higher. English rice continues to largely supply the trade.

OILS.—In burning oils there is a large movement and large orders are being booked for later shipment. Prices are unchanged. Lubricating oils have a good sale for the time of year. The season's business has been particularly good. Paint oils hold the changes reported last week. Local sales are not large. There are fair receipts of cod oil. Though fair prices are obtained, they are lower than ruled before new goods were received.

SALT.—In Liverpool coarse salt some 9,000 bags were received during the week. The continued receipts have affected the demand. A fair stock is now held. Prices

are firmly held because of higher freights which are being asked. Quite a fair quantity of Liverpool factory-filled has been received during the summer, but in fine salt the bulk of that now used is Canadian. Our quotations are as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.75 to \$2.85 per bbl.; 10-lb. bags, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of two dozen; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—The first gallon apples of the season were received this week from Nova Scotia. Local prices are now quoted much lower. Spot tomatoes are scarce and dealers are of opinion that stock to arrive will be below the needs of our market, so firm prices will rule. Corn is unchanged. Peas are firm. In salmon, rather higher prices rule. Stocks are not large and there has been a good sale. Blueberries are very firm and the output is light. In other lines of fruit the market is well supplied. Very few plums, or cherries are used. Meats are unchanged. Domestic fish have a good demand at even figures.

GREEN FRUITS.—Dealers are kept very busy. Ontario grapes are the particular line at present. There is a good sale at quite full figures. Some Ontario peaches are still offered. In pears, the season is getting late, but some nice fruit is still seen. Apples are coming to the front. Prices are low because the fruit received is soft. Full prices will rule with winter stock. The Nova-Scotian crop is light. Even Gravensteins, our best fall apples, are scarce. In plums, Nova-Scotian stock is still received and full prices are asked. Jamaica oranges have the market and the prices are unchanged. Other West-Indian oranges show lower range. Lemons are quite high and have a fair sale. Bananas have rather less attention. Cranberries are freely received. The local small berries are quite scarce.

DRIED FRUITS.—The quoting of Californian seeded raisins led to active buying of Californian fruit. The quantity of loose muscatels bought was smaller than usual on account of the prices being quoted so late dealers had bought the Malaga fruit. New Valencias are daily expected. Prices will be high. The Denia market has been very unsettled for some weeks. It is difficult to obtain quotations. Quite a few have been sold through New York. Currants will be quite low this season. Dates, while bought quite low, are higher. Peels are shortly expected. Figs are much higher than when the trade bought. Prunes will be low. Evaporated apples are

quite freely received and prices are rather easier. Onions have considerable attention. Spanish have been quite low. The quantity of these brought here is quite small. Canadian yellow onions are freely received. The prices are unchanged.

DAIRY SUPPLIES.—Butter holds quite firm in price. Of poor quality, stock is light, so that bakers find it hard to get much cheap stock. Eggs are quite firm. Receipts are not large and the demand is only fairly active. Henery stock brings quite high price. Cheese is scarce and rather higher. For local trade twins are wanted.

SUGAR.—The market is again firmer. Prices here were slightly advanced this week, and refineries will not book orders ahead. The sales are large.

MOLASSES.—There is a good, steady trade. Quite a full stock is held, but it is in few hands, and is chiefly Porto Rico. Some Barbados is still here. Some of this was of particularly good quality, but it did not run even.

FISH.—This is quite an active line, but the stock is light. While there have been quite free receipts of pickled herring during the week, the market is still short. There is quite a western demand. Prices will continue firm. New smoked herring are being received. The supply, so far, has been light, and full prices are asked. Dry fish, particularly cod, are very firm. Receipts are light. Fresh fish are scarce. Finnan haddies are being more largely shipped and full prices rule. We quote: Haddies, 4½ to 5c.; smoked herring, 5½ to 7c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, \$1.65 to \$1.70 per 100 lb.; pickled herring, \$2 to \$2.25 per half barrel; dry cod, \$3.50 to \$3.65; halibut, 11 to 12c.; pickled shad, half barrel, \$6.

FLOUR, FEED AND MEAL.—In flour, there is no change and a good, steady business is being done. Feed is quite freely offered at reasonable figures. In oats and oatmeal, rather easier prices rule. Much of the oatmeal is poor. Dealers are largely to blame, as they will not pay full prices. Brans are much higher and the outlook is very firm. It is hard to get shippers to quote. Cornmeal is unchanged. Peas are scarce. Barley has a rather light sale. We quote: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$4.15 to \$4.20; medium, \$3.95 to \$4.10; oatmeal, easy at \$4.40 to \$4.50; cornmeal, \$3.20 to \$3.25; middlings, in small lots, \$26 to \$28; oats, new, 40 to 44c.; handpicked beans, \$1.85 to \$1.90; prime, \$1.75 to \$1.80; yellow eye beans, \$2.80 to \$3; split peas, \$5.15 to \$5.25; barley, \$4.40 to \$4.50; hay, new, \$9 to \$10.

ST. JOHN NOTES.

John Sealy has received several large shipments of new smoked herring.

James Patterson is in receipt of some fine Grand Manan pickled herring in half barrels.

The low price of jams has created a very large demand. Upton's goods are being received almost daily.

The Maritime Spice and Coffee Company have added "Acorn" Shredded cocoanut in quarters and halves to their special lines.

The first gallon apples of the season were received this week. They were shipped by J. G. Rood & Co., Waterville, Nova Scotia.

David Livingstone



Seal Brand
In 1 and 2-lb. Cans
only.
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took his young wife with him on his first expedition into the "Dark Continent." Once they were reduced to the verge of starvation. Describing their worst privations, he writes: "We endured for a long while a wretched infusion of Native Corn (Wheat) for Coffee!" This illustrates what those of actual experience have learned, that there is little real nourishment in so-called "Cereal" or "Food Coffees." True vitality is found in **Chase & Sanborn's Coffees.**

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MANITOBA MARKETS.

Winnipeg, October 6, 1902.

BUSINESS has been considerably accelerated by the continued fine weather and increased movement of grain. Up to date a little over 6,000,000 bushels have been marketed, and already from all over the country comes the cry of a blockade, owing to the shortage of cars. Jobbers also find difficulty in getting their goods for the same reason.

CANNED VEGETABLES.—The situation in tomatoes shows no signs of improvement, and the reports from Ontario as to shortage of crop are now fully confirmed. In fact, buyers who have recently visited the east seem to doubt there being even 25 per cent. of the average crop. The price has not yet been further advanced here, but the market is very firm. In regard to corn, the Western Ontario crop is reported fair, but the eastern is very light. Altogether the canned vegetable outlook is not encouraging. In canned fruits there is a good supply and normal business in nearly all lines.

EVAPORATED AND DRIED FRUITS.—Reports as to advanced prices on Californian apricots and peaches will have little or no effect on this market for a considerable time at least, as all the houses here bought heavily at the lower prices, and the bulk of the winter stocks are already to hand. Apricots range from 8½ to 10c., according to brand and

pack, and peaches, 8½ to 9c. Prunes are now quoted at the figures for the new crop: 40-50, 7½ to 7¾c.; 50-60, 7 to 7¼c.; 60-70, 6½ to 6¾c.; 70-80, 6 to 6¼c.; 80-90, 5½ to 5¾c.; 90-100, 5 to 5½c.; 100-120, 4c. Quotations on 30-40 are not yet to hand. Californian muscatel raisins are due to arrive in three weeks and the opening quotations are expected to be: 4-crown, 8c.; 3-crown, 7½c.; 2-crown, 7c.; London layers, \$1.90 to \$2; fancy seeded, in 1-lb. cartons, 10c.; choice, 9½ to 9¾c.; 12-oz. packages, about 8c. New Valencia raisins are in, and fine off-stalk are quoted at \$2.55 to \$2.60. There is nothing new to say about currants; the sale is steady and prices remain unchanged. ...

TEAS.—New Japan teas are on the market and show excellent quality.

EVAPORATED APPLES.—New evaporated apples are in, and the quality is very good. Present quotations are 8 to 8½c., but many go lower, as the pack promises to be large, as much of the crop which is unfit for export is perfectly good for purposes of evaporation.

SUGARS.—There is a good, steady market at unchanged prices. We quote as follows: Extra standard granulated, \$1.35 and bright yellows, \$3.75.

GREEN FRUITS.—The preserving season is practically over for everything excepting grapes and pears. Ontario grapes are not coming in very freely up to the present time, and the price remains at 35 to 40c. a basket, according to the variety. Apples are arriving in fair condition and selling freely at \$1.50 per

box and \$3.50 per barrel; boxed pears, \$2.50, basket, ditto, 75c. Montana crab-apples, \$2 per box; oranges, \$5.50 to \$6 per case; Californian lemons, \$5.50; bananas, \$3; plums, \$1.50; peaches, \$1.25 per case; cranberries, \$9 per barrel.

FISH.—The market for both fresh and cured fish is good. The demand for fish foods is decidedly on the increase. Fresh fish, whitefish, 5c.; pickerel, 4c.; pike, 3c.; trout, 10c.; salmon, 12½c.; halibut, 11c.; fresh cod, 7c.; fresh haddock, 7c.; mackerel, 13c.; herrings, 15c. per dozen; salt and cured fish, Labrador herring, \$1.25; mackerel, \$1.80 per kit; Holland herring, in kits, \$1; Dighy chicks, 13½ to 14c.; boneless cod, 5½c.; oysters, selects, \$2.50 per gallon.

BUTTER.—The receipts of the week have been only fair and the demand is good. Prices are 19 to 20c. factories. There is no increase in the supply of dairy butter for the week, and as the demand is active prices are very firm for all the best grades. Prices run from 13½ to 15c. for choice fresh made in round lots Winnipeg.

CHEESE.—One car of Ontario has reached this market and a number are under order, the local make not being sufficient to meet the demands of the market. Local offerings have been small during the week and prices are firm at 11½c. Winnipeg.

EGGS.—Receipts for the week have been small and the price has again advanced, 16½ to 17c. Winnipeg being now quoted for fresh gathered, subject to candling.

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Blue Ribbon Ceylon
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NOVA SCOTIA MARKETS.

Halifax, October 6, 1902.

AUTUMN trade in the grocery business is now well under way, and there is every prospect of a heavy season's business being done. The farmers throughout the country are commencing to market their produce, money seems to be plentiful, and everything tends to give a healthy tone to business. With the purchasing medium plentiful, the people are inclined to purchase more largely, and the majority of jobbers and general dealers are stocking up accordingly. The city wholesalers are all pretty busy at present and they have well-founded hopes of a regular increase for the next month or two. Payments are being well met, and the losses from failures have been considerably less than in former years.

* * *

Sugar is again fluctuating. Last week the local refineries advanced prices five cents per hundred, corresponding to a like advance in Montreal. Following this comes the report that in New York sugar is down five points. The trade in molasses is limited at this period, and prices are sustained to full quotations.

* * *

Flour prices are firm, the millers being inclined to an advance, especially in the higher grades. Stocks here have been allowed to run low, as well as in other quarters, and the millers seem to take advantage of the rush of orders coming in. However, as wheat is firmer lately, the price of all flours and possibly feeds, may be subject to an advance.

* * *

Butter is coming in strong at this season, when the cattle have advantage of better fall feed. There is a good demand, however, and prices are becoming firmer, all grades having advanced 1c. within the last ten days. Cheese is also firmer. On reports of advancing prices in England, the factories here are holding out for full prices on September make, very little of which has changed hands as yet. Eggs are still quoted at 17c. for Nova-Scotian and 16c. for Prince Edward Island.

* * *

Prince Edward Island produce has commenced to come in, but not in sufficient quantities to affect the market to a decline. As was the case last season, the greater part of the butter, eggs, cheese (except what is exported), and potatoes goes now to Sydney, where a ready market is found. Potatoes of good quality are now plentiful and are quoted at 40 to 45c. The crop seems to have been large and the season favorable to a growth of good quality. Hay and oats are only being marketed in small lots to meet present demands, as the price has not been definitely fixed.

* * *

There have been considerable apples on the market during the last week or two. The crop has only been light and apples are selling very high. Gravensteins, of no particular grade—those that certainly would be unfit for No. 1's in any market are selling at \$3 to \$4, and other varieties in proportion.

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Five-crate lots, 80 cents } per crate
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A TOURIST FROM TRINIDAD.

MR. J. E. deGANNES, a cocoa planter of Trinidad, was a passenger to Halifax on the last trip north of the ss. Oruro, Capt. Seeley, of the Pickford and Black Line. Mr. deGannes had never before been in Canada, but expected to make a tour of the country as far west as Niagara before returning home. He thinks that with the very excellent steamship service between Canada and the West Indies a great many more Trinidad people will be induced to come north during the summer months in future. He says he was quite surprised to find such a good service and he thinks that Pickford and Black should make a special effort to develop the passenger trade north in summer as they have been doing for the southern trade in winter. On the way up the ship called at St. Vincent, Barbados, St. Lucia, Montserrat, Dominica, St. Kitts, Antigua and Bermuda at all of which Mr. deGannes went on shore and found much enjoyment noting the physical and social conditions of the different places. The ship's passenger list was not large, but they succeeded in having a very jolly time and all seemed delighted with Capt. Seeley as a navigator and commander.

Discussing the industrial condition of Trinidad, Mr. deGannes said that the outlook for sugar is very discouraging and that the loss of the industry will be felt severely by a large number of poor people who find employment on the different estates. He thinks, however, that the struggle will be only temporary as the opportunity for cocoa planting is especially attractive. Small holdings of land can be planted with cocoa, which, for the last ten years has paid a very fair margin of profit, and if the poor people once succeeded in starting on their own account, their future will probably be more secure than under old conditions.

Cocoa planting in Trinidad would seem to be a very profitable industry. Mr. deGannes says that the average planter grows about 200 bags per season, and some estates produce as high as 1,500 bags. The usual net profit for the past few years is about \$10 per bag of 170 lb., and the planters are increasing the production from 10 to 15 per cent. yearly. Mr. deGannes thought that Canadian people should drink more cocoa. In a cold climate, such as ours, he thinks cocoa would be extremely suitable as a beverage of daily use, and he was rather surprised to find that it is regarded as a luxury by nearly all Canadian people. Mr. deGannes went west by the I.C.R. to Montreal. He travelled on the Maritime express. Maritime Merchant.

Mr. Wm. B. Fay, of The Acadia Sugar Refinery Co., Halifax, was married last week to Miss Selina Pickering.

CHRISTMAS TRADE

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COWAN'S KING EDWARD, Dark Vanilla Flavored
QUEEN ALEXANDRA, Light " "

These are the Choicest Quality.

Dark Coatings without Vanilla—EBONY, BLACK PEARL, BEAVER, etc.

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APPLES IF YOU WANT TO EXPORT OR PURCHASE WRITE FOR PRICES TO
EBEN JAMES, Board of Trade, Toronto.

Agent for apple and produce, cold storage and forwarding company, 40,000 bbls capacity storage.

Try the "Imperial" Brand

— OF —

Peaches, Pears, Apples,
Corn, Tomatoes, etc.

They are packed from the choicest fruits and vegetables.

Packed by

The IMPERIAL CANNING CO.
KINGSVILLE, ONT.

BRITISH BUSINESS CHANCES.

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

FREE INSERTION

in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
Temple House, Tallis St., Temple Avenue,
London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

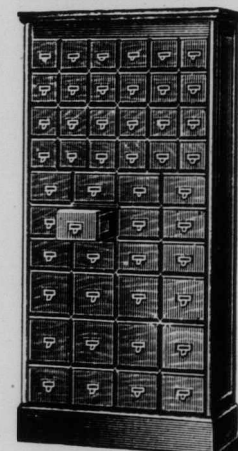
Eureka Refrigerator Co.,

Wilbert Hooley, Manager.

54 Noble St., TORONTO.

Phone Park 513.

This cut represents No. 13.



Bennett's Grocery Cabinet.

SATISFIED CUSTOMERS

our best recommendation.

"Lindsay, April 14.—I am well pleased with cabinet.

"A. FISHER."

"Port Arthur, June 23.—Cabinet received O.K. It is just what I wanted.

"H. CHAUSSE."

"Fowler's Corners, June 27.—Cabinet is greatly admired and it certainly is a necessity in any well ordered grocery.

"WM. DINSDALE."

Full particulars from J. S. BENNETT, Patentee and Mfr., 15 Marion St., Toronto.

WESTERN ASSURANCE COMPANY

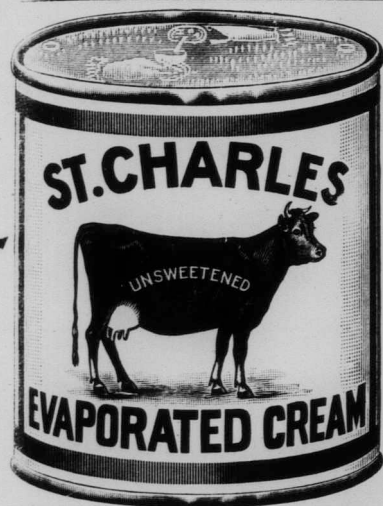
Incorporated 1851

Fire and Marine

Capital - \$2,000,000.00
Assets, over - 2,900,000.00
Annual Income 3,000,000.00

Head Office: TORONTO, ONT.

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



IT PAYS TO PUSH THE SALE OF ...

Has stood the test of every climate.

St. Charles Evaporated Cream

ABSOLUTELY THE BEST OF ALL.

Endorsed by the Medical Profession, and used in large quantities by the Governments of Great Britain and the United States for Army and Navy purposes, and in many Hospitals. The very remarkable increase in the consumption of **St. Charles Cream** the world over proves the value of this brand to the retail grocers.

NO STOCK IS COMPLETE WITHOUT IT.

A Coupon worth saving is packed in each case. Write us for prices and advertising matter.

St. Charles Condensing Co. - Ingersoll, Ont.

Address: ST. CHARLES CONDENSING CO., St. Charles, Ill., U.S.A.

LISTEN!

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.

"Best in the World."

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.

Export Agents:

Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Confectionery

Now is the time to place your orders for the Christmas trade. We make everything in the candy line, from the Finest Bon-Bons and Chocolates to the

old-fashioned Sugar Sticks and Bull's Eyes. A big line of one-pound and half-pound fancy boxes, to retail from 10c. up.

The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST. CARS PASS OUR WORKS.

KING and BATHURST STS., TORONTO.

THE KEEPING OF A GENERAL STORE.

I WILL now proceed to discuss the question of stocking. By this I do not mean what classes of goods a storekeeper should handle, for that will depend largely upon the demands made by his customers. For example, it is necessary in some instances for the general storekeeper to act as chemist also, where no professional man is established in the township. I wish principally to touch upon the methods which should be adopted in taking delivery of goods and putting them into stock. It is most important that some system of noting goods required, and checking goods received, should be followed. I am forcibly reminded of this by the experience of a friend of mine who entered into possession of a business which he was under the impression was in thoroughly good working order. In going through the stock preparatory to offering it for sale, he was quickly undeceived, for he found that, owing to the fact that the previous proprietor had not adopted any system of checking goods, he had accumulated in his clothing department a large stock of boys' suits of one size only, and there was scarcely a single suit of any other size. It was highly improbable that this individual had purchased all those suits at once, and it illustrated to my mind the absolute necessity of a close watch being kept upon every line of goods handled.

As regards stocking, the first thing to be observed is the marking off of the goods. I have known of instances where no marking off was done at all, the proprietor and his assistants carrying the prices paid for goods in their heads. These are, of course, somewhat extreme cases, but even in business where things are not quite as bad as this, still the system of marking is often by no means satisfactory. I have actually seen goods unconsciously offered at 25 per cent. below their cost price, and just at time of writing I saw another article in another trader's shop marked at 1s. 6d., which actually cost 1s. 1½d. at place of purchase, nearly 100 miles distant. I think I am safe in saying that the 1½d. difference in invoice price and selling price was more than swallowed up in cost of carriage and handling.

Immediately upon taking delivery of a consignment of goods it should be decided what margin is to be observed between the invoice price and selling price. There are four things to be taken into consideration in deciding upon this margin. The invoice price certainly is not the cost price. The charges which occur between the invoice and selling prices are:

- (1) Cost of carriage;
- (2) Cost of handling;
- (3) Payment for one's own services, and
- (4) Interest on capital laid out.

I recognize that the margin will vary according to circumstances. Local conditions have an important bearing upon it. In many cases it really resolves itself into a question not what is a fair profit to make on a certain article, but what it is possible to make. Too often one's competitor decides his profits for him.

Personally, I am strongly of opinion that every article should show profit, be it ever so small. I would emphasize my previous point that cost of carriage must be added to every line. This is my method in detail. When I commenced business 20 years ago, I noted the weights of articles that generally arrived in separate packages, such as jams, currants, pickles, preserved milk, etc. Then I divided the amount of my railway charges on these particular packages by the number of tins or bottles comprising the package, and was thus enabled to estimate what percentage should be added to the invoice price. This system I have continued ever since. Bulk stuff, such as flour, sugar, etc., is bought by the ton, and is charged at special rates, and therefore presents no difficulty in estimating the cost of carriage. But there are hundreds of articles sold in a general store which cannot be individually inquired into to find the actual cost of carriage. Now, it is with these that I adopt the general average principle. I find out the cost of carriage on all my goods, including currants, pickles, etc., but excluding stuff bought by the ton, such as iron, flour, wire, sugar, etc., for, say, six months. Supposing it amounts to £120, while my purchases total £2,400 for the same period, I then ascertain that this actually amounts to 5 per cent. charge all round. I therefore add 5 per cent. to the invoice price, for carriage, on all those goods upon which I cannot exactly gauge the charge.

I admit that in this somewhat crude manner some goods are made to bear more than a fair proportion of the cost of carriage, but on an average the system works out very well. Later on I hope to show how the percentage of working expenses can be estimated. For the present, let it suffice for me to point out that this is really a charge upon the business, which the business as a whole should bear. I have met traders who consider the invoice price as the cost price, and when they indulge in cutting to any extent they are actually cutting right into the bone, namely, the invoice price. Thus they are losing money in addition to working for nothing.

Having now ascertained the laid-down cost and made due allowance for working expenses, the question of profit arises. Just here it is impossible to say anything definite, for each trader must decide this question for himself. I can only impress upon your readers the necessity of making a fair average margin on the aggregate of the goods handled, for at the present time many articles, such as sugar, tobacco, etc., leave comparatively no margin, but on a great number of other lines, with due care, a fair profit can be made. The trader must bear in mind two points in which he is particularly interested, first, in securing a fair return for his own services, and, second, in getting interest upon his capital. He also has to remember that, amongst other incidental charges, are those of the inevitable bad debts, and such discounts as he might allow upon either cash or monthly accounts.

Now, for a word or two on "marking." The trader will, of course, have a private mark of some sort for his cost price. The system generally adopted is

to take some word containing ten letters, such, for instance, as Cumberland, each letter standing for a figure—

CUMBERLAND
1 2 3 4 5 6 7 8 9 0

I would suggest that the selling price be marked in plain figures, but some traders also adopt a private mark for this. This appears to be to be inadvisable, as you always want to impress your honesty of purpose upon the minds of your customers, and where the selling price is marked in plain figures people are more likely to have confidence in you. I might say, incidentally, that I have no sympathy with the trader who has two prices for the same article.

UNPACKING AND SORTING.

A word or two might not be out of place in regard to the unpacking and sorting of goods. Where possible, I would suggest that a small portion of the store be set apart for this purpose. I have a short counter in a back store which I find handy for both unpacking and repacking goods for delivery. All goods should be carefully checked with the invoices, and any shortage or discrepancy of any kind, whether it be in getting the wrong size or wrong brand of goods, should be immediately reported to the merchant or manufacturer. Not only should the goods be checked by the invoices, but the invoices in turn checked by the orderbook or cards (if the latter system be adopted). The marker will then proceed to mark cost and selling price, and if this be done systematically it will be found that the business of stock-taking at the end of the year will be greatly facilitated. Another advantage of having goods properly marked is that, if you desire to hold a sale, you will have little trouble in ascertaining what is the lowest possible price you can afford to sell the goods at.

As for those goods which the ordinary grocer handles, and which are probably of especial interest to your readers, I would emphatically state that a price-book should always be kept, otherwise there are bound to be vexatious differences in the selling price of the same article bought probably from different houses or at different times. The price-book must be kept up to date, and if you receive a consignment of goods upon which you think you can make a concession in prices, alter your price-book immediately. It would be a good idea to use different colored ink for alterations, as then the salesman, having the reduction brought prominently to mind, can easily draw the attention of the customer to the fact that this alteration has been made. Of course, in grocery lines, the cost prices cannot be marked on the goods, as they are in the drapery or hardware departments, but your order-cards or order-books will contain all these particulars. In conclusion, I would recommend that all invoices be checked, both in the extensions and additions. If this be done it will surprise the ordinary storekeeper to find out how many mistakes occur during the course of a year. Each item should be ticked off by the person who checks the goods, and the invoice should be initialled by the person who passes it as correct.—Country Storekeeper in The Australian Grocer.

PICKLES

PICKLES PICKLES

**We have just received into store from
THE WILLIAMS BROS. COMPANY, LIMITED, DETROIT,
1,025 cases Pickles, Jams, Mustard, Catsup, Horse Radish,
and Baked Beans (Tomato Sauce), 1s, 2s, 3s.**

With 5 cases assorted we give a large sample bottle FREE.

**From C. & E. MORTON,
London, Eng.**

- 175 doz. ord. pints Mixed Pickles.
- 175 " " Chow Chow.
- 25 " " White Onions.
- 25 " " Gherkins.
- 15 " " Walnuts.
- 105 " Patent lever-top Mixed.
- 120 " " " Chow Chow.
- 15 " " " Gherkins.
- 25 " Fancy bottles Onions.

**From JOHN STEPHEN & CO.,
Gloucester, Eng.**

- 125 doz. Mixed Pickles, pints.
- 25 " Chow Chow, "
- 250 " Gloucester Mixed Pickles, pints.
- 90 " Gloucester Chow Chow, "
- 15 " Gloucester Gherkins, "

We have just received a very large stock from
CROSSE & BLACKWELL.

TO ARRIVE SHORTLY from MESSRS. ROWAT & CO., GLASGOW.

- | | |
|--|--|
| 100 c's, 16 oz pts., 4 doz. each, Mixed Pickles. | 15 c's, 10 oz. pts., 6 doz. each, Chow Chow. |
| 35 " 16 " 4 " Chow Chow. | 10 " 10 " " " Onions. |
| 15 " 16 " 4 " Onions. | 125 " 40 oz. 2 doz. each, Mixed Pickles. |
| 75 " 10 " 6 " Mixed Pickles. | 15 " 40 " 2 " Chow Chow. |
| 10 c's, 40 oz. 2 doz. each, Gherkins. | |

**WE HAVE ONE OF THE LARGEST STOCKS TO BE FOUND IN ANY
WHOLESALE HOUSE IN THE DOMINION.**

Our prices are right.

Send us your orders.

L. CHAPUT, FILS & CIE,

Wholesale Grocers,

Importers of TEAS and LIQUORS,

MONTREAL.

Expected in a few days

100 Boxes Evaporated Peaches
 100 " " Apricots
 50 " " Pears

All Griffin & Skelley's Goods.

We offer a bargain in fine Canned Pears and Peaches

In a day or two we will receive

500 Cases 3-lb. Bartlett Pears
 500 " 3-lb. Yellow Peaches.

which we can sell at such low price as to be retailed at 10c. a can, leaving a good-sized profit.

SS. Escalona is also expected every day and is bringing us a part of our Winter stocks of Raisins and Currants.

We can now offer for delivery ex-wharf:

1,000 Boxes Sultana Raisins, 3, 4, 5-Crowns
 7,500 " 28-lb. each, Valencia Raisins
 F.O.S. Selected, 4-Crown Layers.

"Merle," "Pallares" and "Arguimbau" Brands.

ALSO 1,800 Packages Currants

FINE FILIATRAS, VOSTIZZAS, fancy cleaned in different styles of packages.

We can deliver from stock:

3,000 7-lb. Boxes English Candied Peels
 LEMON, ORANGE, CITRON.

Write, Wire or Telephone for prices. No trouble to quote.

Laporte, Martin & Cie, Montreal

This
the citie
solicited
ordered
report &
Good
All
who call

BUT

Dairy, C

" "

Creame

" "

Cheese,

Eggs, n

CAI

Apples

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Aspara

Beets

Blackb

Bluebe

Beans,

Corn, 1

Cherrie

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Peas, 2

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Pears,

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Pineap

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Peach

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Plums

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Pump

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Raspb

Straw

Succot

Tomat

Lobst

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Mack

Salmc

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Who are Using Trade Due Bills?

A Few Names of Progressive Merchants who Have Adopted the Cranston System

Aluminum and Brass Trade Due Bills are not a fad. They have passed the experimental stage and are now in use in thousands of the best departmental and general stores in the United States and Canada. On this side of the line they have steadily gained in popularity, and for one user ten years ago, there are now fifty. In adopting the system you are not making an experiment, but you are accepting and putting into practice one of the best business ideas of this progressive age. To those who had the courage some ten years ago to enter on an unknown, untried system, apparently expensive, the merchants of to-day owe a debt of gratitude. These forerunners have proven beyond the slightest possibility of a doubt that Trade Due Bills in Aluminum or Brass make the only satisfactory way of handling a produce trade; that they save time, trouble, labor, inconvenience and money; that they are a splendid advertising medium and that they are easily worth double their cost to the enterprising and up-to-date merchant who adopts them. Some users claim they are worth \$200 a year to them.

Here are the names of some of those who have adopted the Due Bills:

Buck & Schmidt, New Dundee.
M. Y. Shantz, Berlin.
W. Lincoln Scott, Stratford.

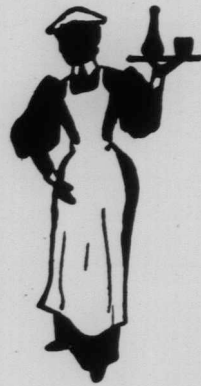
Scotfield & Co., Pt. Dover.
James & Deming, Brantford.
The Mason Co., Bowmanville.

Jas. Maylor & Son, Forest.
Playfair, Preston & Co., Midland.
Beck M'g. Co., Penetanguishene.

Stonehouse Bros., Wallaceburg.
Kane & Kane, Orillia.
J. Dickie, Oshawa.

Don't believe us, we are prejudiced. We have heard nothing but good words for them. Pick out two or three of the above and write to them and we will pay your postage. If you do not get satisfactory replies, do not order. SEND FOR SAMPLES.

THE CRANSTON NOVELTY CO., = = = GALT, ONT.



"Dandy" Oyster

is our newest and most seasonable biscuit. You'll want it for your oyster customers during the winter. It's a light, crisp, tasty biscuit, highly commended by particular people who have used and are still using them. A necessary adjunct to oyster stews, soups, scollops, etc. Better order some now. You won't have to "push" them. They will be in good demand all through the "R" months.

Christie, Brown & Co., Limited, TORONTO and MONTREAL

	Montreal.		Toronto.		St. John, Halifax.		Montreal.		Toronto.		St. John, Halifax.	
COFFEE												
Green—												
Mocha	24		23	28	25	30	14½	15½	17	17½		
Old Government Java	27		22	30	25	30	16	17	16½	17	16½	17
Rio	10		7	12	12	18	18	18	17½	18	17½	18
Santos			9½	10½			19	19	17½	18	17½	18
Plantation Ceylon	29		26	30	29	31						
Porto Rico			22	25	24	28						
Gautemala			22	25	24	26						
Jamaica	18		15	20	18	22						
Maracalbo	18		18	18	12	18						
NUTS												
Brazil	13½	14½	15	16		15						
Valencia shelled almonds	28	30	30	35	30	35						
Tarragona almonds	11		11½	12	12	18						
Formegetta almonds				10½								
Jordan shelled almonds	42	40	43									
Peanuts (roasted)	8½	13	9	10½	9	10						
(green)	6½	7½	8	10								
Cocoanuts, per sack		8 25		8 75	8 50	4 00						
per doz				60	60	70						
Grenoble walnuts	10	11		12½	11	12						
Marbot walnuts		10		11½								
Bordeaux walnuts		9		8								
Sicily filberts		9½		11½								
Naples filberts				10	10	11						
Pecans	17	17½	13	15	13	14						
Shelled Walnuts		18	21	23		25						
SODA												
Bi-carb, standard, 112-lb. keg	1 65	1 80	2 00	2 25	1 70	1 75						
Sal soda, per bbl.	70	75	80	90	85	90						
Sal Soda, per keg	95	1 00		1 00	95	1 00						
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	18						
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	18	16	16	18						
WOODENWARE												
Palls												
o. 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		8 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												
Canadian water white	14½	15½	17	17½								
Sarnia water white	16	17	16½	17								
Sarnia prime white	18	18	15	15½								
American water white	19	19	17½	18								
Pratt's Astral (barrels extra)	18½	19	17	17½								
Black— TEAS												
Congou—Half-chests Kalsow, Moning, Paking	18	60	12	60	11	40						
Caddies Paking, Kalsow	17	40	18	50	15	4						
Indian—Darjeellings	35	55	35	55	30	50						
Assam Pekoes	20	40	20	40	18	40						
Pekoe Souchong	18	25	18	25	17	24						
Ceylon—Broken Pekoes	35	42	35	42	34	40						
Pekoes	20	30	20	30	20	30						
Pekoe Souchong	17½	40	17	35	17	35						
China Greens—												
Gunpowder—Cases, extra first	42	50	42	50								
Half-chests, ordinary firsts	22	28	22	28								
Young Hyson—Cases, sifted												
extra firsts	42	50	42	50								
Cases, small leaf, firsts	35	40	35	40								
Half-chests, ordinary firsts	22	38	28	38								
Half-chests, seconds	17	19		23								
" thirds	15	17		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	36	33	37								
Finest	28	30	30	32								
Fine	25	27	27	30								
Good medium	22	24	25	28								
Medium	19	20	21	23								
Good common	16	18		20								
Common	13	15		19								
Nagasaki, ½-chests, Pekoe	16	22										
" Oolong	14	15										
" Gunpowder	16	19										
" Siftings	7½	11										
RICE, MACARONI, SAGO, TAPIOCA.												
Rice—Standard B.	3 00	3 10		3 25	3 40							
Patna, per lb	4 25	4 50	4½	5	5 6							
Japan	4 40	4 90	4½	5	5 6							
Imperial Seta	4 60	4 90	4½	5	5 6							
Extra Burnmah			4½	5	5 6							
Java, extra			6	6	7							
Macaroni, dom'ic, per lb., bulk	3½	4½		7½								
" imp'd, 1-lb. pkg., French	8	12	9	10								
" " Italian	8	10	11	12½								
Sago	3½	3½	3½	4	4½	5						
Tapioca		3½	3½	3½	4½	5						



The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription \$2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

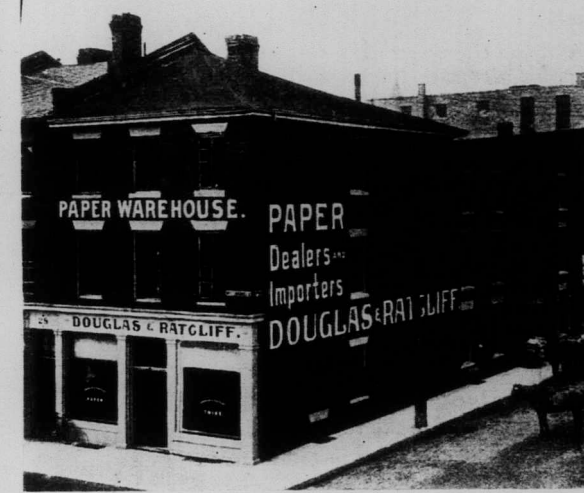
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Sydney, - - Post Office Chambers

AMERICAN OFFICES:
New York, - - Park Row Building.

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

Specimen Copies Free on Application.

REMOVAL NOTICE



OUR NEW ADDRESS IS :

**30 WEST MARKET ST.
TORONTO**

DOUGLAS & RATCLIFF

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.

THE "GLOBE" POLISH HAS COME TO **STAY**
AND ALL **DEALERS** CAN STOCK IT WITHOUT
HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

"GLOBE" METAL POLISH

Write for a supply of
Show cards and Advertising Novelties.

— WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES. —

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.

TEA TASTING.

IN England tea tasting, as in this country, is quite a profession, and The London Tit-Bits has the following to say on the matter:

"Tea tasting is a talent which comes with birth and cannot be learned. And not only must a tea taster possess an extremely susceptible palate, but his sense of smell must also be particularly keen.

"Smelling, in fact, plays almost as important a part in the work as tasting. By simply handling and applying to his nostrils a pinch of tea from a dozen separate chests, an expert can often tell the quality of each and the price it is worth. And when it is mentioned that tea can be bought in Mincing Lane at from 3¼d. to 7s. per lb., it will readily be understood that it requires no little skill to determine the various qualities.

"Tasting, however, is resorted to in order to make quite sure. A small quantity will be taken from, say, a dozen packages of tea, and after each sample has been carefully weighed will be placed in a tiny teapot. When the boiling water has been poured in the tea has to stand for exactly six minutes—which is the proper time it should be allowed to brew. It is then poured into cups and milk added, but no sugar.

"Taking a peculiarly shaped silver spoon, the taster, when the tea is sufficiently cool, will proceed to taste each cupful, and each packet from which the sample has been taken will be marked according to the judgment pronounced. Sometimes the taster has to take two or three spoonfuls from each cup in order to make quite sure that his judgment is not at fault. And even then it is sometimes considered necessary to have his opinion confirmed by one or two other experts. A tea taster, however, is seldom at fault, and some of them are so skillful that, by merely tasting a sample of tea in this manner, they can immediately tell where and when it was grown as well as its value.

"The tea leaves, too, are often taken from the pots and duly examined. For, although it is not considered an infallible test, yet good tea is often determined by the rich brown color of its infused leaves. It is also a peculiar fact that a taster can often tell from the size and the shape of a broken leaf the size of the original perfect leaf, and in that way come to a decision regarding the quality of the blend."

DEFINITION OF A GROCER.

Some years ago Mr. Artemus Ward gave the following definition of a grocer: "A grocer is a good-natured man who deals in the necessities of life at the corner. He solicits

trade by marking all his goods down to cost and when the customers don't pay promptly he waits. Yes, he is the man who lives by selling sugar, and makes so much money on it that he is expected to give lumps of it to all the children. Oh yes, the grocer is a pious man. He rarely ever swears, except when he sells 18 lb. of raisins out of a 26-lb. box, or when he weighs out a barrel of granulated sugar and it lacks just 6 lb., or when he hears Mr. Never-Pay say, 'Charge it,' or when the summer is so hot he loses a dozen good cheese, or when the winter is so cold that his potatoes freeze, or—but your mother is calling you. Good-night, child; I'll tell you the rest about the grocer another day."

FROSTS AND BRAZILIAN COFFEE.

THE subject of those Brazilian frosts which are reported to do so much damage to the coffee trees of Brazil is treated as follows by The Brazilian Review:

"We give a number of telegrams relating to the frost, from which it would appear to have been about as bad as it possibly could be if made to order. The fact that several of the big estates seem to have escaped damage altogether, whilst the neighboring plantations are reported to be almost destroyed, lends it an element of romance that would seem to counsel caution, an attitude that the failure of the local markets to respond to any extent confirms. No doubt there has been a severe frost and a good deal of damage has been done, the

extent of which can, however, only be fully appreciated after the September and October flowerings.

"The effect of severe frost upon coffee trees during flowering is generally to ruin the flowering and, if very intense, to affect the twigs themselves, which dry and fall off. The buds and flowers corresponding to this year's July and August flowering must, therefore, have suffered severely and in many instances be entirely lost. Moreover, where the frost was very bad the trees will be weakened and be prevented from flowering as usual in September, October and November, except, perhaps, to a limited extent on the lower part of shrubs over 8 years of age. Trees up to 4 years must be pruned to prevent total loss. Older trees which are partially defended by abundant foliage generally only lose part of the latter, and entirely regain their vigor in a couple of years at most."

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London, Eng.:

1. A London firm having branches at Beira, Port Elizabeth and Cape Town, desires to get into communication with Canadian firms wishing to establish agencies in South Africa for Canadian produce and manufactured goods.
2. A firm in Portsmouth desires to open up business relations with firms in Canada who are exporters of fruits, such as apples, etc. They will undertake sales at a fixed commission.

[The names of the firms making the above inquiries can be obtained upon application to the Editor of THE CANADIAN GROCER.]

PRODUCE AGENCY WANTED.

TWO YOUNG MEN GOING TO SOUTH Africa desire Canadian agency for Produce, Etc. Good connection. Box 5, Canadian Grocer, Toronto. (41)

FOR SALE.

ESTABLISHED GROCERY BUSINESS, Corner store and dwelling, doing good trade, owner leaving city. Box 100, CANADIAN GROCER, Toronto. (41)

SULTANA RAISINS

bright and medium grades,
New Fruit, now in store.

WARREN BROS. & CO.

TORONTO.

"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.

Perkins, Ince & Co.

Wholesale
Grocers

FRONT STREET EAST,

Toronto.

Established 1845.

MODERN MACHINERY. UP-TO-DATE METHODS.

Established 1845



1 and 2-lb. Tins.

S. H. & A. S. EWING'S
HIGH-GRADE
COFFEE and SPICES

"The goods that have stood the test of time."

"The perfected products of 57 years' study and experience."

(Have you seen the new ¼ Spice package "Prince of Wales" brand? Write for sample.)

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

To Arrive This Week

Japan Teas, in 30-lb. boxes

Japan Fannings, half-chests

Both to arrive this week.

F. J. CASTLE

OTTAWA.

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.

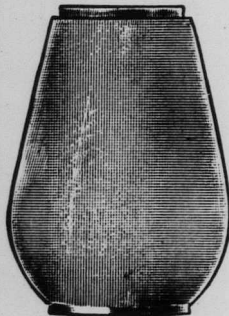
REFERENCE—Canadian Bank of Commerce.

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*

Fruit Importers
and Exporters.

Commission
Merchants.

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.

California Fruits

Canadian Peaches, Plums,
Tomatoes.

Fresh arrivals daily at lowest market prices.

Full stock of Oranges, Lemons and
Bananas always on hand.

HUSBAND Bros. &
Co.

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

BUSINESS CHANGES.

DIFFICULTIES ASSIGNMENTS, COMPROMISES.

C. J. UPTON, general merchant, Elmvale, Ont., has assigned to J. McEachren.

Jas. Tanguay, tobacconist, Quebec, has assigned.

J. B. Horowich, junk dealer, Chatham, N.B., has left the place.

W. S. Haire, tobacconist, Toronto, has assigned to W. H. Lamont.

C. Wm. Pharaoh is the curator of T. A. Moore, grocer, Bedford, Que.

P. E. Forget, general merchant, Labelle, Que., has affected a compromise.

William Lasalle, general merchant, Pierreville, Que., has assigned to A. A. Mondon.

A demand of assignment has been made on All. Brunel, grist miller, St. Rodaire, Que.

The creditors of P. Morin, general merchant, St. Tite, Que., will meet on October 13.

A demand of assignment has been made on Adrien Barrette, general merchant, St. Tite, Que.

A demand of assignment has been made on S. Bertrand, general merchant, Notre Dame Des Anges, Que.

G. Pommerleau, general merchant, Beauce Junction, Que., has assigned; V. E. Paradis is provisional guardian.

The creditors of J. E. Langlois, general merchant, The Brook, Ont., have held a meeting; Langlois is offering to compromise.

PARTNERSHIPS FORMED AND DISSOLVED.

Miller & Co., canners, Trenton, Ont., have dissolved.

Labelle & Gregoire, bakers, St. Johns, Que., have dissolved.

Kearney & Kearney, general merchants, Dawson, B.C., have dissolved.

T. H. Metcalfe, grain dealer, Winnipeg, has admitted Jas. E. George under the style of T. H. Metcalf & Co.

G. Thorsteinson & Co., general merchants, Gimli, Man., have dissolved; G. Thorsteinson continues.

Bertrand & Co., confectioners and fruiterers, Brandon, Man., have admitted A. P. Jeffrey; Miss V. Bertrand retires.

Faas, Crawford & Co., general merchants, Kitchener, B.C., have dissolved; T. J. & W. H. Crawford continues.

Masterson & Griffith, general merchants, Trout Lake City, B.C., have admitted Edw. Baillie as partner under the style of Masterson, Griffith & Co.

SALES MADE AND PENDING.

John Rieck, victualler, Parrsboro', N.S., has sold out.

The stock of W. J. & J. McCalla, grocers, etc., St. Catharines, Ont., has been sold.

The assets of J. A. Lomme, general merchant, St. Johns, Que., are to be sold.

The assets of A. Lafontaine, general merchant, Drummondville, Que., are to be sold.

The assets of Raoul Oumais, dealer in teas, crockery, etc., Montreal, are to be sold.

The stock of Jean S. McLeese, general merchant, Soda Creek, B.C., is to be sold by auction October 16.

The real estate of T. J. K. Alexander, general merchant, St. Agathe Des Monts, Que., is to be sold October 14.

CHANGES.

A. F. Craig & Co., grocers, Montreal, have registered.

A. G. Booth, grocer, Toronto, has sold out to W. Booth.

Mrs. F. Young, confectioner, Almonte, Ont., has sold out.

Ellen Kennedy, grocer, Thorold, Ont., is giving up business.

A. B. McNeill, grocer, Vancouver, has sold out to P. H. Alder.

Peter Odell, grocer, Belmont, Ont., has sold out to A. D. McLachlin.

J. A. Biron, grocer, etc., St. Louis de Mile End, Que., has registered.

M. C. Moore, general merchant, Richmond, Ont., is closing out business.

Hudson & Latter, grocers, Grand Valley, Ont., are succeeded by L. V. Johnson.

Augustin Compte & Co., importers of coffees, etc., Montreal, have registered.

Meader & Co., general merchants, Hazel Cliff, N.W.T., have sold out to McLaughlin & Rawson.

The real estate of A. Gagnon & Co., tanners, Victoriaville, Que., is to be sold.

Malcolm McDougal, general merchant, Oakdale, Ont., has sold out to John Tyler.

Prudent Morin, dealer in groceries and furniture, Acton, Que., is starting business.

George B. Hadley & Son, bakers, Mulgrave, N.S., are succeeded by E. L. Hadley.

Carson & Richardson, grocers, etc., St. Andrews, Que., are succeeded by Richardson Bros.

C. T. Daykin, general merchant, Lacombe, N.W.T., has sold out to A. M. Campbell.

E. S. Piggott, store and sawmill, Bridgetown, N.S., is out of business; his sawmill is burned.

L. M. Vandermade, general merchant, Lambeth, Ont., has sold out to W. B. Woodhull.

The stock of the estate of K. Finsson, lumber merchant, Icelandic River, Man., has been sold to C. Finkleman at 51c. on the dollar.

George E. Smith, general merchant, Rat Portage, Ont., has sold his stock of dry goods, clothing and shoes to E. Appleton, and continues the grocery business.

FIRES.

H. Chambers, general merchant, Springfield, Ont., has sustained loss by fire; insured.

DEATHS.

J. O. Charlebois, grocer, liquor merchant, etc., Ottawa, is dead.

S. H. Caswell, of S. H. Caswell & Co., bankers and general merchants, Qu'Appelle Station, N.W.T., is dead.

To the Dealers.

We have not advanced the price of our tobaccos. Amber Smoking Tobacco, Bobs, Currency and Fair Play Chewing Tobaccos are the same size and price to the consumer as formerly. We have also extended the time for the redemption of Snowshoe Tags to January 1st, 1904.

THE EMPIRE TOBACCO CO.

MONTREAL, QUE.

LIMITED

Which is the Wisest Plan?

To sell the kind of teas that possess the essential qualities which contribute towards making every grocer's department profitable and successful—or to lose the opportunity of attaining a popularity for this department by handling teas the public will not show any particular partiality for.

OF COURSE

the former plan is the best for every go-ahead grocer to adopt, and as

Ceylon Teas

are conceded to be by far the most preferable teas imported into Canada, we make no exaggerated claim when we state that if you are anxious to please your customers and win their confidence and tea trade you will find

Ceylon Teas

of the greatest assistance to you in your most laudable ambition.

EVERYTHING

comes to the man who

WAITS,

but **Robinson's Patent Barley**
and **Robinson's Patent Groats**

have stood the test of over ninety years, and are now being sold by almost every reliable Grocer in Canada.

Don't **WAIT** until you are asked for them,
but stock these Foods **NOW**.

Current Market Quotations for Proprietary Articles

October 9, 1902.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

BAKING POWDER.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	45
Pound tins, 3 doz. in case.....	3 00
12oz. tins, 3 ".....	2 40
5-lb. tins, 2 ".....	14 00
Diamond—	W. H. GILLARD & CO.
1 lb. tins, 2 doz. in case.....	per doz. 2 00
1/2 lb. tins, 3 ".....	1 25
1/4 lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER

Cases.	Sizes.	Per Doz.
4 doz.	5c.	\$ 40
4 "	4-oz.	60
4 "	8-oz.	75
4 "	8-oz.	95
2 "	12-oz.	1 40
2 "	16-oz.	1 65
2 "	16-oz.	1 70
1 "	2 1/2-lb.	4 10
1 "	5-lb.	7 31
2 "	6-oz.	Per case \$1 55
1 "	1c-oz.	
1 "	1c-oz.	

JESSEY CREAM BAKING POWDER

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

VIENNA BAKING POWDER.

1 lb. tins, 4 doz. in box.....	Per doz. \$2 25
1/2 lb. tins, 4 ".....	1 25
1/4 lb. tins, 4 ".....	75
3 oz. in paper, 4 doz. in box.....	70
5 " " ".....	35

BLACKING.
SHOE POLISH.

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

BLUE.

Keen's Oxford per lb.....	\$0 17
In 10 box lots or case.....	0 16
Reckitt's Square Blue 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, boxes, 1 gross.....	9 00
Nixey's "Cervus" in squares, per lb.....	0 16
" " " in bags, per gross.....	1 25
" " " in pepper boxes, according to size.....	0 02 0 10

BLACK LEAD.

Reckitt's per box.....	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	
Nixey's refined, per 9 lb. box of 12 1 doz. chip boxes.....	1 50
Nixey's, as supplied the Ki g, per 9-lb. box of 12 doz. block.....	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application.	

CORN BROOMS
BOCKH BROS & COMPANY doz. net.

Bamboo Handles, A, 4 strings.....	4 35
" " B, 4 strings.....	4 10
" " C, 3 strings.....	3 85
" " D, 3 strings.....	3 60
" " E, 3 strings.....	3 35
" " F, 3 strings.....	3 10
" " G, 3 strings.....	2 85

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

Cafe Noir.....	0 15
Ensign.....	0 12 3/4
Metropolitan mixed.....	0 09

CANNED GOODS.
MUSHROOMS.
HENRI JONAS & Co.

Mushrooms, Rione.....	\$15 50
" 1st choice Duthell.....	18 50
" 1st choice Lenoir.....	19 50
extra Lenoir.....	22 00
Per case, 100 tins.....	
FRENCH PEAS—DELORY'S	
HENRI JONAS & Co.	
Moyen's No 2.....	\$9 00
" No 1.....	10 50
1/2 Fins.....	12 50
Fins.....	14 00
Tres fins.....	15 00
Extra fins.....	16 50
Sur extra fins.....	18 00

FRENCH SARDINES.
HENRI JONAS & Co.

1/2 Trefavenne.....	\$9 50
1/2 Rolland.....	9 50
1/2 Delory.....	10 50
1/2 Club Alpines.....	2 50

CHOCOLATES & COCOAS.
COCOA—THE COWAN CO. LIMITED.

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

CHOCOLATE—FRY'S.

Caracocas, 1/4's, 5-lb. boxes.....	0 42
Vanilla, 1/4's.....	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs.....	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.....	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs.....	0 24
Fry's "Monogram," 1/4's, 14 lb. bxs.....	0 24
Cocoa—	per doz.
Concentrated, 1/4's 1 doz. in box.....	2 40
" 1/2's.....	4 50
" 1 lb. ".....	8 25
Homoeopathic 1/4's 14lb. boxes.....	15 00
" 1/2 lb. 12 lb. boxes.....	15 00
Epps's cocoa, case of 14 lbs., per lb.....	0 35
Smaller quantities.....	0 37 1/2

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

Mott's Broma.....	per lb. 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's).....	0 12
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracocas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 35
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 18
Mott's Cocoa Nibbs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate 0 21.....	0 43
Mott's Sweet Chocolate Liquors 0 19.....	0 30

CADBURY'S.
Frank Magor & Co., Agents.

Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.....	0 40
Rock Chocolate, loose.....	0 40
" " 1-lb. tins.....	0 42
Nibs, 11-lb. tins.....	0 35 1/2
WALTER BAKER & CO., LIMITED.	
Premium No. 1 chocolate, 12-lb. boxes.....	per lb. \$ 38
Vanilla chocolate 6-lb. boxes.....	47
German sweet, 6-lb. boxes.....	27
B'fast cocoa, 1/2-lb. tins, plain; 6-lb. boxes.....	51
Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs.....	35
Caracas sweet chocolate, 6-lb. boxes.....	37
Soluble chocolate (hot or cold soda) 1-lb. cans.....	45
Vanilla chocolate wafers, 48 to box, per box.....	1 56

COCOANUT.
L. SCHEPP Co.

1-lb. packages, 15 and 50-lb. cases.....	per lb. \$0 26
1/2-lb. ".....	0 27
1/4-lb. ".....	0 28
1/2 and 1-lb. pkgs., assorted, 15 and 30-lb. cases.....	0 26 1/2
1/4 and 1/2-lb. pkgs. assorted, 15 and 30-lb. cases.....	0 27 1/2
5c. package, 4 doz. in case, per doz.....	0 45
UHLER'S.	
Imperial—Large size jars, per doz.....	\$ 8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial Holder—Large size.....	15 00
Medium size.....	15 00
Small size.....	12 00
Roquefort—Large size, per doz.....	2 40
Small size.....	1 40

"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 SHIPMENT** 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
Damascus 0 28
Cairo 0 20
Sirdar 0 17
Old Dutch Rio 0 12½
S. D. MARCEAU, Montreal. per lb.
"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
"Mocha" 2-lb. tins 0 30
100 lb. delivered in Ontario and Quebec.

CONDENSED MILK.



Borden's Condensed Milk Co.
"Eagle" Brand \$1 65
"Gold Seal" Brand 1 30
"Peerless" Brand Evaporated Cream 1 20

CLOTHES PINS.

UNITED FACTORIES LIMITED.
Clothes Pins (full count), 5 gross in
case, per case 0 57
4 doz. packages (12 to a case) 0 12
6 doz. packages (12 to a case) 0 82

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

\$1, \$2, \$3, \$5, \$10 and \$20 books.
Un- Covers and
num Coupons
numbered.

In lots of less than 100
books. 1 kind assorted
10 to 50 books 4¢. 4½¢.
3¢. 4¢.
50 to 1,000 books 3¢. 3½¢.

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 5½ cents each
15 00 books 7½ cents each
20 00 books 8 cents each
25 00 books 12 cents each
50 00 books 12 cents each

EXTRACTS.
HENRI JONAS & Co. Per gross.
8 oz. London Extracts \$6 00
2 oz. " (no corkscrews) 5 50
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 9 00
2 oz. Flat bottle extracts 18 00
2 oz. Square 21 00
4 oz. " (corked) 36 00
8 oz. " 72 00

Per doz.
8 oz. " glass stop extracts 3 50
8 oz. " 7 00

Per doz.
2½ oz. Round quintessence extracts 2 00
4 oz. Jockey decanters 3 50

FOOD. Per doz.
Robinson's Patent Barley ¼ lb tins 1 25
" 1 lb. tins 2 25
" Groats, ¼ lb. tins 1 25
" 1 lb. tins 2 25

GINGER ALE & SODA WATER
per doz.
Cantrell & Cochrane's Imported
Ginger Ale and Club Soda Water... \$1 40

JAMS AND JELLIES.
SOUTHWELL'S GOODS. per doz
Frank Magor & Co., Agents.

Orange Marmalade 1 80
Clear Jelly Marmalade 2 00
Strawberry W. F. Jam 2 00
Raspberry " 1 75
Apricot " 1 85
Black Currant 1 85
Other Jams, W. F. 1 55
Red Currant Jelly 2 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
2½-lb. tin pail, 2 doz. in crate, per lb. 0 09
5-lb. tin pails, 8 pails in crate, per lb 0 66
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 51
7-lb. wood pails, per lb 0 19
14-lb. " " " " 0 19
30-lb. " " " " 0 19

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

LIQUORS.
COGNAC IN CASES.
Ph. Richard.

S.O. Quarts, 12's \$22 50
F.C. " 15 00
F.C. 1-15 bottles, 180's 12 00
V.S.O.P. " 12 00
V.S.O.P. pints, 24's 13 00
V.S.O.P. ½-pints, 48's 14 00
V.S.O.P. 1-15 bottles, 180'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. ½-pints, 48's 14 00
V.O. 1-15 bottles, 180's 14 00
V.O. decanters, 12's 0 51
V.O. " pints, 20's 13 00
V.O. flasks, Imp. pints, with thumbblers 9 75
V.O. " Reputed 24' 10 50
V.O. " no 24's 9 50

Chas. Couturier.
Quarts, 12's 7 00
½ bottles, 24's 8 00
¾ " 48's 9 00
1-15 bottles, 180's 13 50
Flasks, 24's 8 00
¾ Flasks, 48's 9 00
¾ Flasks Imperial pints, Copsule, 16's. . . 8 00
F. Marion & Cie.
Quarts, 12's 6 00
½ bottles, 24's 7 00
¾ " 48's 8 00
Flasks, reputed 24's 7 00
Flasks, ½-pints, 48's 8 00
1-15 bottles, 180's 12 50
Flasks, Imp. pints with thumbblers, 16's. 8 00

Cognac In Wood.
Ph. Richard.
Gals. Oct's. Oct's. Bbls. Hhds.
Couturier... \$4 00 \$3 95 \$3 85 \$3 80
Marion... 3 75 3 60 3 50 3 40
Ph Richard
V.S.O.P. 5 50 5 35 5 25 5 00
Richard
V.O. proof. 4 25 4 10 4 00 3 90 3 80
Richard 5 up.
proof V.O. 4 00 3 80 3 70 3 50 3 40
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. \$ 7 00 \$ 6 75
12's
Heather Dew, stone jars, 12 50 12 25
Imperial, 12's, oval flasks,
Heather Dew, quart, 12's 11 25 11 00
Special Reserve, oval, pts. 24's. 11 75 11 50
" ordinary qts.,
12's 9 00 8 75
Special Reserve, ½ bottles,
pints, 24's 10 00 9 75
Extra Special Liqueur, flagon,
12's 9 50 9 25
Extra Special Liqueur, ordin-
ary bottles, 12's 9 50 9 25
Heather Dew, flasks, 48's 12 00 11 75
" ½ flasks, 60's 9 00 8 75
Mullmore, Imperial oval quart
flasks, 12's 10 00 9 75
Mullmore, flasks, Imperial
pints, 24's 10 50 10 25
Mullmore, flasks, ordinary
pints, 24's 7 75 7 50
Mullmore, ½ flasks, ordinary,
48's 9 00 8 75
Mullmore, ordinary quarts, 12's 6 50 6 25
Mullmore, ordinary pints 24' 7 50 7 25
Scotch Whisky in Wood.
Gals. Oct's. Oct's. Bbls.
9gals. 17gals. 40gals.
Special
Reserve... \$4 51 \$4 25 \$4 15 \$3 90
Heather Dew
"A" 4 00 3 85 5 3 65

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

Extra Special				
Liqueur	5 00	4 90	4 80	4 75
Old Scotch	3 50	3 70	3 65	3 50

Whiskey in Cases.

Mitchell Bros., Limited—Irish.

Cruikshank Lawn, stone jar, 12's	\$12 50
Old Irish, flasks, Imp. quarts, 12's	11 25
Special, quarts, 12's	9 00
Imp. pints, 24's	11 75
round bottl's, quarts, 12's	6 50
round 1/2-bottle, pints, 24's	8 00
10-oz. fla ks, 48's	12 00
5-oz. flasks, 60's	9 00

Irish Whiskey in Wood.

Mitchell, "Special"				
Old	\$4 50	\$4 40	\$4 55	\$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 80	2 75	2 65

Champagne Wine in Cases.

Duc de Pierland, quarts, 12's	\$14 00
pints, 24's	15 00
Cardinal, quarts, 12's	12 50
pint, 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

Blandy Bros Wine.

Blandy'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

Blandy's Malaga, in cases.

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

Blandy's Sherry, in cases.

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

Blandy's Port Wine, in cases.

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

Blandy Bros' Wine in Wood.

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

Canadian Whiskies. In barrels, per gal.

Gooderham & Worts, 65 O.P.	4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O.P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
Hiram Walker & Sons	2 20
J. P. Wiser & Son	2 19
J. E. Seagram	2 19
H. Corby	2 19
Imperial, Walker & Sons	2 90
Canadian Club, Walker & Sons	3 60

Less than one bbl. per gallon.

65 O. P.	\$4 55
50 O. P.	4 15
Rye	2 25

LYE (CONCENTRATED).

GILLET'S PERFUMED.

1 case of 4 doz	\$3 60
3 cases	3 50
5	3 40

MINCE MEAT.

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

MUSTARD.

COLMAN'S OR KEEN'S.

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

HENRI JONAS & Co. Per gross

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

Mugs

Per gross	\$3 20
Pint jars	18 00
Quart jars	4 00

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1/4-lb. tins	per lb. 0 35
1/2-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—

1/4-lb. tins	per lb. 0 25
1/2-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 quarts

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		0 06
14 and 30-lb. pails		0 06

PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents.

Pa ent 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 30 1 lbs. and 60 1/2 lb. packages) per box	\$3.00
Case of 5c. pkgs (containing 96 pkgs) per box	\$3.00

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

"MAGIC" BRAND.

No. 1, cases, 60 1-lb. packages	per case 2 75
No. 2, " 120 1/2-lb. packages	2 75
No. 3, " 60 1-lb. packages	2 75

SOAP.

A. P. TIPPET & CO., AGENTS

Maypole Soap, colors	per grs. \$10.30
Maypole Soap, black	per grs. \$16.30
Oricole Soap, per gross	\$10.20

Gloriola Soap, per gross

12 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
Canada Laundry No. 1 White or Blue, 4-lb. lumps	0 08 1/2
Silver Gloss, 6-lb. draw-wid boxes	0 08
Silver Gloss, 6-lb. tin canisters	0 08
Edwards'g Silver Gloss, 1-lb. pkg.	0 07
Kegs Silver Gloss, large crystal	0 08 1/2
Benson's Satin, 1-lb. cartons	0 08 1/2
No. 1 White, bbls. and kegs	0 05 3/4
Benson's Enamel, per box, \$1 50 to 3 00	

Culinary Starch—

Benson & Co.'s Prep. Corn	0 07 1/4
Canada Pure Corn	0 05 3/4

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
Package 10c. each	

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	\$0 05 1/2
Acme 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 3/4
Kegs, 100 lbs.	0 05 3/4

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
Canadian Electric Starch—	
Boxes of 40 fancy pkgs, per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 10

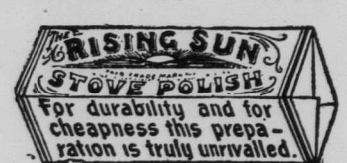
Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lbs.	0 05 3/4
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lbs.	0 07 1/4
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lbs.	0 07 1/4

STOVE POLISH.



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



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



Per gross
Brown Label, 1's 0 20 0 25
Green Label, 1 and 1/2 0 21 0 26
Blue Label, 1s, 1/2s, 3/4s and 1/2s 0 22 0 30
Red Label, 1s and 1/2s 0 36 0 50
Gold Label, 1/2s 0 44 0 60

TEAS.

SALADA CEYLON.

Wholesale	
Retail	



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

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



Cases each 60 1-lb. 0 35
" " 60 1/2-lb. 0 35
" " 30 1-lb. 0 35
" " 120 1/2-lb. 0 36



LUDELLA CEYLON, 1s 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 35	0 50
Blue Label, 1-lb. and 1/2's	0 38	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" 1 40-lb. boxes	0 37
3MD AAA 40-lb. boxes	0 37
"Condor" II 40 lb. boxes	0 36
III 80-lb.	0 35
IV 80-lb.	0 32
X 80-lb.	0 10
V 80-lb.	0 2 1/2
XXXX 80-lb. boxes	0 25
XXX 30-lb.	0 26
XX 80-lb.	0 22 1/2
XX 30-lb.	0 23 1/2
XX 65-lb.	0 10

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
"Maroon, 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).

Price per lb.	
No. 1, cases 50 lb. (50 1/2-lb. pkgs.)	\$0 35
Rising Sun, 3-oz. cakes, gross boxes	4 50
No. 1, cases 50 lb. in 5-lb. tins	35
No. 2, cases 50 lb. (50 1/2-lb. pkgs.)	28
No. 3, cases 50 lb. in 5-lb. tins	29
No. 3, cases 50 lb., (50 1/2-lb. pkgs.)	23
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 1-lb. pkgs.)	28

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3's, 5s and 10s	0 39
Royal Oak, 2 x 3, 50 ace, 8s.	0 52
Something Good, 7s	0 48
Ch'wing—Bols, 5s and 10s	0 36
Currency, 13 1/2 oz. bars, spaced 9s.	0 39
Currency, 6s and 10s	0 39
Old Fox, narrow 10s	0 39
Snowshoe, 1-lb. bars, spaced 6s.	0 43
Pay Roll, 6s.	0 44

VINEGARS.

E. D. MARCEAU, Montreal.

Per gal.	
3MD, pure distilled, highest quality.	0 30
Condor, pure distilled	0 25
Old Crow	0 20

MICHEL LEFEBVRE.

Bull Dog, quadruple strength, regist'd	0 55
Lion "L" brand, registered	0 38
Imperial, triple strength, registered	0 33
Cote D'Or, extra super, registered	0 39
"household vinegar, registered	0 28
Crystal Pickling, extra	0 28
"ordinary	0 23
White Wine, XXX	0 25
"XX	0 20
"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., MONTEAL.

Sir Robert Burnett & Co.'s English Malt Vinegar

0 60

WOODENWARE

UNITED FACTORIES, LIMITED.

Washboards, Leader Glo'e	1 50
Improve'd Globe	1 60
Standard Globe	1 80
Solid Back Globe	1 95
Jubilee (perforated)	1 95
Crown	1 35

Per doz.

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

YEAST.

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

NIXEY'S REFINED BLACK LEAD

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. G. NIXEY, 12 Soho Square, LONDON, ENG.

By Appointment to **H.M. the KING** of the British Empire.

Canadian Representative: **MR. H. T. BAKER.**

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ADV E

OUR TRADE MARK **AUER LIGHT MANTLES** LONGEST LIFE & BRIGHTEST OUR TRADE MARK

Our Chief Business



is making mantles that last the longest and give the most light. **A** is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

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LOW GALLERIES	
HIGH GALLERIES	} Quality
LOW GALLERIES	
STRAIGHT CHIMNEYS	
BARREL	
MICA CANOPIES	
OPAL SHADES	PEAR GLOBES
APPLE GLOBES	SUNDRIES

AUER LIGHT CO., MONTREAL.

"Empire" Soda

BEST FOR BAKING.

Made in England by
BRUNNER, MOND & CO.

Used in Canada by
All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

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SOLE AGENTS FOR CANADA,
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Grain and Root Baskets,
Clothes Baskets,
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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

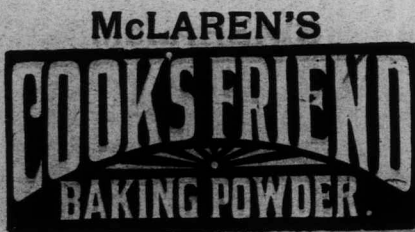
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The Best Grocers make a point of Keeping it always in Stock.



Don't use this kind of a light

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.



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For Lead Flint.

GOWANS, KENT & CO.

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Crockery and Glassware
China and Lamp Goods

TORONTO and WINNIPEG.

Wethey's Mince Meat



Every housekeeper knows what good Mince Meat means and Wethey's Condensed Mince Meat is the kind she'll always ask once she's used it. Carefully prepared of fresh meats and fruits, blended with the finest spices. You can safely recommend it as the best and most convenient.

Absolutely clean, put up in attractive "brick" package.

Prepared only by

J. H. Wethey, Limited, St. Catharines.

Crosse & Blackwell's Candied Peels.
Crosse & Blackwell's Candied Ginger.
Crosse & Blackwell's Plum Puddings.

C. E. COLSON & SON,

MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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

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KNIFE POLISH

JOHN Oakey & Sons, Limited
MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

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Agent:

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