

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE
CANADIAN GROCER
AND
GENERAL STOREKEEPER

**SELL
ONLY
THE
BEST!**

In Competition with the World
we have received the

**Highest Awards
Made . . .**

These substantiate our claim
that : : : : :

**Colman's
Mustard**

IS THE BEST IN THE WORLD

CARR & CO'S

CELEBRATED

CAFE NOIR BISCUIT

(The Original and Genuine)

We carry it in stock and we can Sample your trade. Send in a list of customers.

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

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



THE CANADIAN GROCER



GOOD PROFITS and MANY FRIENDS

.... are made by selling

MILLAR'S PARAGON CHEESE

Manufactured by

THE T. D. MILLAR PARAGON CHEESE CO.,

INGERSOLL, ONT.

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

A popular name — **“ROBERTS”**

especially when connected with

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

CANADIAN BUTTER NUTS are made specially for the Canadian market.

Are pure and wholesome. Made from best materials. Attractive package.
Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

EBENEZER ROBERTS, LIMITED, LONDON, ENG.

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

Rotary
Smoked Beef Shaver
with Patented
Self-Sharpening Device



No. 125, 2 Blades, \$18.00
No. 129, 1 Blade, 15.00

Self-Priming and
Measuring Pump



No. 97, \$3.50

Auger for above Pump



No. 97, 50 cents

“ENTERPRISE”

Rapid Grinding and Pulverizing Mill

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

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

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

GRINDING CAPACITY

FAST SPEED

Granulating 3 pounds of Coffee per minute

SLOW SPEED

Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

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

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 9712

Height 40 inches. Width 18 inches.
Length 22 inches. Weight 250 lbs.

Capacity of Iron Hopper
4 lbs. of Coffee

PRICE ON APPLICATION

The Enterprise Manufacturing Co. of Pa.

Philadelphia, Pa., U. S. A.

Canned Where Caught.

The "Thistle" Brand of Canned Haddies, Kippered Herring, and Herring and Tomato Sauce are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? **Impossible!**

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. There is no dirt or slime—no uncleanness to be found in the "Thistle" Brand. The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" Brand. **Buy it, and you buy the best.**

**"Thistle" Brand
Fish.**

Bottled in England.

Macurquahart's Worcester Sauce is bottled where it is brewed—in England. It matures for many months in the vats before it is ready for the bottles.

The fact that it is not brewed in a hurry, to sell in a hurry, and that unremitting care is exercised at every stage of the brewing gives it a richness, a full "body" and strength that makes it the most economical sauce your customers can buy.

**Macurquahart's
Worcester Sauce.**

ARTHUR P. TIPPETT & CO., Agents,

8 Place Royale, Montreal.

23 Scott Street, Toronto.

IT'S TIME
TO REFLECT.

There is a cause for progress. The secret of the progress of

JONAS' FLAVORING EXTRACTS

is intrinsic merit—nothing else. The appreciation of the women folks of our efforts to give them economical, rich, strong Extracts (which is evidenced by increased sales), encourages us to greater efforts. We certainly intend to maintain the high standard of quality which has given us the reputation for high-grade Extracts. We could not afford to lower quality. Every drop in every bottle of Jonas' Flavoring Extracts is pure.

IT IS NOW TIME TO TURN YOUR THOUGHTS

to fall trade. Weigh carefully in your mind whether it is more advantageous for you to handle cheap, weak Extracts, which apparently seem profitable, or the purer, stronger, richer and more economical kind, which produce in the long run greater profit, more satisfaction for your goods, and increased business. If it is the latter kind you require, send along your order for **Jonas' Flavoring Extracts**, if not, send your order elsewhere. "Fair profits and no misrepresentation" is the motto of the makers of these popular thirty one year old Extracts. If you have not already done so, it is now time to reflect upon the question.

HENRI JONAS & CO.
MONTREAL.

R
T
H

“Into the Light.”

Here and there is a grocer who is groping in darkness and about ready to give up the Cigar department in his store. If that particular grocer would get into correspondence with me I could convince him that the probable cause of his discouragement was, first, because the profits he had been making were not large enough, and, second, because the quality of the Cigars he had been selling was not what it ought to be.

I would like the opportunity to lead him “into the light.” If he can't write he can at least send in for a trial order of a thousand or more of my Cigars *at my expense.*

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

It is not the time to live near the kitchen range. Something cool and refreshing is what is wanted for these days.

“STERLING” Brand

Lime Fruit Juice
Lime Juice Cordial
Raspberry Vinegar

fill the bill as does nothing else. You hold the best trade by keeping on hand a good stock of these goods.

T. A. LYTLE & CO.

124-128 Richmond St. W, . . . TORONTO.

REAPING THE HARVEST

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

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

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

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

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

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

THE TILLSON CO., Limited,

Tilsonburg, Ont.

**USEFUL
AND
ORNAMENTAL**

The stock canister and brass tea scoops we are presenting to all dealers who order **ONE HUNDRED POUNDS** net of that already popular blend of tea

QUEEN ALEXANDRA

are most attractive ornaments, which are calculated to engage the attention of your customers. Their attractiveness does not excel their usefulness nor the quality of the tea. This is an unusually good offer, and if you have not already taken advantage of it—write us to-day.

THE "OZO" CO., Limited
MONTREAL.



James "Dome" Lead.

This is the highest grade of lead in the world.
No dust. Hard finish. Brilliant.



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.



THE FLAVOR OF
JAPAN TEA

IS
SMOOTH
AND
PURE

which unquestionably is the kind of tea your customers appreciate most.

***SELL
THEM***

JAPAN TEA

and they will always be well pleased with it. See that they can get it from you. Take a cup of Japan Tea and compare it with any other kind and you will be convinced of its superiority. The high quality of Japan Tea will lend you great assistance in attracting and holding the trade of your community.

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.

Trafalgar Chambers, Sun Life Building
Annex.

Tel. Main 4142. MONTREAL, CANADA.

Ceylon and Indian Teas— Black or Green.

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

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

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

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.

WARNING

Would-be competitors, who produce articles of inferior quality, seemingly find it necessary to misrepresent matters in order to make sales. One of their favorite schemes is to impress merchants with the idea that "**GILLETT'S GOODS**" are manufactured in the United States, whereas, the truth is, every article is made in our factory located in Toronto, where, on an average, 100 people are employed.

BEWARE of goods made by concerns who find it necessary to resort to such methods as above stated.

E. W. Gillett.

32 and 34 Front St. West,

Also
London, Eng.
Chicago, Ill.

TORONTO.

IVORY GLOSS STARCH

... is ...

THE STARCH THAT BRINGS BUSINESS.

Every sale of a package of **IVORY GLOSS STARCH** is the good-will of a customer gained. We do not know any woman, who, having once used this starch, has gone back to any other kind. We know of thousands of cases where **IVORY GLOSS** has been a revelation to its users. Every purchaser of **IVORY GLOSS STARCH** becomes a permanent customer, because it pleases. Give your customers a chance to become better acquainted with its merits by giving it a recommendation. You will not regret it.

IVORY GLOSS STARCH

IS
MANUFACTURED BY

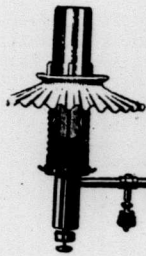
The St. Lawrence Starch Co.
Limited
PORT CREDIT, ONT.

4
STYLES
No. 9



**THE AUER
GASOLINE
LAMP**

To Mount on Wall
30-7-01



No. 9,
200 Candle Power

Suitable for

**STORE,
RESIDENCE
OR CHURCH.**

The only Lamp on the Canadian market which is guaranteed not to clog, flicker or smell.

YOUR MONEY BACK IF NOT ENTIRELY SATISFIED.

For Catalogues and Prices on Lamps, Mantles and Sundries, write

AUER LIGHT CO.

1682 Notre Dame St., MONTREAL.

E. SIMPSON & CO., Moose Jaw, Agents for the Territories.

Symington's

"Edinburgh"
Coffee
Essence

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,

EDINBURGH and LONDON.

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

The Picnic Season



Is with us again in full swing, and with it picnic profits for the wideawake grocer, who has just the right kind of goods to sell, something tasty, handy to carry and open, something that users will come back for.

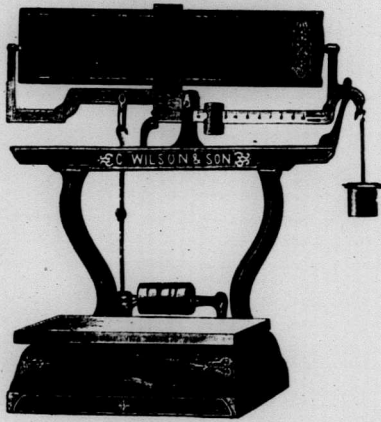
OUR STOCK is complete with attractive and palatable canned delicacies—Chi ken, Duck, Turkey, Game, Tongue, etc., both potted and devilled, put up by such packers as Aylmer, Strathroy, Clark, and Davies; 4 and 8 oz. tins.

Have you tried Brawn in 1-lb. tins? This is a delightful article.

Chipped and Sliced Beef, ½ and 1-lb. tins; Lunch Tongue, 1-lb. tins—these are splendid lines for this trade.



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



WILSON'S SCALES

ARE AS GOOD AS A GOVERNMENT BOND.

The grocer can get a Tea Scale that will turn with a postage stamp, or a Computing Scale that will count the money and show the weight of goods at the same time.

Highest Medal at Chicago, and Paris, France.

Easy terms of payment.

C. WILSON & SON

Get Prices.

69 Esplanade Street East, TORONTO, ONT.

Essence of Coffee

You want the best.

Order



Rose & Laflamme

Agents

MONTREAL

Batty & Co.

ESTABLISHED 1824

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



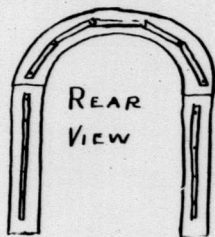
SAUCES OF ALL KINDS.

THE ART OF WINDOW DRESSING.

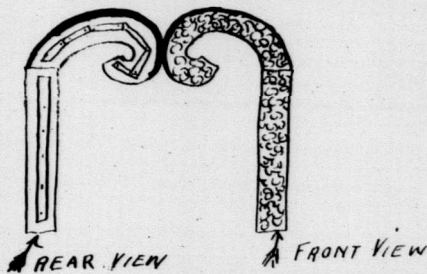
By H. H.

AN IDEA OF CONSTRUCTING ARCHES.

THE following will explain how arches, etc., can be arranged cheaply and with very little expense by any grocery trimmer. Instead of having the arches, etc., cut from boards they can be made by taking heavy cardboard, on which draft out in pencil the design you intend putting in the window. After you have them pencilled out cut them out with a sharp knife or scissors and nail light pieces of packing boxes or laths on the back of the design. This will hold the cardboard



design in shape. Puff white cheese cloth or other material over this, and it is then ready for the window. The puffing can easily be done by giving the design a coating of glue and while it is still wet ruffle the cheese cloth or other material over it and it will soon dry. Make the shirring very fine and even. The rough drawing will give the idea.



CAMPERS' SUPPLIES.

A good trim of campers' supplies would be right in season just now. Make a good stocky showing of these goods and in the centre of display put a large card reading:

CAMPERS' SUPPLIES

At Right Prices.

All Orders Securely Packed

Free of Charge : : : :

FRUIT AND VEGETABLE DISPLAY.

For a neat, clean looking vegetable or fruit trim the following will be found practicable: Secure enough foliage, such as ferns, and leaves, etc., to cover the bottom of your window to the depth of about an inch. Make it nice and flat and sprinkle it twice or three times a day with water. Down the entire back of the window stretch pink or pale blue tarelton or mosquito netting and over this entwine artifi-

cial morning glory or some trailing vine. On the bed of the foliage in window place here and there (if you are showing vegetables) a nice clean bunch of radishes, tomatoes, lettuce, onions, etc. Place an egg here and there well apart among the vegetables, and add just a few bottles of salad dressing, olives, or something pertaining to this line. Don't crowd this trim. Show very few things, but pick out the choicest and have them washed and cleaned. This makes an effective trim and one that looks clean and inviting. Change this after it has been in a few days. Shake up the foliage that is underneath, as it will be much fresher than what is on top. You can then make a pretty display of fruits in fancy boxes or baskets. Arrange the colors of the fruits so as they will blend nicely and harmoniously. Very effective trims can be made with fruits with a little forethought that will amply repay the trimmer for the time spent on them.

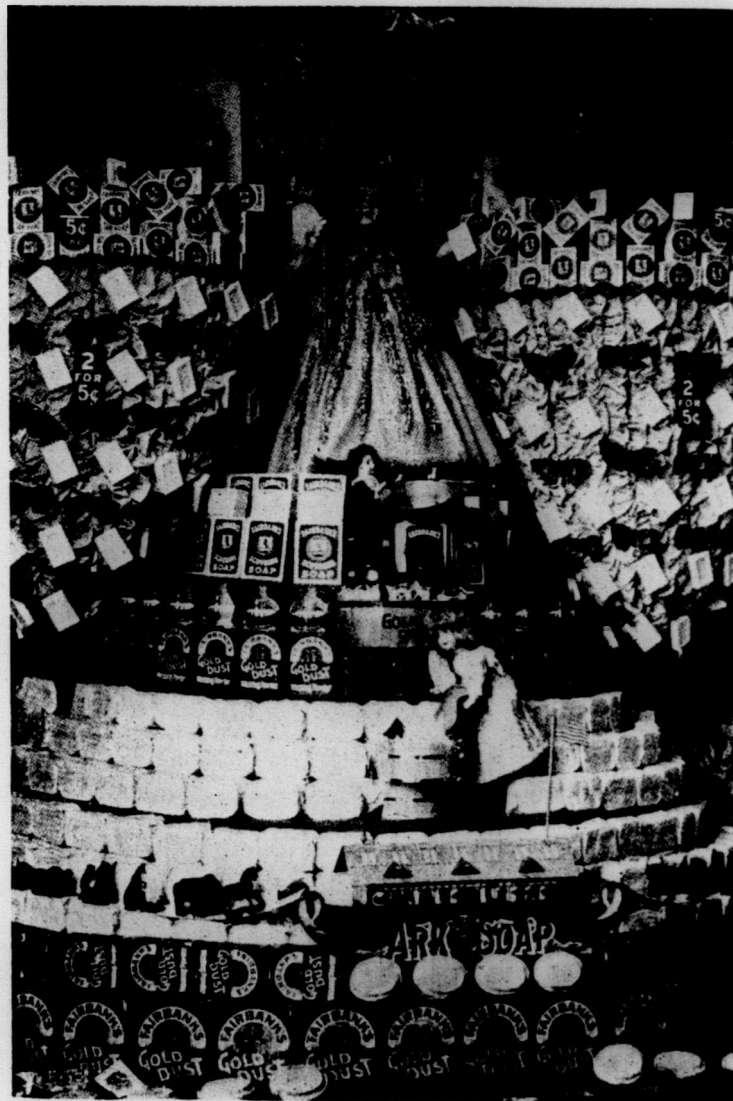
A striking trim and one that would be sure to attract the passer-by's attention could be made with watermelons. The win-

dow could be arranged with long corn stalks so as to give it the effect of a corn field, then place a few of the largest watermelons about the floor. Then secure the forms of one or two little negro boys. Cut up a melon and place a slice of the melon in the little hands of the negroes, and arrange him in the act of taking a big bite. Have a card, worded similar to the following placed in a conspicuous place: "Golly, dis am de stuff." Green felt could be placed on the floor of the window over which could be strewn corn leaves, pebbles, etc., to give the scene a more realistic effect.

A SOAP DISPLAY.

Illustration No. 1 is suitable for a small window. It is built up on a circular, stair-shaped stand, covered with black print. The goods shown are principally soaps. A doll dressed in tinsel gauze represents a "fairy" holding a cake of "Fairy" soap. The display was a very striking one and drew great attention.

Frank D. Harrigan, grocer, Hamilton, Ont., while attempting to catch a box of starch falling from a shelf, ran the point of a bill file into his arm. The file penetrated to the bone, and Mr. Harrigan has been compelled to carry his arm in a sling for some days.



No. 1—A Soap Display.



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

E. FORREST & CO., general merchants, Ste. Anne de Beaupré, Que., have compromised at 30c. on the dollar.

Z. Harvey, general merchant, St. Hilarion, Que., has assigned.

L. A. Jalbert, general merchant, Griffin's Cove, Que., has compromised.

J. C. Gagnon, general merchant, St. Flavie Station, Que., has assigned.

Henry Head, general merchant, Cloyne, Ont., has assigned to James Yule.

George Roy, general merchant, Berthier, Que., is offering 50c. on the dollar.

E. Soucy, general merchant, Rimouski, Que., is offering 30c. on the dollar.

F. C. Peck, general merchant, Jeannette's Creek, Ont., has assigned to G. W. Sulman.

A meeting of the creditors of Walsh & Son, grocers, St. Catharines, Ont., has been held.

Assignment has been demanded of J. C. Gagnon, general merchant, St. Flavie Station, Que.

A statement of the affairs of A. A. Brodeur, tobacconist, etc., Montreal, has been prepared.

A compromise has been effected by David Tobin, general merchant, Sacré-Cœur de Marie, Que.

J. B. Douville & Co., general merchants, St. Stanislas, Que., have compromised at 25 cents on the dollar.

A. McCormack, general merchant, Sydney, N.S., has assigned, and a meeting of his creditors has been held.

John Wright, grocer and provision dealer, Ottawa, has assigned, and a meeting of his creditors has been called for the 29th inst.

Jennie Walker, general merchant, Chelmsford, Ont., has assigned to J. D. Walker, Sudbury, and a meeting of her creditors will be held on August 3.

PARTNERSHIPS FORMED AND DISSOLVED.

The Ingram-Mair Co., grocers, etc., Grand Forks, B.C., have dissolved.

McKinley & Son, general merchants, Seeley's Bay, Ont., have dissolved.

McKay & McNab, general merchants, Welsford, N.S., have dissolved; H. McNab continues.

C. B. Hoey, general merchant, Ninga, Man., has admitted Arch. Robertson to partnership.

Geo. Wait & Co., produce dealers, etc., Montreal, have dissolved, and a new partnership has been registered.

H. J. Brady & Co., vinegar manufactur-

ers, etc., Victoria, B.C., have admitted W. K. Houston under unchanged style.

Co-partnership has been registered by Wm. Young and Robt. Newton, under the style of Young & Newton, general merchants, Bridgeport, N.S.

SALES MADE AND PENDING.

J. E. Johnston, grocer, Chatham, Ont., has sold out.

J. M. Dowdall, grocer, Ottawa, is advertising his business for sale.

Charles Bazett, general merchant, "Dup-cans, B.C., is offering to sell out.

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

E. O. Shaver, grocer, etc., Hamilton, Ont., is advertising his business for sale.

The assets of Geo. Charette, general merchant, Ste. Marie de Blandford, have been sold.

The estate of Fred. W. Hill, grocer, Winnipeg, Man., has been sold at 65 1/2c. on the dollar.

The assets of N. Messier & Co., flour and feed dealers, St. Henri de Montreal, are to be sold.

George Carberry, baker and confectioner, Caledon East, Ont., is advertising his business for sale.

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

The stock of McDougall & Co., general merchants, Renfrew, Ont., is advertised for sale under power of chattel mortgage.

The stock of P. H. Christman & Co., general merchants, Fordwich, Ont., has been sold to H. W. Carter at 70c. on the dollar.

Laking, Moore & Connell, general merchants, etc., Hawkestone, Ont., are advertising their general store business for sale.

The stock, etc., of the estate of Sel. Black & Co., general merchants, Walkerton and Southampton, Ont., has been sold by auction.

CHANGES.

James Young, general merchant, Nanaimo, B.C., is offering to give up business.

J. H. Bertram & Co., grocers, Sydney, N. S., have sold their stock to J. K. Bertram. Sneath & Co., general merchants, Elm-vale, Ont., have sold out to Vair, Vickers & Co.

Richard Common, general merchant, New-bridge, Ont., has sold out to Ernest Pritchard.

The Paddell Manufacturing Co., grocers, etc., Winnipeg, Man., have retired from business.

George Porter, general merchant, Blue-vale, Ont., has sold out to Robert Mal-lough.

J. P. Graves, grocer and grain dealer, Elgin, Man., has sold his grocery business to R. E. Sadler.

C. W. Fisher, general merchant, Cochrane, Man., has been succeeded by Fisher & Malone.

J. W. McCabe, grocer and crockery dealer, Clinton, Ont., has been succeeded by J. W. Irwin.

J. B. Lawrence, general merchant, Bar-lington, N.S., has sold his branch store to E. C. Hogg.

DEATHS.

Albert LeBlanc, general merchant, Carle-ton, Que., is dead.

CATALOGUES, BOOKLETS, ETC.

OPAL WARE.

One of the most artistic catalogues of the year has just been issued by Gowans, Kent & Co., Toronto. This work is devoted exclusively to one line, "Opal Ware," for the season 1901-1902. It contains over 250 superb illustrations of the dainty patterns in pin, comb and brush trays, jewel, hair-pin, trinket, bon-bon, puff, scrap, cuff, collar, handkerchief and glove boxes, vases, fern dishes, bowls, plates, smoker sets, toilet bottles, plaques, candlesticks, cracker jars, mugs, tumblers, jugs, cream and sugar bowls, salt and pepper shakers, etc. The range of quality and design is so great and the illustrations of the patterns are so excellent that every dealer in china-ware should easily make a selection suitable to his trade. This line is especially suitable for the grocery trade, for the goods are so dainty and attractive that they add to the appearance of a retailer's stock, and they are so moderate in price that there can be made an excellent demand for them. Grocers who have not yet secured a copy of this catalogue can get one by writing to Gowans, Kent & Co., Toronto.

CHARACTER THE TRUE TEST.

President Ramsay, of The Hide and Leather Bank, New York, recently expressed himself as follows in a speech before the New York Credit Mens' Association:

"If you want to get down to the facts as to whether it is safe to trust a man, find who the man is, what his character is, how he lives, and how he treats his neighbor, and see that he is a fairly good man, then it is safe to trust him. You cannot make a man sign a mortgage on his wife and children; such a man will dupe you. If you find him honorable in his department, honorable in the town where he lives, I won't ask that he drinks water all the time; let him be fairly straight in his walks of life, and that man is pretty near safe to trust, and I think you will all bear me out."

JUST THINK IT OVER.

You can buy our **Circle Tea**, packed 1 and 1/2 lbs., "Black" or "Mixed," also Green Ceylon, in 1 lbs., at 19 cents. Regular terms.

Our traveller will see you next week.

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

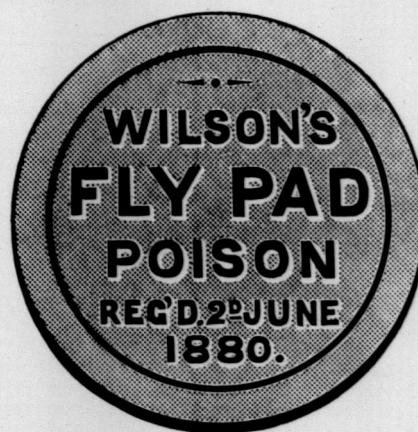
Office Phone, 288; Sample Room, 747.

Profits ...

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

 **FLY PADS.**

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



Archdale Wilson, ... Hamilton

Weather is Frightfully Hot.



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

Ram Lal's Pure Indian Tea
Mecca Coffee 

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

JAMES TURNER & CO., Hamilton.

COFFEE

Increase your sales and also your profits by handling

COFFEE

Crown Blend Coffee

COFFEE

Tins 10, 25 and 50 lb.

Crown	X	retails at	25c.
"	XX	"	35c.
"	XXX	"	45c.

SOLE AGENTS

THOS. KINNEAR & CO.,

Wholesale Grocers,
49 Front St. E., TORONTO.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE total shipments of citrus fruits from the Coast for the season up to the end of last week number 22,500 carloads, of which 1,900 carloads were lemons, compared with 16,800 carloads for the same period last year.

BRITISH CANNED SALMON MARKET.

Although the business doing in salmon on the spot is quite of a hand-to-mouth character, yet the inquiry generally is better, and now that quotations are more reasonable, a great improvement in the demand may certainly be looked for. Half-pound tins are in good supply, and quotations show very little, if any, advance over the prices in 1900. Unfortunately this particular pack is less popular in the south than it is in the north, but it is hoped that present valuations will do a great deal to bring this size tin into prominence. Produce Markets' Review, July 13.

THE SARDINE MARKET.

Latest advices point out that there is a good demand for the fish from all of the best packers on the French coast, and that the fishermen have no difficulty in selling at good prices. This, coupled with the poor catch that has been effected up to the

present in Portugal, and the small existing stocks of French goods, would make it appear improbable that we shall see the very low prices that ruled in 1898-9. Produce Markets' Review.

PRUNES ON THE COAST.

Private mail advices from the Coast state: "There is some inquiry here from the East for prunes and buyers are bidding around 2c. for the 'four sizes,' and some, it is stated, have been bought around that figure for prompt shipment in a small way. Stocks are held pretty firmly by the Association, and it is believed that little can be had in the way of assortment at the 2c. basis. Futures are not attracting attention."


CANNED SALMON ON THE COAST.

On salmon The San Francisco Trade Journal has the following: "Columbia River advices continue to note an improvement in the run. It is also stated that the size of the fish average slightly larger. The run, so far as our advices tend to show, is about the same as it was at the corresponding time in 1900. We still hold to the opinion that the July and August catch will be larger than during the corresponding months last year. Puget Sound

telegraphic advices state that the run is of a scattering character. Next week the run ought to be of a more pronounced character. Cannermen on the Sound had not generally at last mail advices started up—only those started up to test their machinery to see if everything would work smoothly. The cannermen on the Sound are prepared to pack 50,000 cases a day, and will do so if the fish run. The same quantity can be packed on Fraser River. On the latter river there is the same old labor trouble."

CURRENTS EASIER IN NEW YORK.

The weakness shown in currants on the spot continues to be noticeable, although the prevailing opinion among holders is that the easier situation is temporary. It is believed that with the closing out of the few hundred barrels by the weak holder that the market will react, particularly should buying interest show improvement. In the meanwhile there is very little interest in the article at the decline. Sales aggregating some 60 barrels were reported, the bulk on the 9c. basis for Amalia grade, and a small lot at 9 1/2c. A report is current that a lower quality of Amalias is offered at 8 3/4c., the report stating that a few lots were moved ex dock on that basis. In the absence of any tone to the demand the market is decidedly quiet and somewhat easy at quotations. There is, despite the low offering of futures, 19s. for September



One Case Snider's Catsup Free.

With each 5 cases of Snider's Tomato Catsup, pints, that you purchase, we will give you one case Snider's Tomato Catsup, pints, free. The above goods to be delivered September 1, 1901.

A. F. MacLaren Imperial Cheese Co., Limited
Agents.

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CANNED MEATS.

POTTED AND DEVILLED.

ALL KINDS.

THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

shipment, no interest reported here, and so far as can be learned the only results accruing from these speculative offerings have been to unsettle the situation on spot goods. Latest reports from the other side note a favorable outlook for the new crop, and conservative estimates figure on a production of 130,000 tons, or 60,000 tons short of the average. N. Y. Journal of Commerce.

THE SAIGON RICE YIELD.

Mail advices from Saigon dated June 6 state of rice: "The predictions made at the beginning of this season as to the yield of our rice crop being some 25 per cent. below last year's harvest seem to be realized, as stocks in the interior are already said to be low and decreasing rapidly. The shortness of crop, combined with the pretensions of natives not to part with their supplies, except at enhanced prices, tend to keep our market firm and out of reach of some of the importing markets, especially Europe.

GALLON APPLES IN NEW YORK.

Quite an active interest was noted to-day in the market for gallon apples, and a considerable business for shipment on Western account was noted at a range of from \$2.05 to \$2.10 per dozen for gallons State pack. Sales in one or two lots aggregating 2,000 cases were noted, price paid being around \$2.10. Some difficulty was reported in obtaining goods on late orders, and the market is now said to be very closely cleaned up, with the few holders asking around \$2.15 to \$2.25 on gallons. It is stated that the demand from the west is the direct result of the drouth injured prospects

for the new crop both there and in this State and extreme scarcity of supplies of old crop dried, green and canned. Canned pears are also reported somewhat firmer in sympathy with the advance noted in apples. N. Y. Journal of Commerce, July 21.

FLAT COCOA MARKET.

The cable advices received from London reported that at the auction sale on the 16th inst., there was a flat market. The position of the local market has not changed in any important particular. There have been fair offerings of the extreme low grades, and they have ruled in buyers' favor, but the better grades have held about steady.

CURRENTS IN GREAT BRITAIN.

The market for currants continues moderately active and there is no further decline in prices. Although stocks are so reduced as to be only barely sufficient to supply the trade until the arrival of new fruit, the qualities on offer still show a good assortment, and market prices are accommodating themselves favorably to retail quotations. Reports of the growing crop are in all respects favorable, and it may be confidently hoped that the danger of any important reduction in quantity or deterioration in quality is now past, and that the crop for 1901 will be of a character in both respects to make up for the shortcomings of its predecessor. Quotations for new fruit show a tendency to decline from those current a few weeks ago, but this is probably accounted for by the absence of business and the desire of merchants to establish a low level for opening prices, with a view to provide a steady market during the months when consumption is heaviest. Even

at the highest estimate yet formed there are only likely to be just enough currants to supply the universal demand during the coming year without any undue pressure upon markets. Produce Markets' Review, July 13.

STRONGER TOMATO MARKET IN THE U. S.

Additional strength is shown in tomatoes, both spot and future, the views of holders here and in the South being a fraction higher than was the case early in the week. Sales in fair sized lots were reported to-day on the basis of 77 1/2c. for Maryland 3s. spot, and 75c. appears to be the ruling price in the country, although some goods are offering at 72 1/2c. cash less 1 1/2 per cent. f.o.b. On this basis some futures might be had in Aberdeen. Some packers, however, hold out strongly at 75c. cash less 1 1/2 per cent. f.o.b. shipping point. Baltimore offers on the 72 1/2c. basis regular for futures and 75c. regular for spot. The improvement in the situation is reported to be due to the increased demands on Eastern packers from Western points, a very considerable movement of goods having taken place within the last ten days. The demand for spot goods appears to be caused in part by the scarcity and high prices on fresh vegetables notably tomatoes and peas and the poor growing conditions in the west. Chicago advices to-day report that tomatoes are looking very badly in the western tomato packing belt, and in some cases growers have already abandoned the field. The danger appears to be that a protracted drouth in July will result in delaying the season and crowd the crop in September, all of which will result in lessening the pack and hurrying the labor. N. Y. Journal of Commerce.



UPTON'S Jams, Jellies and Marmalade

have a ready sale all the year round.

You will not have to explain their virtues to your customer, because the purity and unvaried quality of UPTON'S are known by everyone.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited

TORONTO GROCERS PICNIC AT OSHAWA.

THE fifteenth annual excursion and picnic of the Toronto Retail Grocers' Association, which was held at Prospect Park, Oshawa, on Wednesday, was not as well attended as have been the annual outings of the association for some years. Owing to the difficulty of chartering a boat, as has been the custom, the excursion was run by train. Owing to the extreme heat, the train trip, with its accompaniment of dirt and sultriness, did not possess the attractiveness which has made the annual event such a popular event with the trade.

But from every other standpoint than that of attendance the excursion was a thorough going success. The games, races and sports were well contested; good music was provided by the Oshawa orchestra; the day and the park were almost ideal, though possibly rather warm, and the party had ample time in Oshawa, yet arrived home in good time.

After the excursionists had arrived at Prospect Park, and before the commencement of the games, Mayor Fowke, on behalf of Oshawa in general, and the merchants of the town in particular, made a short, happy address of welcome, giving to the grocers and their friends the freedom of the town—the best town in the Province, he claimed. President Panter replied briefly, thanking Mayor Fowke and the deputation accompanying him for their courtesy and accepting the invitation to take possession of the town for the day.

The event of the day was the baseball match between teams representing grocers west of Yonge street and grocers east of Yonge street.

The west end team was composed of Fred Thorne, captain; W. J. Sykes, J. Dempster, T. Clark, A. V. Bradley, T. Holmes, F. Higgins, Benj. Panter and C. Callendar, while the east end was represented by J. W. Sanderson, captain; R. W. Davies, D. J. Kelly, W. Mills, P. Roach, J. A. Farewell, J. L. Paterson, Benj. Cope and R. H. Stewart.

The east end team was rather disorganized, as Jerry Burns, the organizer of the team, and two other good players were unable to be on hand. But up to the end of the fifth innings, when the score stood 10 to 10 runs, there was little reason to consider one team better than the other. The battery of the east end seemed to be the stronger, the sensational work of the day being a running catch of a foul fly by catcher Sanderson. But poor throws by the infield at critical moments let in several runs, and in the sixth innings the west end

pulled away and eventually won out by a score of 16 to 11 runs.

To many of those present the quilt tournament proved of even greater importance and interest than the baseball game. There were eighteen entries for the championship of the trade, and though a good part of the morning and nearly all the afternoon was spent by the contestants in playing off it became too late for the semi-finals, and J. Pearson, R. B. Snow, C. H. Wilson and S. R. Richardson drew for the respective prizes, winning in the order named. T. Holmes won fifth place. Many of the events were keenly contested and decidedly close, some really strong players being defeated in the early stages.

Possibly the most laughable event was the lady's washing contest, each contestant washing a soiled towel and hanging it up to dry. The judges, T. H. Smith and Wm. Radcliffe, decided not merely from the standpoint of speed, but also took into consideration the quality of the work done. Small tubs, washboards, etc., were provided, and from the word to start to the time the first towel was on the line, 43 seconds in all, the stand upon which the washing was done was a scene of bustling activity. The winners of the event were; 1st, Mrs. Farrow, Oshawa; 2nd, Mrs. Callendar, Toronto; 3rd, Mrs. Fisher, Oshawa; 4th, Mrs. West, Oshawa; 5th, Mrs. Geo. Smith, Toronto; 6th, Miss Lambert, Toronto.

Another event which excited considerable interest was a cheese-cutting contest. In this event each contestant had to cut off at least $\frac{1}{4}$ lb. cheese, and to estimate its value at 15c. per lb. The cheese was then weighed, the person estimating the weight of cheese to be winner. Over 30 persons entered the contest. Two people, Mrs. Farquharson and J. C. Phillips, estimated correctly, and D. McLean and R. W. Davies within an eighth of a cent of the exact value. These cut again, and Mr. Phillips won first; Mrs. Farquharson second and Mr. McLean third.

Further variety was added to the sports by making use of an "Aunt Sally" fixture on the grounds. The first contest was open to wholesale fruit dealers. The winners were: J. J. Ryan with a score of 30, M. P. Clemes with a score of 20 and Geo. Carlton of 15. Several challenge matches were then fought off, fun being provided for the crowd for nearly an hour.

The winners of the various races were as follows:

100 yards' foot race, unmarried members—1, Fred. Thorne; 2, R. W. Davies; 3, A. V. Bradley; 4, J. L. Paterson.

100 yards' foot race, married members—1, C. Callendar; 2, J. Nolan; 3, T. Holmes; 4, T. Clark.

100 yards' foot race, Toronto city travellers—1, R. Scott; 2, S. H. Moore; 3, W. Mills.

25 yards' backward race, members—1, J. L. Paterson; 2, F. Thorne; 3, C. Callendar.

Girls' race—1, Amelia Venini, Oshawa; 2, Irene Gray, Oshawa; 3, Annie Murray, Oshawa; 4, Martha Cowdy, Toronto.

Three-legged race, grocers and travellers—1, F. Thorne and R. Scott; 2, W. Mills and C. Callendar.

Potato race, wholesale and retail grocers' employes—1, W. Mills; 2, W. J. Parks; 3, Lewis Irving.

200 yards' hurdle race, members—1, J. Nolan; 2, J. L. Paterson; 3, R. W. Davies.

Consolation race, members—1, J. Dempster; 2, W. J. Sykes; 3, F. Higgins; 4, J. Blood.

Simultaneous with the running of the games, the orchestra was providing music in one of the pavilions, and many of the ladies and gentlemen enjoyed a good porportion of the afternoon dancing. An impromptu game of basket ball, in which F. W. Johnson, J. Dempster, D. W. Clark and W. J. Sykes were strong players furnished much amusement. Several hundred made a guess as to the number of coffee beans in a jar. The guesses ranged from 500 to 10,000, but several came very close to the actual number, 2,562, the winner of the gentleman's prize, Mr. J. Anderson, being three from the count, and of the lady's prize, Mrs. John Hays, being nine figures too low.

As there were no entries for the Grocery Clerks and Drivers' Race, this event was changed to an "Aunt Sally" contest for members, the winners being J. McKay, 1st; A. R. Williamson, 2nd, and Secretary McKinnon, 3rd.

After the games were over the excursionists took possession of Oshawa, the principal centre of interest being the Oshawa Canning Factory, where many of the grocers were initiated into the mysteries of canning, and were permitted to sample the superior quality of peas and strawberries which the company have recently put up.

NOTES OF THE DAY.

D. W. Clark, chairman of the games committee, was kept busy all day.

J. S. Bond and John Butcher should have been on the musical committee.

There should be another baseball game between the east end and the west end.

All the excursionists spoke highly of Prospect Park and its manager, E. S. Edmondson.

The lateness of the raspberry season kept several grocers away who otherwise would have been there.

Frank Everist, M. P. Clemes and Cameron Husband, as judges, and J. T. Schoales, as starter, proved excellent officials.

An impromptu handicap race for the "veterans" was held. F. Hall was an easy winner. Wm. Radcliffe, from scratch, made a game race, but did not catch the leaders.

William Radcliffe and C. Husband "jollied" the grand stand before the games started. They got a dollar out of the crowd and had some impromptu races for the smaller youngsters.

Jerry Burns did not attend on account of the sudden death of his brother in Hamilton. General regret at his absence and sympathy for him on account of the cause was expressed when the facts became known.

TWO GOOD LINES FOR SUMMER TRADE.**EAT****"WHEAT-OS"**

THE IDEAL WHEAT BREAKFAST FOOD.

DRINK**"SOVEREIGN"**

LIME JUICE — RASPBERRY VINEGAR — AND FRUIT SYRUPS.

SOLE SELLING AGENTS—

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

WHOLESALE GROCERS,

TORONTO.**SNEAK BUSINESS.**

Editor CANADIAN GROCER,—I hear of some people, or, at any rate, travellers, who intend "doing" the retail trade during the travellers' holidays. If such an "article" turns up I trust he will be treated the same way as a "similiar one" was last season. There are travellers and there are travellers. WATCH DOG.

PERSONAL MENTION.

Mr. George Hilton, of Winnipeg, who is opening up a manufacturers' agency there and who has been in Toronto for two weeks is in Montreal this week for the purpose of negotiating with manufacturers and others who may want representatives in the "Prairie City."

THE OTTAWA GROCERS' EXCURSION.

The executive committee of the Ottawa Retail Grocers' Association, composed of Messrs. H. W. Booth, Wm. York and M. H. McVeity, journeyed to Cornwall the other day to complete arrangements for

their excursion to Stanley Island, which will take place on August 14. The committee decided to go via Ottawa and New York Railway to Cornwall and from there take the steamer Filgate to the island. The Wednesday half holiday has been more successful than was anticipated. Over 30 stores closed last week, and it is expected that a large number will observe the holiday hereafter.

INQUIRIES AND ANSWERS.

WHO OPERATES IN FROZEN POULTRY?

A London, Eng., firm writes:

Gentlemen,—In thanking you for your copies of the May 31 issue of THE CANADIAN GROCER, which I find a most excellent and useful work, it occurs to me that you might publish some books or periodicals pertaining to poultry, and might also be able and willing to send me the names of some of the largest operators in fowls, which are now being frozen for the English market in some parts of Canada.

[Remarks: Can any of our readers furnish us with the names of operators in frozen fowls for the British market?—THE EDITOR.]

The Grocers' Wholesale Company, Limited, Hamilton, held its general meeting at the Waldorf hotel on Tuesday. After the directors had been elected and other business transacted the shareholders inspected the warehouse and offices which are in course of construction and expressed themselves well pleased with what they saw.

CURIOUS ANALYTICAL RESULTS.

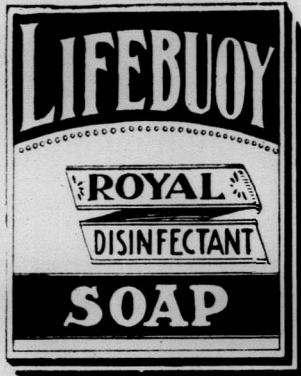
In his latest report to the Birmingham Health Authorities Dr. Alfred Hill refers at length to a sample of coffee which gave very curious analytical results. Part of the sample received from the inspector contained 31 per cent. of chicory, but the other part had only 20 per cent., and Dr. Hill certified it to be adulterated to the extent of 20 per cent. The defendant had the portion of the sample which was left with him analyzed, and the chemist found 5 per cent. of chicory. After the case had been heard the third sample was obtained from the inspector, and was found to contain only a very small proportion of chicory, not more than 1 per cent. Inquiries led to the knowledge that when the sample was sold the bulk of it was taken from a box which was emptied, and the remaining quantity necessary to make up the weight was taken from a canister. It appears probable, Dr. Hill says, that the greater part of the sample taken from the box was pure coffee, and that the small quantity from the canister was either chicory or a mixture of chicory and coffee. The sample was evidently not properly mixed, so that the three parts into which it was divided contained chicory in various proportions. Dr. Hill remarks that if the portion containing only 1 per cent. of chicory had been sent to the Government chemist at Somerset House, and reported on as practically genuine, there would probably have been some very strong remarks made upon the carelessness or incompetence of the public analyst who found 20 per cent. of chicory in a sample of coffee that should not contain any. The moral is that samples should be properly mixed before division.

CROSSE & BLACKWELL'S
CANDIED PEELS—New Season's.

Reduction in prices of
2/- per cwt. all kinds.

C. E. COLSON & SON,

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

AN APPEAL TO CONSUMERS.

AS the readers of THE CANADIAN GROCER are doubtless aware, an active movement is on foot in St. John, N.B., for shorter hours for grocers. And the movement is receiving the hearty support of the local press. In a recent issue The St. John Sun made an appeal to the consuming public to assist in the movement by shopping earlier. And the appeal is so strong that we herewith reproduce it. It reads:

So far as can be learned by the published lists and in other ways, the majority of the grocers are in sympathy with the movement of their clerks for shorter hours. Their interest is much the same, for nearly all proprietors of grocery stores are themselves salesmen. They make no more money by keeping the shop open for two-thirds of the 24 hours. No matter how long the shops are open, people will buy what they need, or what they can afford to pay for. The aggregate grocer's bill of the town would not be larger if the shops were open all night, or smaller if they closed at seven, or six, or any other early hour. An individual dealer might lose trade if he should close early and his neighbor should be open in the evening, but a general early closing would leave all on about the same basis that they are now. There is no doubt that if the dealers were satisfied that their customers would not be displeased and inconvenienced, they would readily fall in with the early-closing movement, provided each one were sure that all the rest would close. No traders in St. John are more accommodating, or take more

trouble to meet the needs and the convenience of purchasers than the grocers and their clerks. They send home the smallest purchases at the most inconvenient times. They compass sea and land to provide the customer with what he wants. They are liberal—perhaps too much so—with credit. If they hesitate to close their shops in the evening, it is because they think that the people want to buy in the evening. But the purchasers can supply their wants in the day time, and the proof is with the people themselves. Let them do their buying before seven and the grocers will not keep their shops open till all hours of night. They are not in business for fun, and a rest will be worth as much to them as to the clerks. They will get better service too, for if the grocery salesmen are called upon to give a much longer day than clerks or employes in other lines of activity, men will not be attracted to that service, or if they are they will require larger inducements.

If there were many as warm, able, and influential advocates of early closing among the daily press of the country as The St. John Sun, grocers would soon have little or no excuse for keeping their stores open the long hours they now do. Grocers should paste The Sun's article up in a prominent place in their stores for the perusal of their customers.

At a meeting of the Grocers' Federation Conference in Brighton, Eng., the other day, a good deal of attention was given to the question of "Grocers and Christmas Boxes." Rather a cold weather subject for a hot weather season.

A BIG SALMON COMBINATION.

AFTER lengthy negotiations the combination among the salmon canning interests of Puget Sound and Alaska has at last been consummated, letters patent having been filed a few days ago in Trenton, N.J., the centre from which nearly all the great combinations in the United States have derived their authority.

The combination is an extensive one. It composes 17 canning companies in Alaska and on Puget Sound, and it is said the total number of subordinate companies will reach 30. The authorized capital stock is \$32,000,000.

The New York banking firm of J. P. Morgan & Co., that organized the great steel combination and negotiated the purchase of the Leyland Line of steamers, have had a hand in the formation of the canned salmon combination. The well-known salmon-canning firms of Delafield, McGovern & Co., and J. W. Seligman & Co. were also prominent in the negotiations.

MANUFACTURERS' REPRESENTATIVES.

THERE are many manufacturers whose business does not warrant them keeping a traveller out on the road, but who, nevertheless, lose a great deal of trade which might be theirs were they represented at the right place.

For instance, there are many articles which the trade will not keep in stock, because the demand is so limited that the small storekeeper cannot afford to carry them. True, he generally knows some leading house from which to get them if called for, but this sort of trade lacks the active sympathy which is required to sell goods in these days of keen competition.

A remedy suggested, and one which does not seem unlikely, is for the manufacturer to secure the services of a local member in his particular line of trade, in every city, town and village in the country to act as agent for him and push the sale of his articles whenever possible.

To do this he might advertise through the trade press offering liberal commissions to agents for business so obtained, thus reaching and keeping constantly in touch with the storekeeper in every part of the country.

The remedy is a simple one, and might easily be put into operation and given a fair trial.

BRITISH TEA IN AUSTRALIA.

One of the features of the trade in Indian and Ceylon teas is the increased consumption of these teas in Australia. This is evident from a glance at the following table showing the exports of Indian, Ceylon and China teas direct to Australia during the year ending April last and the corresponding two years:

	1900-1901.	1899	1898.
	lb.	lb.	lb.
Indian	10,129,028	8,301,839	6,327,817
Ceylon	19,207,929	15,349,144	15,105,000
China	6,770,684	6,517,406	5,800,000
Total	36,113,641	30,168,389	27,232,817

Australia is, per head of population, the greatest tea-consuming nation, next to Great Britain, in the world.

GET UP STEAM.

It does not matter how much ability a man may have, the measure of his success in business, or in any other vocation, will be in proportion to the energy he displays and the enterprise he develops.

A man, like a locomotive, is of very little use until steam is up.

THE PAST SEASON'S MARKET.

TO those wholesalers or retailers who carry heavy stocks of groceries and to those who make a practice of speculating in some of the many lines coming under this term, a review of the grocery markets for the past year must be a recreation not altogether pleasant. Yet the ups and downs of the market, unfortunately, mostly the latter, have not been without interest or results and certainly should not be forgotten by a shrewd business man.

We believe we are safe in saying that there is not one grocer that has congratulated himself on his heavy purchases of last fall. First and foremost came the drop in fruits. It was seen long before Christmas arrived that they were not going to sell half as well as in previous years. The cause of the disturbance was the light crop and high price of currants, and it seems one of the ironies of the fates that this was one of the few lines on which little money was lost or perhaps some was won by our Canadian investors. But the high price of currants coupled with climatic evils had its effect on the raisin market. Prices sagged, indeed, out of sight for a time, and when they reappeared it would cost 9 1/2c. to lay fine-off stalk down on this market. Fortunately our wholesale houses "got in" at much lower figures. But although they bought comparatively lightly, the goods refused to go at 9c., then at 8c., then at 7c., then at 6c., and finally at 5c. they have been proving themselves to be only a drug.

Last week 4,000 boxes of raisins sold in Montreal at such a price as to allow the buyer to resell to the retail trade at 3 1/2c. per lb. and make a profit. This fruit may not be first class, but at least one house is selling good stuff at \$1.20 per 28 lb. box—not much more. The loss on these goods must be more than one-third of the cost.

The high price of Valencia raisins and currants had its inflating effect on other values which could do nothing but collapse. To-day we know a dealer who is selling Sultana raisins at 8 3/4c. that cost him 10c., and Californians at 6c. that cost him 8c. Prunes have declined from 2c. per lb. on the higher grades to 1 1/2c. per lb. on the lower grades, robbing our merchants of the bulk of their profit. Fortunately, fancy raisins were imported but lightly and few were sacrificed. But taking it all in all this is certainly a record for a deporalized spring dried fruit market. And yet we are not touching upon the "cut prices" that prevailed during fire sales.

Then there is canned goods. Something got into the canned goods eating apparatus of the people and vegetables refused to move at profitable or even cost figures and, finally, were being sold at 7 1/2c. per doz. below canners' figures. The market has taken a better turn to about this extent,

but even yet where does the profit come in? And several lines of fruits dropped about 20c. a dozen in the same period.

Then comes molasses. Last fall the jobbing price for 50-punchon lots was 38c. and it was being shipped in single punchcons at 41c. per gallon. Stocks in Canada were supposed to be very short; it was feared that there would be hardly enough to supply the demand. But as ill-luck would have it, no demand came, and when new crop prices were announced dealers found themselves still burdened with a last year's dead weight. The opening price at the Island was 15c. first cost; which declined in some weeks to 9c., and finally settled at 11c. This meant a drop of 12c. on the local market, and the resultant losses mounted up to the tens of thousands of dollars. One house alone, noted for its prudence and foresight, is said to have dropped \$3,300.

Then again the tea market acted most arbitrarily. Last year statistics showed that Canada was importing less Japan tea than usual, and some of our best importers naturally concluded that high-grade Japan teas would be good property this spring. But the tea market assumed a chronic dullness and the expected rise developed into a slight tumble and where sales have been made of late, we have dealers' statements for it, that only the cost has been redeemed.

We do not wish to gloat over these misfortunes, but we feel they should be reviewed by sane business men. Above all they show the necessity that lies on a business man of being a thorough student of the market.

Another reason for the review is the explanation it gives of the change that has come over the attitude of buyers, both wholesale and retail. It is now an open secret that the orders being placed for canned goods for fall by the jobber have been very light and by the retailer almost nil.

ARE THERE DISHONORABLE TRAVELLERS?

AS we have already announced, nearly all the wholesale grocers, spice dealers and woodenware manufacturers will give their travellers a holiday from August 5 to 17 inclusive. There are rumors abroad, however, to the effect that a traveller here and there will endeavor to take advantage of the absence of his confidantes from the road to do business. It is said that some will even do this who represent houses that have signed the agreement.

We most heartily hope that the rumors have no foundation in fact. The holiday is one that has been so generally endorsed by not only those directly interested but by

retail organizations as well, that it is to be hoped that no house will do anything or allow anything to be done which will only tend to mar the occasion or that will savor of dishonorable practice.

While the travellers are holidaying, could not a portion of the office staff be spared at the same time? It would certainly increase the popularity of the holiday. We understand such a practice is in vogue in Glasgow and a few other cities in Great Britain.

WILL THE BISCUIT FACTORIES AMALGAMATE?

FROM a New York source comes the announcement that a movement is on foot to amalgamate the biscuit factories of Canada.

"The Canadian Grocer" learns that there has been a movement on foot for some time to include not only the biscuit manufacturers, but the confectionery manufacturers as well.

In pursuance of this object an option has been held on a number of the concerns for some time. The options, it was originally intended, should expire on July 1, but we learn that they have now been extended to the autumn.

All but two concerns, we have been given to understand, are in favor of the scheme.

It is held by some that The Biscuit Trust of the United States is behind the scheme. One thing is certain at any rate, and that is that those who are promoting it are citizens of the United States.

Whether the amalgamation will be consummated or not remains to be seen. At present the outlook is not the most promising, due largely to the fact that one of the manufacturers who has refused to cooperate is the largest in Canada.

Biscuit manufacturing is one of the industries which has developed materially in Canada during the past ten years. And not only is the home demand largely supplied by the home factories, but a promising export trade is being developed. As quite a few Canadian biscuits have been going into the United States, and particularly into New York, we may perhaps therein find an explanation for the desire of The Biscuit Trust across the border to amalgamate and control the industry in this country.

THE COFFEE CONTEST.

The coffee essay contest closed on the 20th inst. Several essays were submitted and the result will be announced as soon as the judges have completed their labors.

Judicious advertising has often proved a good tonic for a debilitated business.

CANADA AND THE RECIPROCITY QUESTION.

RECIPROCITY is a question which is again receiving some attention from commercial organizations in the United States. A short time ago The National Association of Manufacturers' in session at Detroit adopted a resolution recommending the calling of a general convention for the consideration of reciprocity treaties with foreign countries. Since then two important and influential commercial bodies in the United States have adopted resolutions asking the President and Congress to take steps to negotiate a reciprocity treaty with Canada. The one was The Boston Chamber of Commerce and the other The Merchants' Association of New York.

The business men across the border realize that self-contained and all as the United States is, it is not altogether independent of other nations for the development of its trade and commerce. One gathers that from a perusal of the reciprocity resolutions recently adopted, and particularly from that of The Merchants' Association of New York.

"The manufactured products of the United States," reads the preamble of that resolution, "are constantly increasing and are already exceeding the demands of home consumption; and whereas this over-production is a serious and growing menace to the commercial interests of this country; and whereas the opening of foreign markets upon such terms and conditions as will enable the manufacturers of this country to dispose of their product advantageously therein will furnish a preventative for this threatening evil. . . . Resolved.—The Merchants' Association of New York hereby urges upon the President and Congress that such immediate steps be taken as in their judgment will result in the consummation of a mutually advantageous reciprocal trade agreement between the United States and Canada."

The resolution adopted by The Boston Chamber of Commerce is little less emphatic in regard to the importance of foreign markets, and recognizes equally as fully the importance of Canada's trade. "Canada," it says, "is our nearest, and, in some respects our best foreign market."

The export trade of the United States during the fiscal year recently ended was nearly \$1,500,000,000 and the excess of exports over imports nearly \$665,000,000. Compared with ten years ago the increase is enormous. But while the conditions are so satisfactory it is the future that is causing uneasiness to the commercial interests of the United States.

The attitude of the United States towards other nations, in a commercial sense,

has been that of the ancient Jews toward the Samaritans. They wanted no dealings with them, with this difference: The United States wanted to sell to other nations, but she did not want to buy from them. And in order that she might not buy from them she has surrounded herself with a Customs tariff which averages about 55 per cent.—about double that of the Canadian tariff.

This policy was irritating at all times, but it became increasingly so as the products of United States factories invaded in larger volume the markets of Europe. Now, nearly every nation in Continental Europe is up in arms, in a commercial sense, against the United States; and leagues and other devices against that country are openly and vigorously advocated. Many of them are visionary and impracticable, no doubt, but there is more than a possibility that some of them will crystalize into something that will be anything but helpful to the export trade of the United States.

"We see," said the President of The National Association of Manufacturers, in his address at Detroit, "industrial Germany aroused and alarmed by the encroachment of American competition. . . . We see Russia incensed because her friendly efforts to secure commercial courtesies in return for valuable concessions extended to us have been cavalierly ignored and great injustice done to her. France has waited patiently for nearly two years to give us abundant time to consider propositions touching mutual trade concessions. . . . Even Austria and Switzerland . . . are expressing with much emphasis their dissatisfaction with our national policy which seeks to obtain all possible trade advantages and yet is unwilling to concede any favors in return."

One, too, cannot but be struck in perusing the trade and daily press of Great Britain to notice that in that country there is developing a sentiment in favor of something being done in the way of legislation or combinations to meet the competition of the country with the jug-handled trade policy.

In Canada we are not sufficiently concerned to be actively interested in the movement across the border for reciprocity, even as far as it relates to this country. At present at any rate we do not consider it within the pale of practical politics. There was at one time a strong sentiment in this country in favor of reciprocity with the United States, and possibly if it was thought that there was any likelihood of such a treaty, and particularly an equitable one, being forthcoming we might again be in favor of it. But we have not at present the slightest belief that Congress will adopt a reciprocity treaty, and particularly one

that would be fair to Canada. Of course, we may be mistaken in our premise, just as the people were 47 years ago when Lord Elgin, contrary to their expectations, successfully negotiated the reciprocity treaty of 1854. But in the meantime we are afraid that no good thing can come out of Nazareth.

Canada's efforts are now centred in developing her trade with the countries within the Empire to which we belong and not so much that of the continent to which we belong, thanks to the McKinley and the Dingley tariffs, with the result that 60.60 per cent. of our total exports now go to Great Britain against 52.91 in 1890, while the proportion to the United States is only 30.66. As to our export trade to the countries within the Empire, in 1896 it was \$71,109,278 and in 1900 it was \$114,781,217. Our export trade to the United States for the two periods was \$31,160,128 and \$51,501,391 respectively.

If the United States offers us a fair reciprocity tariff business commonsense demands that we at least give it careful consideration. But, as Hon. George Brown said in 1865, when the question of renewing the reciprocity treaty with the United States was being considered, "It is the place of the Americans to approach us with a proposition." Public sentiment in Canada would not countenance for one moment the initiative being taken by our statesmen.

CANADA'S FOREIGN TRADE.

Canada's foreign trade during the past ten years has increased over 80 per cent. This is shown by the unrevised official returns just issued for the fiscal year ending June 30 last, the figures being \$394,000,000 for 1901 and \$218,384,934 for 1891.

The growth is all the more significant when it is remembered that during the previous decade it was scarcely 8 per cent.

There is an increase over 1900 in both exports and imports. The exports last year of goods, the produce of Canada, were \$170,642,369, and this year, according to the unrevised statement, they were \$177,639,192.

The growth of the export trade is one of the most striking in the commercial history of the country, it having, during the last ten years, doubled.

The exports during 1901 compared with 1891 were as follows:

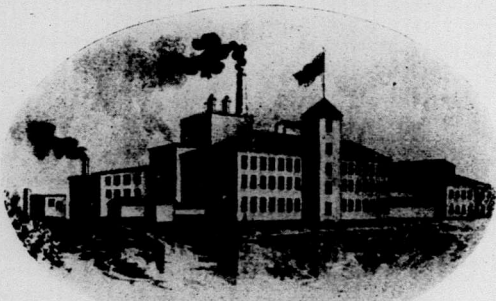
	1901.	1891.
Mine	\$39,982,573	\$ 5,784,143
Fisheries	10,720,352	9,715,401
Forest.....	30,003,857	24,282,015
Animals and their produce	55,499,527	25,967,741
Agricultural products....	24,977,662	13,666,858
Manufactures	16,012,502	6,296,249
Miscellaneous.....	44,642	45,337
Coin and bullion.....	398,077	129,328
Total.....	\$177,639,192	\$88,801,066

"A Proposition for the Earnest Merchant."

Of course you're interested in the newspaper publicity of "Ceylon Green Teas" versus "Japans," their claims and counter claims, with all the argument to date in favor of the young "Rival." This is all right so far as it goes, but it don't go far enough. You've tried Japans, with your customers, now try a sample case of "SALADA" UNCOLORED CEYLON GREEN, we'll take all chances on its sale, prepaying all transportation charges AND GUARANTEE MONEY BACK AT ANY TIME IF YOU WANT IT.

If it isn't a better Tea than any Japan, at any price } Then
 If it doesn't please customers better and help make new ones } Facts Lie

Samples for the asking } "Salada"--Toronto and Montreal.
 Don't be bashful }



YOU CAN BUY

Lily White Gloss Starch

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

The best starch in the handsomest packages.

The Brantford Starch Works, Limited, BRANTFORD, ONT.

MAY SEEM EARLY

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

THE CANADA BISCUIT COMPANY, Limited

King and Bathurst Streets, Toronto.

MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

Toronto, July 25, 1901.

GROCERIES.

SUGAR is perhaps not as active as it should be for this time of the year, but taking it all round the wholesale grocery trade is fairly brisk. Canned vegetables is the most interesting line at the moment on account of the attention that is being given to last season's pack, a good many transactions in which have taken place during the week. In teas, a fair business is being done on retail account, but wholesalers are operating but sparingly. Coffees are quiet and weak. Currants continue steady and Valencia raisins weak. There is a fair demand for the former. The demand for prunes is gradually falling off. Spices are in fair request for pickling purposes. In both rice and tapioca the demand is fair. Trade conditions generally throughout the country are fairly good. The railway earnings and the bank returns are favorable and the crop prospects continue promising.

CANNED GOODS.

The canned vegetable situation, as far as spot goods are concerned, shows increasing strength. Wholesalers have been free buyers during the week, with the result that stocks in first hands must be greatly reduced. There is a firmer feeling in regard to prices on spot goods. Although there is yet no quotable change in figures wholesalers are now able to make sales without cutting prices. There have been some sales of canned tomatoes to retailers as low as 77½c. during the past week, but the lowest figure we hear quoted, as a rule, is 80c., while the range is up to 85c. for some brands. It is generally conceded that the pea pack is a short one, and several packers have notified the wholesalers that they will not be able to fill the whole of their orders for the sifted description. Some of the wholesalers are quoting sifted peas at \$1.20 to arrive. One house refused 75c. this week for 100 cases of ordinary peas. The ruling price

is 80c. Corn is quoted at 75 to 80c. per doz. On account of the dry weather the bean pack is not promising well. One packer in the west advises that the bean crop will be one-half short. The expectation of a short crop has also stimulated the demand for old-pack goods, and there have been quite a few transactions at the syndicate prices. Little or nothing is being done in canned vegetables of any kind on future account. The quotations for futures are 85 to 87½c. per doz. for tomatoes; 80 to 82½c. for peas and corn, and 80c. for beans. Canned fruits are quiet. Raspberries and strawberries are being quoted to the retail trade as follows: Strawberries, \$1.50 in syrup and \$1.75 preserved; raspberries, \$1.45 in syrup and \$1.70 preserved.

There is a good sorting-up demand for canned salmon, but little or nothing is being done on future account; and not much may be expected until something more definite is known in regard to the pack. As the trade is doubtless aware, the

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

strike among the fishermen has been settled on the basis of 12½c. per fish for one-quarter of the pack and 10c. for the balance. Spot salmon is quoted at \$1.60 to \$1.65 for Fraser River sockeye, \$1.50 to \$1.55 for northern sockeye, and \$1.20 to \$1.25 for cohoes. Fraser River sockeye for future delivery is still quoted at \$1.45 for less than 10-case lots, and \$1.42½ for 10-case lots and over. Northern sockeye for future delivery is quoted at \$1.30 for less than 10 cases, and \$1.25 for 10 cases and over.

COFFEE.

The crop movement of Brazilian coffee is large and prices are in consequence weak. Mild coffees are also easy. Locally there have been a few operations on importation account, but business on retail account is falling off; and little has been done during the past week. We quote: Green Rio, No. 7, 7¾c.; No. 6, 8¾c.; No. 5, 8¾c.; No. 4, 9¾c.

SYRUPS AND MOLASSES.

Business is seasonably quiet in both syrup and molasses. We quote: Corn syrups, barrels, 3c. per lb.; half-barrels,

3½c.; kegs, 3¼c.; pails, \$1.40 each for three gallons, \$1.05 for 2 gallons. Sugar syrups range from 30 to 37c. per gallon, and New Orleans molasses at 23c. upward.

RICE AND TAPIOCA.

The demand is fairly good for both rice and tapioca. B rice is quoted at 3½c. per lb. and Japan and Java rice at 5½ to 6c.; tapioca 4¼ to 4½c.

SPICES.

The demand for pickling spices is good. Pepper is in the usual steady demand. The outside spice markets rule quiet and steady.

TEAS.

A recent cable advance from Yokohama, Japan, reports that the price of tea there still rules high. A peculiar feature of the market, however, is the fact that old teas are being sold at about 2c. below what they cost last year, while to duplicate them today with new teas would cost 2½ to 3½c. higher. Advices from Chicago say that the figures at which first crop Japan teas are selling are slightly below cost. "But we believe," say the advices, "that when the conditions of affairs prevailing in Japan are known here our market will advance and especially affect the lower grades. Advices from Shanghai regarding the opening of the market for gunpowder teas say that prices were 2 to 3c. per lb. above the opening figures of last year. On the local market very little business is being done from first hands in Indian and Ceylon black teas, wholesalers not being inclined to operate except at low figures. Very little has been done in Ceylon green teas during the week. Mail advices from London, England, under date of July 12, say that the auctions of Indian teas were again light, and that the scarcity of useful liquoring medium tea from 6d. to 10d. per lb. was producing a better market for such grades with prices showing a hardening tendency. Supplies at the auction of Ceylon teas were also smaller and prices showed a slight improvement.

SUGAR.

Since our last issue the sugar market has assumed a much better position. Beet sugar is 4½d. dearer, being quoted at 9s. 7½d. and centrifugal sugars in New York lost 1 32c. per lb. but regained it on July 23 by the sale of a cargo at 4 3 16c., duty paid. The New York refined market has assumed a firmer tone. The Trust has announced that its lowest

quotation is 5.45c. per lb., but the independent refineries are still 10c. below that figure. On the local market there is a little more inquiry and prices are firm.

NUTS.

Quotations received for new crop Tarragon almonds and Grenoble walnuts indicate that the supply is considered sufficient for all purposes. The filbert crop promises well.

FOREIGN DRIED FRUITS.

CURRANTS—Hancock & Wood advise that crops are progressing well; indeed, no malady has appeared, and they think they have escaped this drawback altogether. Fruit looks healthy and is plentiful, and they expect a crop of fully 150,000 tons. If a retention is put on of 15 per cent. there will be 128,000 tons available for export. Locally, the demand for currants is fair for small sorting-up lots. Some shipments have recently come to hand, but stocks are still decidedly low. Wholesalers report that they have no difficulty in getting 10c. per lb. for the lowest grades. Ruling prices for good sound fruit are: Filiatras, 10c.; Patras, 11c.; Vostizzas, 12c. for 2 crown and 14c. for 5 crown.

VALENCIA RAISINS—The local market is dull and weak at 5½ to 6½c. per lb. for fine off stalk, and 6 to 7½c. for selected, according to brand. Advices from Mr. John D. Arguimbau are to the effect that the crops in several districts have suffered considerably from storms and hail, which has destroyed a considerable quantity of the fruit. In other districts the crop is reported in very good condition, rains having been very beneficial to the vines, and, as a result, quality of the fruit is expected to be fine and the fruit large.

SULTANA RAISINS—Shipments of Sultana raisins have come to hand during the past week, and some good deliveries have been made to the baking trade. Last advices say there was fine settled weather, and, as a result, it is probable that the yield will exceed the present estimate of 25,000 tons. Stocks held over are exhausted, and dealers have every interest in opening the market at a low level of values, which will enable them to realize a profit on their purchases in the interior.

FIGS—Wholesalers report that they have met with poor success this season in trying to sell Eleme figs to arrive. Crop conditions in Smyrna continue favorable.

PRUNES—The demand continues to fall off, and although trade is small it is larger than is usual at this time of the year. Californian prunes are quoted at the following prices: 30-40's, 8 to 8½c.; 40-50's, 7½ to 8c.; 50-60's, 7 to 7½c.; 60-70's, 6½ to 7c.; 70-80's, 6 to 6½c.; 80-90's, 5½ to 6c.; 90-100's, 5 to 5½c. French prunes, 3½ to 4c.

GREEN FRUITS.

The supply of cherries is not a very great one, and prices have gone up to 90c. to \$1.25, an advance of 15c. Raspberries, black or red, are not plentiful either, though prices a few days ago went down to 7 to 9c., and, so far, have not risen. Strawberries are done. Red currants are in good demand at 40 to 60c., an advance of 10c. Gooseberries still sell at 50 to 60c., and blueberries at 75c. to \$1. Lemons are

50c. per box higher, \$5 being now the ruling price. Oranges remain steady at \$3 50. A good supply of late Valencias are in. Bananas are in good demand at \$1.75 to \$2.25. Watermelons remain at 30 to 40c. each, in moderate demand. A few American muskmelons are coming in, but prices are so irregular, owing to the condition of the fruit, that any satisfactory quotations are impossible. They run from \$1.55 on some low lines up to \$3 for the best. Pineapples continue at \$3 25 to \$3.75 per crate.

COUNTRY PRODUCE.

EGGS—There is still a great shrinkage. Prices for fresh candled stock are 12 to 13c.

BEANS—There is still a rather dull market. We quote \$1.60 to \$1.65 for hand-picked and \$1.50 to \$1.60 for primes.

HONEY—Some honey is commencing to arrive at the following prices: New extracted clover, 7 to 8c.; No. 1 clover comb, \$1.50.

DRIED APPLES—A very dull market continues. Nominally prices are 5c. for evaporated, and 3 to 3½c. for dried.

POTATOES—Old potatoes remain at 35 to 40c. per bag, but prices are practically nominal. A fair supply of new potatoes at \$1.20 to \$1.35 per bushel are in good demand.

LIVE POULTRY—July prices for ducklings and spring chickens (not under 2 lb. each) as quoted by the Canadian Produce Co., Toronto, are 8c. per lb. For hens (including last year's) 4c. per lb. is offered.

DRESSED POULTRY—No quotations can be given, as commission men are doing no trade at all in them. They could not handle them during the present hot weather.

BUTTER AND CHEESE.

BUTTER—A good deal of butter continues to arrive in poor condition. Outside of the best quality, for which there is a good market, trade is rather dull and the market is somewhat easier. There have been no changes in prices. Our quotations are as follows: Dairy prints, 16 to 17c.; best tubs, 16 to 17c.; seconds, 11 to 14c.; creamery prints, 20 to 21c.; boxes, 19 to 20c.

CHEESE—There is a fair amount of business doing. For new cheese, prices are firm at 9½ to 10c. There is more old cheese than usual at this time of year, and prices are ½c. lower, now being 9½ to 10c.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN—During the last few days the wheat market has taken a boom, and at present there is rather a feverish feeling. Standing on its own merits wheat would naturally go down, but the shortage of the corn crop may send up the price of wheat. Manitoba No. 1 hard is at 81c., grinding in transit, or 79c. Toronto and west. There is not much movement on the local market. Oats are 4c. higher. We quote: Wheat, white and red, 68c.; goose, 62½c.; oats, 39c.; rye, 52 to 52½c.; barley, 47c.

FLOUR—There is still a good demand. Manitoba patents are 15c. lower, and strong bakers' has dropped 20c. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4.05; Manitoba strong bakers', \$3.75; Ontario patents, \$3.30 to \$3.60; straight roller, \$3.20.

BREAKFAST FOODS—The movement is fair and prices are steady at the following

figures: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.25 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

FISH.

There is a good demand for fish, and several kinds have advanced, owing principally to the difficulty in keeping them in hot weather. Whitefish and trout are each 1c. higher; halibut has advanced 6c., and British Columbian and sea salmon are 10c. higher. We quote as follows: Fresh fish—Speckled trout, 25c.; red snappers, 12½c.; Spanish mackerel, 12½c.; codfish, 7c.; whitefish, 8c.; trout, 8c.; halibut, 15c.; sea salmon, 25c.; haddock, 6c.; herring, 3c.; British Columbian salmon, 25c. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

VEGETABLES.

A heavy demand continues. Cauliflower has begun to be a little scarce and the cheaper grades have advanced 25c. Corn, too, is in short supply, but no change in prices has taken place. Green onions have altogether displaced old onions and are in good demand at 15 to 20c. per doz. Some Canadian tomatoes are in, and sell well at 10 to 12c. per lb. A few green apples are offered at 50c. per basket. We quote as follows: Carrots, beets and turnips, 15c.; lettuce, radishes and watercress, 25c.; mint and parsley, 20c.; cauliflower, 75c. to \$2; celery, 60 to 75c.; cabbage, 40 to 60c.; corn, 15c.; cucumbers, short, 40 to 75c.; long, \$1 to \$1.25; tomatoes, 50c. per box; butter beans, 75c. to \$1 per bushel; green onions, 15 to 25c. per doz.; Canadian tomatoes, 10 to 12c. per lb.; apples, 50c. per basket.

HIDES, SKINS AND WOOL.

HIDES—The market is weak here in sympathy with that of the United States, and a decline is looked for. No changes in prices have occurred. We quote as follows: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—Prices are steady and a fair trade is doing. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1.

WOOL—There is a moderate demand at steady prices. Our quotations are: Combining fleece, washed, 13c., and unwashed, 8c.

MARKET NOTES.

Oats have advanced 4c. Messina lemons are 50c. per box higher. White and red wheat are 3c. lower, and goose wheat 6½c. lower.

Canned vegetables in first hands have been active during the past week.

Manitoba patent flour has declined 15c., and Manitoba strong bakers' flour is 20c. lower.

Whitefish and trout are each 1c. higher; halibut 6c., and British Columbian and sea salmon each 10c. higher.

AGENCY WANTED.

A Reliable Manufacturers' Agent

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

Toronto Commission Houses.

New Messina Lemons

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

Pineapples

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

McWilliam & Everist,

Wholesale Fruit, Produce and Commission Merchants
25 and 27 Church St., TORONTO, Can.
Long Distance Phone Main 645.
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**Butter Cheese
Eggs Poultry**

Consignments Solicited.
Highest Prices. Prompt Returns.

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

Butter Wanted

In Tubs and Pails. Ship to us.

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

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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

Canadian Produce Company, of TORONTO.

WANT Every Chicken in Ontario.

GENERAL STOREKEEPERS AS AGENTS TO BUY THEM.

QUEBEC MARKETS.

Montreal, July 25, 1901.

GROCERIES.

THE midsummer trade is as active as can be expected and gives every encouragement for the fall. Sugar is somewhat stronger this week on account of a sudden advance in the raw beet market. The demand on the local market has improved and the outlook is now much brighter. The feature in canned goods is the fear of a short pack of salmon. A telegram received on Tuesday by one of the largest agencies says that the Inlet run has been a total failure so far. Fishermen had been expecting a good run this year but their anticipations are not likely to be realized. Salmon seems to be the only canned article of the new pack that wholesaler or retailer is ordering with any freedom. We understand that the demand for the new pack of vegetables and fruits has been remarkably light. The auction sale of 4,000 boxes of Valencia raisins at the wharf last Friday has appreciably affected the value of this article and prices as low as 3 1-2c. for inferior fruit are spoken of; for good sound goods 5 to 6c. is asked and obtained. The feature of the Japan tea market is a falling off in the demand at primary points.

SUGARS.

At the wharf last Friday 4,000 bags of Austrian and German sugars were sold at \$3.35 to \$3.70 per 100 lb., the lower values being on packages damaged in transit. This sale has, naturally, not tended to stiffen the local market, yet it is rather stronger than it was a week ago, due to the advance in European raw beet which is 5d. higher on the week. With the improvement in the tone of the market comes an improvement in the demand which has been rather heavy during the past few days. As before granulated is selling at \$1.50 per 100 lb. and yellows at \$3.85 to \$1.45, according to quality.

SYRUPS

But few parcels have moved forward this week. The market shows no change, corn syrup being quoted at 3 to 3 1-2c. and cane syrup at 1 1-2 to 2c.

MOLASSES.

But little interest is centred about molasses this month. It is said a few small lots have come to light at the Islands during the past few weeks, but they have brought full prices. In round lots between jobbers the ruling quotation is 27c., while to the retailers the price is 29c. per gal.

CANNED GOODS.

The feature in this line is the probability that there will be another short pack of salmon. So far the run has been decidedly discouraging. A telegram received in Montreal on Tuesday announced the Rivers Inlet pack so far as an entire failure. Although it is as yet somewhat early to place the pack at small figures, it is now reasonably certain that the large pack which the fishermen expected will not materialize. All the prices on new pack fruits are now announced and wholesalers are taking orders at \$1.50 for strawberries, \$1.40 for raspberries, \$1.40 for gooseberries, \$1.55 for pears and \$2 for 3's, \$1.20 for lombard plums and \$1.30 for green gages, \$1.70 for yellow peaches and \$2.50 for 3's, \$2.30 for sliced pineapple and \$2.45 for grated, 85c. for 3-lb. apples, and \$1.90 for gallons, \$1.80 for red pitted cherries and \$2 for whites, unpitted 20c. less. Few orders are being taken for the new goods, either fruits or vegetables. On spot vegetables are selling

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

**OLD CHUM.
SEAL OF NORTH CAROLINA
OLD GOLD**

CIGARETTES . . .

**RIOHMOND STRAIGHT CUT.
SWEET CATORAL.**

ATHLETE.

DERBY

...EVERY...

COMMISSION MERCHANT

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

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P.O. Box 731.

JOSEPH CARMAN . . .

**WHOLESALE MERCHANDISE BROKER
AND MANUFACTURERS' AGENT.**

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange
Correspondence and Agencies Solicited.

Storage, Track Facilities.

Foreign Shippers

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

E. NICHOLSON

Wholesale Commission Merchant and Broker.

115 Bannatyne St. East, Winnipeg, Canada.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.

LIMITED.

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

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

Winnipeg Advertising Agents.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

**The Roberts Advertising Agency,
WINNIPEG, CANADA**

fairly well, tomatoes being worth 80 to 82 1-2c.; corn, 75 to 80c., and peas, 75 to 80c.

SPICES.

A fair trade is being done in spices at former prices. We quote nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12 1-2 to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

RICE.

An active distributing trade is well maintained. We quote in combine district: B rice, in bags, \$3.10; in 1-2 bags, \$3.15; in 1-4 bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in 1-2 bags; \$3.10 in 1-4 bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 1-4c. per lb.

TEAS

Bulletins from Japan report a quiet market. One letter dated June 30 says: "Since our last report, the market has been comparatively quiet for the time of year and prices at the close are a trifle easier. Second crop tea is now arriving but the quality is not very desirable. The excess of settlements over last year which has heretofore been reported has disappeared, purchases now being about the same as last year." Another letter corroborates this report of the market saying: "There has been quite a falling off in the demand for teas since our last advices, transactions amounting to 11,961 piculs, as against 21,737 piculs during the corresponding period last season. The demand has been best for teas grading from good medium to finest. . . . Stocks are estimated at 8,000 piculs and consist mostly of low-grade teas, poor in cup and style of leaf. The second crop has been shown since the 18th instant. The quality of the teas so far received is about the same as first receipts last year. It is reported that the bulk of the second crop will consist of low-grade teas. Statistics show that there have been 1,239,857 lb. of Japan tea admitted into Canada this year as compared with 912,751 lb. to the same date last year. The Indian and Ceylon tea markets are steady.

The local demand for teas is improving, some fair parcels having moved out this week.

FOREIGN DRIED FRUITS.

CURRANTS—The demand for spot goods continues to be quite fair at full prices. It is estimated that only 500 tons of currants came to Canada during the past year against 2,000 tons in the previous season. Fine Filiatras are quoted at 9 1-2 to 10 1-2c.

RAISINS—A sale of 4,000 boxes of somewhat inferior Valencia fruit has affected the raisin market considerably, buyers being able to resell this fruit at 3 1-2c. per lb. and make a profit. First-class, sound fruit brings 5c. for fine off-stalk, 5 1-2c. for selected and 6c. for layers. Sultana raisins are going at 8 3-4 to 9c. Shipments of new Valencias are expected to commence about August 15.

PRUNES—Fair quantities of prunes are selling at regular quotations. Californian prunes are worth 5 to 5 1-2c. for 90's to 100's; 6 1-2 to 7 1-2c. for 60's to 70's and 7 1-2 to 8c. for 40's to 50's. French prunes are selling at 3 to 5c.

EVAPORATED FRUITS—The apricot harvest has begun in the Santa Clara Val-

ley. The quality of the fruit is A-1., but the supply of graded apricots will not be large. The demand for spot goods is but moderate.

GREEN FRUITS.

The demand for all lines of green fruits has been decidedly active during the past week. Oranges are very scarce at 75c. per box higher. Lemons are also 25 to 50c. a box more than they were last week. Raspberries are now coming in quite plentifully. We quote: Messina oranges, 200's, \$3.75 to \$4.25 per box and \$2 to \$2.25 per half box; Messina lemons, 300's, \$3.75 to \$4.25; 360's, \$3.75 to \$4 per box; Californian apples, \$3 per box; pineapples, 20 to 25c.; Tennessee tomatoes, \$1.25 to \$1.50; new Bermuda onions, \$3 per crate; Californian plums, \$1.75 to \$2 per box; peaches, \$1.75 to \$2; limes, \$1.50 per box; gooseberries, 40c. per basket; raspberries, 7 to 8c.; coconuts, \$3.25 to \$3.50 per bag of 100; Bartlett pears, \$3 to \$3.25 per box; blackberries, 8 to 9c.; huckleberries, 7 to 8c. per box; watermelons, 25 to 35c.

LIQUORS.

SCOTCH WHISKIES.

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

CANADIAN WHISKIES.

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

CHAMPAGNE.

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

	Per Case.
Comte de Castellane—	
Cuvee Reservee { Quarts	\$12 50
{ Pints	13 50
Carte d'Or	15 00

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

Victoria Fruit Merchants.

From the Atlantic to the Pacific.

OKELL & MORRIS' Whole Fruit Preserves

(Gold Medal Brands) of Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars are acknowledged the purest and best. Trade-Builders, Trade-Winners 15 Gold and Silver Medals, and 30 Diplomas for purity and excellence. Write for prices to Factory, Victoria, B.C.

Victoria B. C. Commission Merchants

PATTON & SONS

Wholesale Produce and Commission Brokers

Operating B. C. Cold Storage and Ice Works. Bonded and Free Storage.

Consignments Solicited. Advances Made on Warehouse Receipts.

AGENCIES ACOCEPTED.

Toronto Fruit Merchants.

..CALIFORNIA ORANGES..

CANADIAN BERRIES, " CHERRIES.

California Peaches, Apricots, Plums. Foreign Nuts, Dates, Figs.

ALL AT LOWEST MARKET.

HUSBAND Bros. & Co.

82 Colborne St., Toronto Telephone Numbers—Main 3428, Main 54.

CLEMES BROS.

Just Address TORONTO Everybody Knows Us

Are you going to speculate in 10 or 25 boxes Summer-Keeping

LEMONS ?

Write us about them.

FREE SAMPLE TO REMOVE STAINS FROM CLOTHING.

H AND H

TRADE MARK

THE NOW "FAMOUS" CLEANER as used by C.P.R. JAMES McINTOSH, 34 Yonge St., TORONTO

Save Money

By buying your Paper,
Paper Bags, Twines,
etc., etc., from

Douglas ^{AND} Ratcliff,

PAPER DEALERS
AND IMPORTERS

Phone 1773.

30-34 Church Street

TORONTO.

Champagne Ve Amiot—			
Carte d'Or.....	16 00		
" Blanche.....	13 00		
" d'Argent.....	10 50		
Pommery—	Quarts.	Pints.	
Sec and Extra Sec.....	\$28 00	\$30 00	
Mumm's—			
Extra Sec.....	28 00	30 00	
Moet & Chandon—			
White Seal.....	28 00	30 00	
Brut Imperial.....	31 00	33 00	
Perrier-Jouet—			
Fruit.....	28 00	30 00	
Reserve Dry.....	28 00	30 00	
GIN.			
Pollen Zoon—		Per Case.	
Red, cases of 15 bottles.....		\$9 75	
Green, " 12 ".....		4 75	
Violette, " 12 ".....		2 45	
P. Hoppe "Night Cap" Brand—			
Red, cases of 15 bottles.....		10 50	
Green, " 12 ".....		5 25	
Yellow, " 15 ".....		10 75	
Blue, " 12 ".....		5 40	
Poney, " 12 ".....		2 50	
Draught—		Per Gal.	
Hogsheads.....		\$2 95	
Quarter casks.....		3 00	
Octaves.....		1 05	
De Kuyper—			
Violet, 2 doz. cases.....		5 30	
Green, " ".....		6 00	
Red, " ".....		11 50	
White, " ".....		4 00	
Terms, net 30 days, 1 per cent. off 10 days.			
In five-case lots, freight may be prepaid.			
Key Brand—			
Red cases.....	10 25		
Green ".....	4 85		
Poney".....	2 60		
Melcher's—			
Infantes (4 doz).....	4 75		
Picnic.....	7 75		
Poney.....	2 60		
Blue cases.....	4 75		
Green ".....	5 50		
Red ".....	10 25		
Honeysuckle, sma'l.....	7 90		
large.....	15 25		

COUNTRY PRODUCE.

EGGS—The English market has not been favorable for export, but it is taking a better turn and a more advantageous market is looked for. The hot weather has spoiled quite a quantity of eggs. All receipts must now be candled. We quote: Candled stock, 11 1-2 to 12c.; and No. 2, 9 to 9 1-2c. per dozen.

HONEY—Old stock is pretty well cleared off the market and new honey is now being received. The range of prices for new white honey is 12 to 13c., while 10c. is expected to be the price later on, a good yield being expected.

POTATOES—New potatoes are in better supply and are down to \$1.10 a bag. No cars of new are expected for some time yet.

ASHES—Trade in ashes is very quiet and price steady. We quote: Firsts, \$4.25; seconds, \$3.85, and pearls, \$6.75 to \$7.25 per 100 lb.

FLOUR AND GRAIN.

FLOUR—Complaints are loud about sour and lumpy flour arriving during the past few days, due to the extreme heat. The market is quiet with sales of carlots of 90

PARAFFINE WAX

In "One Pound Cakes" for

HOUSEHOLD USE

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

QUEEN CITY OIL COMPANY, Limited, TORONTO, ONT
SAMUEL ROGERS, President.

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

"Capstan" Brand

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

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

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

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST
NUTRITIOUS.

COCOA

KEEP COOL!

Georgia Watermelons

First car of the season just arrived.

Extra Fancy Bananas, Pineapples, Oranges, Lemons.

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

arriving 3 to 5 times daily per express.

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

Hugh Walker & Son,

Wholesale Fruit
Importers,

Guelph, Ont.

per cent. patents at \$3.15 to \$3.20 on track here. We quote: Manitoba spring wheat patents, \$3.95 to \$4.20; winter wheat patents, \$3.45 to \$3.70; straight roller, \$3.15 to \$3.40; in bags, \$1.55 to \$1.65, and Manitoba strong bakers', \$3.50 to \$3.90.

GRAIN—We quote: No. 1 spring wheat, 73 to 74c. afloat July; peas, 80 1-2c.; rye, 56 1-2 to 57 1-2c.; No. 2 barley, 50 to 51c.;

oats, 36 1-2 to 37 1-2c.; buckwheat, 56 1-2 to 57c.; corn, 54 to 55c.

OATMEAL—The market is firm in sympathy with oats, but prices are irregular. We quote: \$3.65 to \$3.80 in wood and \$1.75 to \$1.85 in bags.

FEED—The market continues firm notwithstanding the more liberal offerings of green feed. Ontario bran has sold at \$13.50 to \$14, shorts, at \$15 to \$15.50, and mouil-

CORKS. CORKS. CORKS.

DO YOU REQUIRE ANY?

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

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

We offer you the very best values obtainable.

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

lic, at \$19 to \$24. Quite a little bran is being exported.

BALED HAY—The deliveries of hay have not been very heavy during the past two weeks as farmers have been busy gathering the new crop, which is very heavy. Still some has come to market, and it sold at reasonable prices. We quote: No. 1, \$11; No. 2, \$9.50 to \$10, and clover, \$9.

CHEESE AND BUTTER.

CHEESE—The market is steady to firm in tone. The supply of really high-grade stocks has been affected by the heat and the ideas of holders of finest cheese have been stiffened. For Ontario there are orders at 9 1-2 to 9 5-8c., while Townships command 9 3-8c. and Quebecs, 9 1-4 to 9 3-8c.

BUTTER—The market is steady with the same wide range to values owing to the difference in quality. For strictly finest creamery, 19 3-4c. to 20c. has been paid. Seconds and undergrades range from 18 1-2 to 19c.

NEW BRUNSWICK MARKETS.

St. John, N.B., July 22, 1901.

THERE is nothing really new, though there have been a number of changes in prices, and rather higher prices rule. There is a good business. The need of a steamer to Yarmouth is very much felt, to continue on to Halifax, stopping at the ports along the south shore of Nova Scotia. There is no doubt full cargoes could be obtained and a profitable trade result to our merchants. We are much pleased to report the success of the early-closing movement. Nearly every retail grocery store now closes at seven, except on Saturdays. We hope public opinion will soon manifest itself and that the few stores still remaining open will find, to hold their trade, they will have to fall in line. The movement is spreading to all the towns through the Province.

OIL—At the lower prices quoted for burning oils a good business is being done. Fall contracts are now being made. The wholesale grocery trade take, however, but little interest, particularly in the city trade. Paint oils have advanced, and are held firm, and the market would warrant even higher prices than we quote. There is still a good demand. Lubricating oils are but fairly active. Prices are low and unchanged. Seal oil is in demand. In cod oil receipts are very backward this season. The price is still high, but with freer arrivals will drop off. Wax is unchanged.

SALT—A steamer and a sailing vessel have both been unloading during the past week. Some 10,000 bags in all, chiefly coarse, was unloaded. Prices are rather higher. There is a good sale. No further arrivals are expected for a few weeks. There is a fair sale for mineral salt. The price we quote is for selected lumps. In Canadian there is a good demand. Dairy bulk salt in barrels is moving freely. We quote: Liverpool coarse, 52 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (selected lumps).

CANNED GOODS—This is the most peculiar season we have ever seen. Dealers are buying chiefly last season's goods, and a brand never before on our market. These goods have been bought low and are in the hands of nearly every dealer. The quantity of new goods to be bought is small and the outlook for a profit hard to see. This is also true of the old goods, of which quite a few are carried over. Peas are firmer and have some demand. New fruits are being quite generally bought. Prices rule quite low. The first new goods of the season arrived this week, namely, a car of strawberries. Salmon is firm. Cohoes are not

freely offered. Meats have the demand. American corned beef is rather lower. Local canned blueberries, tomatoes, apples, corn and peas, are all offered. They are generally quoted at lower prices than western goods.

GREEN FRUITS—Business is active, and prices tend rather higher. Oranges are about out of the market. Lemons are high and the sale is not as active as it was. In Californian pears, high figures rule, and there is hardly enough to go around. All Californian fruits seem scarce. Pears are large sellers here. Pines are about out of the market. They are not large sellers, however. Watermelons still sell at quite full figures, and there is but a fair sale. In small fruits, strawberries are about done. They have ruled low, but are much higher. Raspberries are quite freely received, but they are not large sellers, except the wild description, which are shipped largely to the States for manufacturing purposes.

DRIED FRUITS—There is little of interest to note. Some few orders for Valencia raisins at open figures have been given. Orders for peels have been placed. Citron, which is the seller, will be much higher than last year. Dates have been bought quite freely. Prices are low. There is a good outlook for Californian fruit if prices are low. If, however, Malaga fruits are quoted early and low they will have some sale, as buyers, by waiting for Californian prices, lost money last year. Evaporated apples are higher. Local prices are below western figures. The new goods will, it is expected, open quite high.

DAIRY PRODUCE—Butter is becoming somewhat scarce, and is quoted rather higher. Good quality in particular is in demand. Business in creamery is not general, at least as far as the wholesale grocery trade is concerned. Eggs are firm, but there is little change in price. Cheese are rather higher, and there is a fair sale. Local demand is for twins.

SUGAR—There is a good sale at even figures. Prices keep low. Considerable

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

foreign continues to arrive, particularly granulated. It is said a large quantity has been bought. English yellows are again on the market.

MOLASSES—Cargoes of Porto Rico continue to arrive. Some is being stored rather than take the present prices. There is no large stock held by the trade generally. There is quite a quantity still afloat. Barbados and Antigua are both offered. West Indian goods hold the market.

FISH—In salmon, while a few are still received, the season is about over. It has been a good one. In short, very few are now received, but what is called the fall run will soon begin. They are much better than the early fish. Pickled shad is scarce. In pickled herring, the price is still quite high. The sale is quiet as yet. In dry cod a few are coming to hand, and prices are quite high. Pollock is quiet. Smoked herrings are very dull. We quote: Large and medium dry cod, \$3.75 to \$3.80; small, \$2.50 to \$2.65; haddies, 5 to 5 1-2c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2 1-2c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.65 per 100 lb.; pickled herring, \$2.15 to \$2.25 per half bbl.; Canso herring, \$5 per bbl., \$2.75 halves; Shelburne, \$4.50 per bbl., \$2.25 halves; halibut, 10., shad, 10 to 22c.; salmon, 12 to 14c.

FLOUR, FEED AND MEAL—Flour is dull. Manitoba millers report being sold right up on all lines. It is hardly thought prices can go lower. There seems to be quite active competition among Ontario millers. Oats are scarce and higher. Oatmeal is also quoted higher, but the demand is limited. Beans are firmer but quiet. Cornmeal is firm at the advanced price. Feed is somewhat scarce and a fair sale at rather higher figures is being experienced. In the local market hay is dull, but the African business makes a good market. We quote: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.70 to \$3.80; medium, \$3.60 to \$3.70; oatmeal, \$4 to \$4.10; cornmeal, \$2.50 to \$2.55; middlings, \$22 to \$23; oats, 42 to 44c.; H. P. beans, \$1.65 to \$1.75; primes, \$1.55 to \$1.60; yellow eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; barley, \$3.90 to \$4; hay, \$12 to \$14.

ST. JOHN NOTES.

George E. Barbour received a large shipment of rice this week.

Northrup & Co. have a shipment of Cotolene in tins to hand this week.

Mr. Wetmore Merritt is west in the interest of one of his mining properties.

Mr. Fred. Dearborn, of Dearborn & Co., is away this week with a yachting party.

Baird & Peters have two cargoes of Porto Rico molasses due. This will make four cargoes for the season, two of which have been large ones.

A. S. Bowman, representing The Simeco Packing Co., distributed to the trade the first car of new canned goods to be received here—a car of strawberries.

E. F. Sturdee, selling for The Imperial Canning Co., has placed several cars of their last season's vegetables here. This brand is new to our market.

A GROCERY FIRM'S NEW BLOCK.

J. G. Hargrave & Co., who have been prominent grocers in Winnipeg for the past 24 years, have just erected a handsome two-storey and basement brick block, 22 x 120. They occupy the entire ground floor and

basement, while the upper floor is divided into doctors' and dentists' suites, Dr. Clint, dentist, in the front, and Dr. Crawford in the rear.

The building throughout is fitted with hardwood floors and fixtures, the latter in the grocery store being of very convenient design. An electric elevator brings goods from the basement, and a freight chute takes them from the transfer wagons in the lane to the basement.

MANITOBA MARKETS.

WINNIPEG, July 20, 1901.

THE weather has continued favorable for crops throughout the week, and the prospects continue of the most favorable character. Business also is good in all lines, and though money is scarcer than could be desired, still, bank paper is being fairly met. Very few changes have occurred during the week.

FLOUR—Demand is heavy and prices unchanged.

CEREALS—Rolled oats have advanced to \$2.15 per sack, and cornmeal to \$1.50.

SUGAR—Remains at the reduction of last week, and the demand is heavy, one house alone showing orders for \$10,000 worth. Contrary to predictions the crop of native fruit is large and much preserving is being done.

CANNED GOODS—The situation still continues wholly unsatisfactory to the Winnipeg wholesaler and with no prospect of improvement. Reports here indicate a great scarcity of cherries. In fact, all quotations are withdrawn.

GREEN FRUITS—Demand is active, and fruit houses complain that they cannot get sufficient for their demands. Californian fruit is advancing in price with the season. Peaches are 30c. and plums 50c. per case higher than they were a week ago. Small fruits, such as red currants, blueberries and gooseberries, are abundant at reasonable prices. The first car of Washington fruit arrived Friday, and is showing good values. Californian oranges have advanced \$1 per case. Oranges, \$4.75 to \$5.75; lemons, \$7; peaches, \$1.50 to \$1.75; plums, \$1.75 to \$2; pears, \$4; apples, \$2.50 per box; bananas, \$2.50 to \$3; blueberries, 7 to 8c. per lb.; red currants, \$3 per crate, gooseberries, \$3 per crate.

BUTTER—Creamery is still 15 to 16c. at the factories, but the demand is better. Dairy butter is a drug at 10 to 11c., and a large part is going to cold storage.

CHEESE—Is in fair demand at 7½ to 7¾c. at factories.

EGGS—Are 11c., Winnipeg.

Pure Honey

WE BUY. WE SELL.

WRITE.

Howe, McIntyre Co.

Millers' and Manufacturers' Agents and General Commission Merchants,

461 St. Paul Street, MONTREAL.

Do You Buy Fruit From Us ?

LEMONS

Big demand during this hot weather.

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

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

WHITE & CO., TORONTO

W. G. HUMPHREY

9 Mincing Lane,
LONDON, ENGLAND

desires Sole Selling Agencies for England for first-class packers of

**CANNED MEATS, FRUITS,
FISH, VEGETABLES OR
PROVISIONS OF ANY KIND.**

Twenty-eight years' experience, and well known to all principal buyers. Has been agent for Messrs. Henry Tate & Sons, Limited, the largest sugar refiners in the world. Highest banking and other references.

TORONTO EXHIBITION

AUGUST 26th TO SEPTEMBER 7th, 1901

\$65,000 PREMIUMS AND ATTRactions \$65,000

Naval and Military Displays Daily

BRILLIANT SPECTACLES
Bombardment of Taku Forts by
International Forces

Greatest Live Stock Show on the Continent
All Our Country's Resources

Novel and High-Class Entertainment
Features

MILITARY TATTOO, AUGUST 27th

Great Reunion of Canadian Old Boys and
Old College Students

TUESDAY, SEPTEMBER 3rd

Reduced Rates All Lines of Travel

ANDREW SMITH, F.R.C.V.S.
President

H. J. HILL
Manager

TORONTO

AN AMUSING SOAP CONTEST.

THE accompanying cut illustrates a shampoo contest that was one of the most laughable features of the Owen Sound grocers' picnic. This same contest, aided and abetted by the N. K. Fairbank Co. to popularize their glycerine tar soap, has been one of the most entertaining events of several grocers' and grocery clerks' picnics this year, and one can judge from this photo that the novel race must be the source of great fun—idealestically picnic. We understand that any grocers' or grocery clerks' association in Canada who wish to hold such an event can procure a full case of 100 cakes of the 10c. size of

a picture of Queen Alexandra. Unlike most canisters, it has a roll top. Again we say that this offer should prove interesting to all live, up-to-date merchants.

LONDONER WANTS AGENCIES.

W. G. Humphrey, 9 Mincing Lane, London, Eng., who acted for some time as agent for Henry Tate & Sons, Limited, the great sugar refining firm, is seeking selling agencies in London for canned meats, fruits, fish, vegetables, or provisions of any kind. Mr. Humphrey has had 28 years' experience and is well-known to the principal buyers in the market he desires to cover.



A representation of Fairbank's glycerine tar-soap shampoo contest under way at the Owen Sound Retail Grocers' Association picnic. Photographed especially for THE CANADIAN GROCER.

Fairbank's glycerine tar soap free, making the contest profitable to the contestants as well as interesting to the spectators. The proposition is well worth consideration.

HAVE YOU ONE ?

The "Ozo" Co., Limited, Montreal, have been announcing to the trade that with 100 lb. of their new blend of tea, "Queen Alexandra," they will present to the purchaser a handsome stock canister accompanied with brass tea scoops. Already large numbers of merchants have taken advantage of this offer, and we can recommend merchants who have not done so, that it would be well worth their while to delay the matter no longer. The usefulness of this canister in a grocery store is great, and, while probably that is the best feature about it, it will materially add to the attractiveness of the store. The design on the tin is exceedingly handsome, showing

INQUIRIES REGARDING CANADIAN TRADE.

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

1. A London firm desires to be placed in communication with Canadian shippers of beans and peas.
2. The manufacturers of brick-making machinery seek the services of an active Canadian resident agent to introduce their goods.
3. A north country house asks for names of Canadian shippers of scrap and old metals.
4. An old-established manufacturer of carbonic papers and other stationery supplies would like to establish some trade in Canada.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London, England :

5. The proprietors of several kinds of sheep remedies, sheep dips, etc., ask to be referred to some Canadian firms with good connections among

sheep farmers in the Dominion who would act as their agents.

6. A London firm who contemplates doing a freight business between Cape Breton and the United Kingdom, desire to get into communication with firms there requiring representation in Great Britain.

7. Inquiry is made for firms in Canada, of good standing, who require a commission house to act as agents for any kind of Canadian product and to look after their interests in London.

8. A Glasgow house ask for the names of a few exporters of Ontario hay in pressed bales.

9. A wholesale and export firm of stationers, booksellers, etc., desire to communicate with Canadian buyers of books, stationery, toys, confectionery, druggists' sundries, etc.

10. Inquiry is made for names of manufacturers in Canada of iron and steel work, cast and wrought iron piping, steel plates, steel angles, etc.

11. A well-known firm of stationers in London are open to take up the agency for England for any Canadian speciality in their line of business.

12. The names of Canadian exporters of cheese-box wood and hoops for barrels are asked for.

13. A Manchester firm ask for the addresses of Canadian paper mills supplying "news."

[The names of the firms or individuals making the above inquiries will be furnished on application to the Editor of THE CANADIAN GROCER]

A HALIFAX RETAILER.

The well-known and up-to-date grocery of B. J. Hubley, Halifax, has been under a different management and name during the past year, the new firm being known as Larder, Hubley & Co. The store is one of the best in the Lower Provinces for stock of staple and fancy groceries carried, which, by the way, is well displayed as any of the readers of THE GROCER who have seen it can testify. The traveler who calls receives a genial greeting from Mr. Edwin Hubley, the buyer of the firm, who believes in making the traveller feel as much at home as possible.

NOVA SCOTIA MACKEREL CATCH.

Mail advices from Cabarrus, C.B., state: "A few mackerel are being taken off here counting 200 to the barrel. The average catch per boat is around 100 lb. per day." Canso, N.S., advices are to the effect that the average catch per boat off there is 2,000 fish, mostly medium, with 5 per cent. large. The weather there at the date of the advices was warm and dry.

A BEARISH BUSINESS MAN.

"Harry," she said thoughtfully.

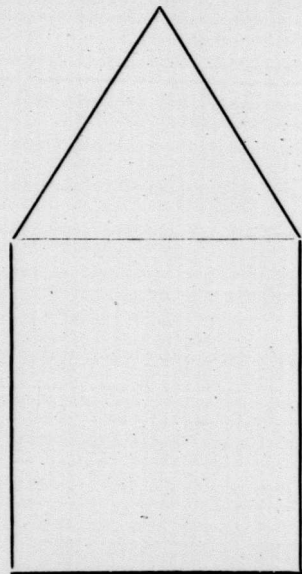
"What is it?" responded the worried business man, shortly.

"I wish you would rearrange your business a little bit."

"How?"

"So as to be a bear on the stock exchange instead of at home."—Exchange.

IMPERIAL WHITE WINE VINEGAR



Has reached the
Pinnacle of
Public Estimation.

WHY?

It is the standard of highest excellence in vinegar manufacture. Absolutely reliable in every instance where vinegar can be used. Perfectly Clear, of Smooth, Delightful Flavor, and Full Government Strength.

Five Grades, One Quality—that the best.

The name "IMPERIAL" is on the barrel.



THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,
Knight and Imperial
Parlor Matches



The well and favorably-known
Hero and Jumbo
Sulphur Matches

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

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

CONVINCE YOURSELF

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

THE KENT CANNING CO., LIMITED CHATHAM, ONT.

FAILURES FOR THREE MONTHS.

DUN'S REVIEW says: "Canadian returns for the second quarter of 1901 were much more satisfactory than during the preceding three months, both in number and amount of liabilities. Compared with 1900 there was a moderate decrease in the aggregate, due to a difference of \$607,316 in trading defaults, no branch showing an increase of importance, while but three exhibited any advance. Manufacturing lines were also in better condition, but the aggregate in this division was doubled by two large failures of paper mills, which made the total \$471,224 greater than last year.

	No.	1901. Liabilities.	No.	1900. Liabilities.	No.	1899. Liabilities.
Iron	1	\$ 57,000	2	\$ 15,300	1	\$ 75,000
Tools	1	1,600	4	19,371	4	5,180
Wool	3	21,500	..	..	1	17,600
Cotton	1	18,740	..	..	..	..
Wood	13	109,336	12	56,416	6	43,300
Clothing	12	110,012	10	17,337	8	38,202
Hats	..	..	..	..	..	..
Chemicals	2	5,382	2	79,360	1	9,743
Printing	2	4,700	1	1,053	1	2,100
Milling	3	6,000	8	24,530	6	17,289
Leather	4	12,000	14	287,725	5	55,500
Liquors	1	3,000	1	3,550	2	5,100
Earthenware	..	..	1	1,000	..	..
Miscellaneous	21	841,215	27	213,619	17	122,416
Mnfg.	64	\$1,190,485	82	\$ 719,261	52	\$ 301,490
General Stores	56	240,532	49	340,790	39	155,117
Grocers	32	161,417	40	256,941	35	67,741
Hotels	6	16,650	7	20,735	16	36,155
Liquors	3	2,900	8	12,900	8	31,764
Clothing	9	44,000	22	217,271	8	27,600
Dry Goods	9	153,210	20	318,624	9	117,190
Shoes	13	73,440	14	92,454	16	82,310
Furniture	6	10,771	4	10,587	2	9,000
Stoves	10	52,246	12	51,845	5	63,800
Drugs	8	29,850	5	8,400	5	10,700
Jewelry	4	16,300	2	6,700	4	16,250
Books	2	28,445	2	66,600	8	32,366
Caps	2	2,800	2	3,000	2	3,760
Miscellaneous	17	65,283	16	98,313	13	341,356
Trading	177	\$ 897,844	203	\$1,505,160	170	\$ 995,139
Transporters, etc.	7	108,875	9	33,580	2	8,300
Total	248	\$2,197,204	294	\$2,258,001	224	\$1,394,929

AN UNPOPULAR CUSTOMS REGULATION

OUR St. John, N.B., correspondent writes: "There is great dissatisfaction among our molasses importers in regard to the new regulation which the Customs are about to enforce in reference to the gauging of molasses. The Customs, finding it necessary for their own purpose of collecting duty to gauge all the molasses coming in, have, in the past, had the gauger scribe the casks, the total capacity, and the outage, so that deducting the latter it was very easy to see the net contents.

"This Government scribe was accepted by the importers, and allowed the goods to pass freely from hand to hand without any question as regards the quantity of the contents. While the Government gaugers will still have to gauge the molasses in order to ascertain the quantity for duty, they will not scribe anything on the casks to denote

the quantity of contents. They will, however, scribe on the ends of the cask a mark to denote the vessel the goods arrived in, a number for the package, and the initial of the gauger, so that the labor to the official doing this work will be much more than ever, but very unsatisfactory to the trade.

"It is impossible to understand the reason for the regulation except it being intended that the importer pay the gauger to have the contents of the cask scribed as usual. In other words, the regulation will bring a perquisite to the gauger.

"Your representative has interviewed the importers in our city, and they are all dissatisfied with the regulation. They feel the

Government should scribe the casks if only as a protection to the retail trade. Unless this is done there is no way the retailer can protect himself against fraud. If any of the wholesale dealers should be inclined to act dishonestly, under any condition, it will mean an extra expense to the importer, as it will compel him to have his molasses gauged in order that he may know the contents of the cask as he sells them, and there certainly will not be the confidence in a private gauge there has been in that of the Government officer.

"It is generally felt that when the matter is brought to the consideration of the authorities, this very unpopular regulation will be recalled, and the old method continued, which has worked so satisfactorily for so many years."

St. John, N.B., July 22, 1901.

Most of the grocers of St. John, N.B., have agreed to close their stores at 7 o'clock every night except Saturday evenings.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

TRAVELLER WANTED.

WHOLESALE GROCERY HOUSE WANTS traveller for section between Brockville and Pembroke. Must have good connections. State salary expected. Box 56, CANADIAN GROCER, Toronto. (30)

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.

"SUPERIOR GLUTEN FLOUR"

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

Samples and prices on application to

E. A. SHOEBOTHAM

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

Shredded Whole Wheat Biscuit

For sale by all Wholesale Grocers.

J. HEWITT, Agent
61 Front St. E., TORONTO.

Silver Dust Soap Powder

(Made in Canada)

PROFIT
Gives More **QUANTITY** Than Any Other
SATISFACTION

SILVER DUST MFG. CO.,
HAMILTON.

The majority of the merchants of Orangeville, Ont., have agreed to close their stores at 10 o'clock on Saturday evenings.

Shipping Packages.

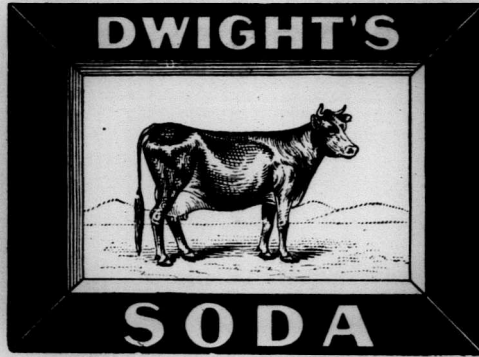


Write for Prices to

Boeckh Bros. & Company,

TORONTO.

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



Grocers Save

time, twine, paper bags, and loss of weight by selling Dwight's Cow Brand Soda in packages, instead of keg soda. Moreover, he sells his customer the best article of its kind and makes a good profit on it.

John Dwight & Co., Toronto and Montreal

Victoria, B.C. Halifax, N.S. St. John, N.B. Quebec, P.Q. St. John's, Nfld.

WHY

Do you not give your customer what she asks?

VICTORINE

A washing compound. Contains no alkali. Does not injure clothes.

FREE SAMPLE SENT.

VICTORINE (Incorporated) MONTREAL.

It Will Pay

you to get our quotations before buying

MOLASSES

Barbados and Porto Rico.

We are the largest direct importers in New Brunswick.

BAIRD & PETERS, ST. JOHN, N.B.

COFFEE	Montreal.	Toronto.	St. John, Halifax.
Green—			
Mocha.....	24	23	28
Old Government Java.....	27	22	30
Rio.....	10	7 1/2	9 1/2
Santos.....		9 1/2	10 1/2
Plantation Ceylon.....	29	26	30
Porto Rico.....		22	25
Gautemala.....		22	25
Jamaica.....	18	15	20
Maracalbo.....	13	13	18
NUTS			
Brazil.....		15	16
Valencia shelled almonds.....	31	32	35
Tarragona almonds.....	11 1/2	12 1/2	13
Formegetta almonds.....			14 1/2
Jordan shelled almonds.....	40	40	43
Peanuts (roasted).....	7 1/2	8	10
" (green).....	6 1/2	7	9
Cocanuts, per sack.....	3 00		3 75
per doz.....			60
Grenoble walnuts.....	9 1/2	10	12 1/2
Marbot walnuts.....		9 1/2	11 1/2
Bordeaux walnuts.....	7	8	9
Sicily filberts.....	9	10	11 1/2
Naples filberts.....	10	12	13
Pecans.....	10	12	13
Shelled Walnuts.....	19	20	25
SODA			
Bl-carb, standard, 112-lb. keg.....	1 65	1 80	2 00
Sal soda, per bbl.....	70	75	80
Sal Soda, per keg.....	95	1 00	1 00
Granulated Sal Soda, per lb.....			1
SPICES			
Pepper, black, ground, in kegs.....			
pails, boxes.....	16	18	18
in 5-lb. cans.....	14	17	19
whole.....	15	17	19
Pepper, white, ground, in kegs.....			
pails, boxes.....	26	27	27
5-lb. cans.....	25	25	26
whole.....	23	25	25
Ginger, Jamaica.....	19	25	22
Cloves, whole.....	12	30	14
Pure mixed spice.....	25	30	30
Cassia.....	13	18	20
Cream tartar, French.....	25	24	25
" best.....	28	25	30
Allspice.....	10	15	13
WOODENWARE			
Pails, No. 1, 2-hoop.....	1 90		1 60
" 3-hoop.....	2 05		1 75
" half, and covers.....	1 75		1 75
" quarter, jam and covers.....	1 45		1 20
" candy, and covers.....	2 70	3 20	1 75
Tubs No. 0.....	11 00		8 50
" 1.....	9 00		7 00
" 2.....	8 00		6 25
" 3.....	7 00		5 55

PETROLEUM

	Montreal.	Toronto.	St. John, Halifax.
Canadian water white.....	14 1/2	15 1/2	17 1/2
Sarnia water white.....	16	17	16 1/2
Sarnia prime white.....		18	15 1/2
American water white.....		19	17 1/2
Pratt's Astral (barrels extra).....	18 1/2	19	17 1/2
Black— TEAS			
Congou—Half-chests Kalsow.....			
Morning Paking.....	13	60	12
Caddies Paking, Kalsow.....	17	40	18
Indian—Darjeelings.....	35	55	35
Assam Pekoes.....	20	40	20
Pekoe Souchong.....	18	25	18
Ceylon—Broken Pekoes.....	35	42	35
Pekoes.....	20	30	20
Pekoe Souchong.....	17 1/2	40	17
China Greens—			
Gunpowder—Cases, extra first.....	42	50	42
Half-chests, ordinary firsts.....	22	28	22
Young Hyson—Cases, sifted.....			
extra firsts.....	42	50	42
Cases, small leaf, firsts.....	35	40	35
Half-chests, ordinary firsts.....	22	38	22
Half-chests, seconds.....	17	19	17
" thirds.....	15	17	15
" common.....	13	14	13
Pingsueys—			
Young Hyson, 1/2-chests, firsts.....	28	32	38
" " seconds.....	16	19	16
" Half-boxes, firsts.....	28	32	28
" " seconds.....	16	19	16
Japans—			
1/2-chests, finest May pickings.....	38	40	38
Choice.....	32	36	33
Finest.....	25	30	30
Fine.....	25	27	27
Good medium.....	22	24	25
Medium.....	19	20	21
Good common.....	16	18	18
Common.....	13	15	15
Nagasaki, 1/2-chests, Pekoe.....	16	22	
" " Oolong.....	14	15	
" " Gunpowder.....	16	19	
" " Siftings.....	7 1/2	11	
RICE, MACARONI, SAGO, TAPIOCA.			
Rice—Standard B.....	3 00	3 10	3 1/2
Patna, per lb.....	4 25	4 50	5 1/2
Japan.....	4 40	4 90	5 1/2
Imperial Seeta.....	4 60	4 90	5 1/2
Extra Burmah.....			4 1/2
Java, extra.....		5 1/2	6 1/2
Macaroni, dom'ic, per lb., bulk.....	5	6	7 1/2
" imp'd, 1-lb. pkg., French.....	8	10	9
" " Italian.....	8	10	11
Sago.....	3 1/2	4	4 1/2
Tapioca.....	3 1/2	4	4 1/2

TRADE CHAT.

DODGE BROS., who for the past two years have conducted a successful grocery business in Woodstock, Ont., have sold out to D. R. Rowan, of Fernhill, Middlesex County.

R. L. Rice has opened a new tobacco store on Cordova street, Vancouver, B.C.

Jimmie Ching has bought out W. A. Ching, fruiterer, etc., Summerside, P.E.I.

A. C. Buckner has bought out A. L. Current, of the "Star Grocery," Alliston, Ont.

W. E. Curtis, general merchant, Oil City, Ont., has sold his stock to Mr. Bolton, of London, Ont.

Phillips Bros., Calgary, N.W.T., have bought out Burch & Co., general merchants, Red Deer, N.W.T.

The cheese factories at Portland, Ont., and Jasper, Ont., have been destroyed by fire during the last few days.

The grocery stock of F. N. Hill, Newton and Davidson, Manitoba, was sold in Winnipeg last week at 65 1-2c. on the dollar.

Gideon W. Wells, Southampton, Ont., has bought out Simon Elliott, grocer, Harriston, Ont., and is continuing in Harriston.

Morrin, Thompson & Co., general merchants, Phoenix, B.C., have erected a new store and expect to move into it some time next week.

M. Howe, general merchant, Pembroke, Ont., left last week with his daughter, Mrs. Cunningham, for Ireland, where they will spend two months.

Wm. Hart, who has for some time been engaged in the grocery department of McKay Bros., Renfrew, Ont., has removed to Sault Ste. Marie, Ont.

The retail grocery firm of F. E. Weldon & Co., Winnipeg, have dissolved partnership, Mr. Oldfield going out and Mr. F. E. Weldon continuing the business.

The Government lobster hatchery at Cariboo, N.S., has this season put out 100,000,000 lobsters along the coast of Nova Scotia, New Brunswick and Prince Edward Island.

W. H. Wright, of the firm of L. A. Wright & Co., grocers, Picton, Ont., is spending his honeymoon on a trip to Toronto, the Pan-American Exposition, Montreal, and Quebec.

The Retail Merchants' Association, of St. Thomas, Ont., have decided to hold a picnic at Port Stanley, Ont., on Wednesday, August 7. They intend having a big programme of games.

The style of C. W. Fisher & Co., general merchants, Cochrane, N.W.T., has been changed to that of Fisher & Malone. Mr. Malone was until recently with E. McCarthy & Co., Calgary, N.W.T.

The factory of The Baldwin Condensed Milk Co., Baldwin Mills, Que., was destroyed by fire last week. The cause of the fire is unknown. The loss will be upwards of \$30,000, pretty well covered by insurance.

The contracts for the new buildings of The Canadian Cereal Company, Limited, at Peterboro', Ont., have been let, and the work is now going forward rapidly. It is expected \$1,000,000 will be spent before the works are fully fitted up.

The McPherson Fruit Co. have opened a branch in Calgary, with A. K. Morrison in charge. When leaving Winnipeg Mr. Morrison, who was very popular there, was presented by his fellow employes of The McPherson Fruit Co., with a pair of field

glasses, while the city travellers of Winnipeg also gave him a handsome memento of their good-will.

The Chilliwack, B.C., council have passed a license by-law which enacts that every hawker or peddler shall pay \$50 per six months; and that every person who either on his own behalf or as agent for another or others, sells, solicits or takes orders for the sale by retail of goods, wares, or merchandise to be supplied or furnished by any person doing business outside of the municipality, shall pay a similar fee. Transient traders are charged \$100 per six months.

THE COURSE OF PRICES.

Prices of staple products in England reached their highest point fifteen months ago, and since then the tendency has, with a few temporary checks, been downward. As in this country, the decline of late has been very gradual because of recoveries in certain commodities, but the net result has been to bring The London Economist's index number to the lowest point touched since March, 1896. The following statement shows the total index number of intervals since the end of 1897:

End of	Total index number.
June, 1901.....	2,007
March, 1901.....	2,018
December, 1900.....	2,125
September, 1900.....	2,235
June, 1900.....	2,211
March, 1900.....	2,240
December, 1899.....	2,145
September, 1899.....	2,085
June, 1899.....	2,028
March, 1899.....	1,973
December, 1898.....	1,918
December, 1897.....	1,890

The present index number, it will be seen, is 5.5 per cent. lower than on January 1 and 9.2 per cent. lower than a year ago, while 10.1 per cent. lower than the top reached in March, 1900. It is to be noted in this connection that American prices, as shown by Bradstreet's index number, have reacted to nearly the same extent from the high point of the 1900 boom. Examination of the detailed prices shows that metals, while lower in price than at the end of June in the last two years, yet remain higher than the prices at this time in 1898 and 1897. Cotton, though not so high as it has been, is much above the average of recent years, and the same is true of other textiles, such as jute, flax and hemp, while wool has reached almost the lowest on record. Wheat, meat and articles of consumption generally are about at normal quotations.—Bradstreet's.

DELEGATES TO THE MARITIME BOARD OF TRADE.

At its last annual meeting the Kentville Board of Trade appointed the following as delegates to the annual convention of the Maritime Board of Trade, which opens at Chatham, N.B., on August 21. Messrs. K. Sutherland, Judge Chipman, E. B. Newcombe, T. P. Calkin, S. S. Strong, H. M. Bain, W. P. Shaifner, President Sealy, C. L. Dodge, Mayor Yould, R. W. Eaton and M. G. de Wolfe.

Mary had a grocer beau,
He worked from dawn till late,
And every time that Mary called
He gave her overweight.

ESTABLISHED 1869

Geo. Stanway & Co.

Brokers and
General Commission Merchants

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

Correspondence Solicited.

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

WRITE

THE HOME CAKE CO.
QUELPH, ONT.

Samples and prices on receipt of Post Card.

Roasted Coffee

Write for Samples and Quotations.

We can interest you.

WARREN BROS. & CO.
TORONTO.

PROGRESS.

There are 900 grocery stores in the City of Toronto. Over 500 of these sell **Ross's High-Grade Tea**. Considering The Ross Tea Co. started only six months ago, the progress made is marvellous. Every sale has been genuine, no goods being placed on consignment at all. We confidently expect before being a year in business to have every grocer in Toronto handling our tea.

In face of the number of other packages on the market, and the strong hold that some of them had, the success is most pronounced. It is the old story over again; a good article and vigorous advertising.

The Ross Tea Co., Toronto.

THE PROVISION TRADE.

The Markets—Awakening of the Poultry Trade—Miscellaneous Notes.

AWAKENING OF THE POULTRY TRADE.

RAPID strides have been made during the last year in our poultry trade; quietly and without much heralding of trumpets, it is true, but it is none the less substantial and real.

Probably the greatest bugbear to our general store keepers in the past has been the disposal of poultry, and especially chickens, the market being always uncertain; and, in the case of dressed poultry, often proving a total loss on account of its perishable nature. What has been wanted all along was a reliable market for live chickens. Within the last year that has all been changed, greatly to the advantage and profit of the general store keeper; for, what was a nuisance and frequently a loss, is now probably his most reliable product, having a good market at a fair price, devoid of uncertainty or expense in any way but the initial cost, convertible into cash without delay and in any quantity.

As the heading of this article indicates, the trade is only just awakening, for the possibilities of poultry in Ontario under these conditions are unlimited, and must soon emerge from its present state of easy-going indifference to be one of the important branches of farming. The general store keeper can now feel a hitherto unknown security in taking in trade or purchasing freely any quantity of chickens or ducks, and also feel there is no uncertainty as to the price he will receive, as in the case of most goods sent to a commission house.

The cause of all this change in conditions has been the enormous increase in the export of poultry to England, and the consequent increase in the demand for poultry here, and one house, The Canadian Produce Co., of Toronto, calling for no less than 1,000 tons this season. Their method of doing business is to pay a cash price per pound for live ducks and chickens, pay a fair proportion of express rates, and supply crates free.

It can be seen at a glance that the above conditions absolutely remove all uncertainty, trouble and risk, and to those who are in a position to go into the buying of poultry on an extensive scale this company offer a further bonus to active pushing agents. We, on our part, have undertaken to publish weekly, for the benefit of our readers, the quotations of the Canadian Produce Co.,

which we begin this week under heading of "Country Produce," so that any store-keeper, after a glance at our columns, will know just what to pay for live poultry.

A CHANGE IN PROVISION FIRMS.

Vaughan & McInnes, provisions and meat dealers, Phoenix, B.C., have sold out to P. Burns & Co. The latter firm have several stores in the Phoenix district, but will open two more in that place, one at each end of the town. Mr. McInnes, of the old firm, has not yet decided, but may open a feed, grain and produce store in Phoenix.

PRODUCE IMPORTS INTO LIVERPOOL.

According to the weekly circular of the Anglo-Canadian Produce Co., Limited, the imports of dairy produce and provisions into Liverpool this year up to July 11 and for the corresponding period last year were as follows:

	To July 11, 1901.	To July 10, 1900.
Cheese, boxes.....	272,765	498,447
Butter, packages.....	271,155	43,432
Bacon, boxes.....	321,287	323,118
Hams, boxes.....	139,340	137,162
Lard, tons.....	44,967	23,308

Stocks in Liverpool on the undermentioned dates were as follows:

	June 29, 1901.	May 31, 1901.	June 30, 1900.
Cheese, boxes.....	40,038	38,245	47,791
Butter, packages.....	4,836	1,981	1,216
Bacon, boxes.....	13,159	14,074	16,341
Hams, boxes.....	4,916	6,204	6,706
Shoulders, boxes.....	2,076	3,253	2,577
Lard, prime steam, tierces.....	5,960	3,582	12,927
" refined, " tons.....	2,122	1,718	1,261

THE PROVISION MARKETS.

TORONTO.

The demand for dressed meats is good and the market is improved. Yearling lambs have risen 50c. per cwt., but otherwise, prices are unchanged and continue steady. We quote: Dressed hogs, \$9.25 to \$9.50 per cwt.; sheep, \$6 to \$7 per cwt.; yearling lambs, \$7.50 to \$8.50 per cwt.; spring lambs, 11 to 12c. per lb.; beef carcasses, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8½ to 9½c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8 to \$8.50 for best and \$6 to \$7 for mediums.

Pork products are firm at unchanged prices: Live hogs continue steady at \$7.25 to \$7.50. We quote: Long clear bacon, 11½c. Smoked meats—Breakfast

bacon, 14 to 14½c.; rolls, 12c.; small hams, 13½ to 14c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11½c.; backs, 14 to 14½c. Barrel pork—Canadian heavy mess, \$20; Canadian short cut, \$21; lard, tierces, 10¼c.; tubs, 11c.; pails, 11¼c.

MONTREAL.

Under light receipts of live hogs the market is steady, and packers have had to pay \$7.25 to \$7.50 for choice light and \$7 for heavy. Lard and pork are unchanged under a light demand. Compound continues to sell well. We quote as follows: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.88 for 1 to 24 pails; \$1.86 for 25 to 49 pails; \$1.82 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; cottolene, 9¼c. per lb. in tierces, and 10¼c. in 26-lb. pails, and 10c. in 50 lb. boxes, for Quebec.

ST. JOHN, N.B.

Business is dull. Goods show quite a range in price. Pork holds high. Smoked meats have a fair sale, but prices are high. Lard is still firm at full figures. Compound has quite a free sale.

T. A. Davis, M. Joyce, Leeder & Parsons, George Walsh & Son and A. H. Walsh, general merchants, Quyon, Que., have agreed to close their stores on Mondays, Wednesdays and Fridays until the end of August.

EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

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

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

SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

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

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants
76-78-80 Front St. E. - - TORONTO



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

REGISTERED
Bow Park
BRAND

**Sweet
Pickles**

Always Lead.

Your wholesaler will give you quotations, or write direct.

Shuttleworth & Harris,
BRANTFORD, CANADA.

BREAKFAST BACON.

REGISTERED
Bow Park
BRAND
BACON

is pleasing more people every
day and hundreds of people
will have no other. If you want
to sell a delicious bacon that
will satisfy your customers,
write us at once for a price
list.

The Brantford Packing Co.
BRANTFORD, ONT. LIMITED

**Sugar-Cured
MEATS**

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

SHOULDERS

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

F. W. FEARMAN CO.

Limited
Pork Packers, Lard Refiners,
Butter and Cheese Dealers,
Hamilton, Ont.

THE CANADIAN PACKING CO.
LONDON, ONT.



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

HOG PRODUCTS IN THE UNITED STATES.

An additional element of weakness part of the week was in the large receipts of hogs. That the swine are being hurried out of farmers' hands by reason of scarcity of water and the effect upon the feed crops by the drouth, is clear in the large number of pigs and small weight hogs arriving; many of them are, as well, out of condition. It is, however, plain that the situation of the corn crop is likely to add at some time to the strength of the hog-product markets, whatever temporary weakness it occasions through forcing large supplies of hogs upon the marketable centres. Even admitting the consideration that heavy rains may soon come along, and that corn at its present growth in some sections can stand a good deal of dry weather and yet come out all right, the fact remains that with whatever damage has been done the crop by late developments the grain had a poor spring season, that it was planted late and has had since unfavorable weather conditions, and that with all of the adverse conditions that the corn crop is likely to be decidedly under an average one; a reduced corn crop coming upon the country, with practically exhausted offerings of old supplies, means, of course, high prices for the grain; therefore, our belief is that whatever temporary influences develop for the hog products through anxious marketing of hog supplies and diminished demands for the products which usually come about upon unsettled prices, that at some time in the late summer or early fall months, if not before that period, there is likely to be some excitement all around. For awhile we are not looking for more than moderate changes in the prices of the hog products.—National Provisioner, July 20.

THE GUELPH PROVISION COMPANY.

The Guelph Provision Co., Limited, has been incorporated with Messrs. T. McAdre, Thos. Hepburn, Wm. Hamilton, James E. Day, John A. McPherson and Samuel Law as directors, and with a capital stock of \$250,000. The new company has bought out and will succeed The Guelph Pork Packing Co., Limited, and intend to erect a packing factory with a capacity of 2,000 hogs per week. Their charter also empowers them to slaughter, and deal in cattle and sheep, and it is likely an export trade in dressed beef will be sought later on. A cold storage warehouse will be erected. The company will not start business until at least \$100,000 capital has been subscribed by the stockholders. It is intended to secure as many stockholders as possible, so the shares of the company have been placed at \$20.

We're Filling Lots of Orders

For **Clark's Meats**

They must be good; people don't buy poor meats and keep buying them.

You should carry a full line NOW.

60 Varieties

"TOMAHAWK"
BRAND
Hams and Bacon

Are rapidly cutting their way into popular favor.

The secret of their success is their uniformly excellent quality and flavor.

Grocers and Butchers are fast recognizing these facts, and orders are correspondingly on the increase.

If you are not handling the "Tomahawk" Brand do so at once and gain the thanks of your customers.

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

Our Brands Give Satisfaction.

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

Hot Weather Specials

READY FOR LUNCHEON:

BOILED PORK HAMS,
LUNCH BEEF,
BOLOGNA SAUSAGE,

BOILED BEEF HAMS,
HAM, CHICKEN and TONGUE
SAUSAGE.

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

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

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

What One Woman Says!

Windsor Salt doesn't cake. You don't have to run for the ice-pick and dig and scrape in the Salt box when a spoonful of Salt is needed. Windsor Salt is fine, dry and white—every particle of moisture has been removed from it.

**“Windsor Salt
Is The Salt For Me,”**

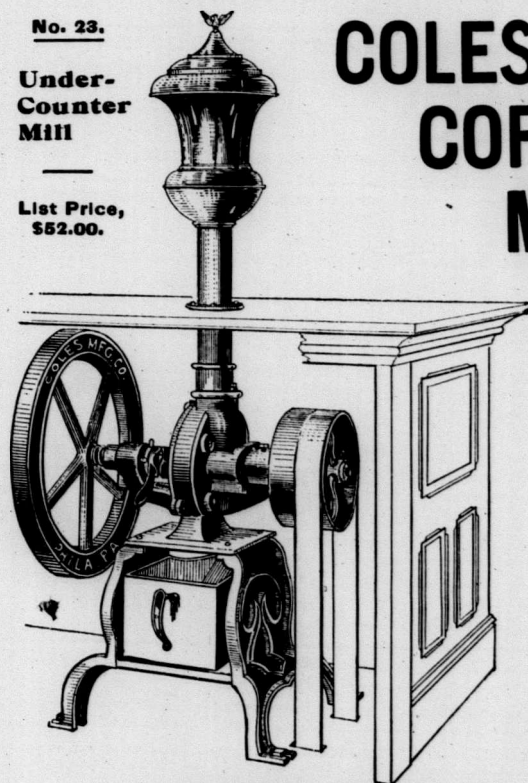
so says one wise, little woman—“it saves me time, trouble and patience. There's not a woman in the land but would be glad to do likewise—*save time, trouble, patience.* Ask them and see. Suggest Windsor Salt—the Salt that doesn't cake.

THE CANADIAN SALT CO., LIMITED
Windsor, Ont.

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Coffee.

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

**A GREAT
LABOR-SAVER.**

Our Grinders
wear longest.

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

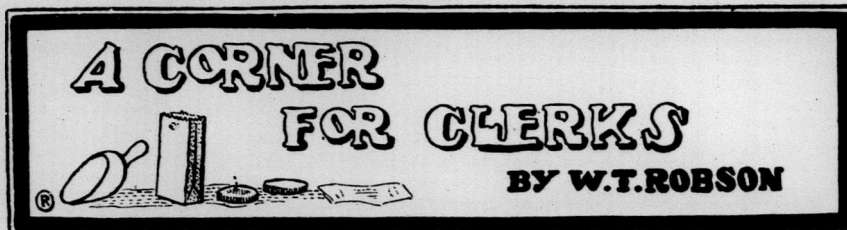
**COLES MANUFACTURING CO., PHILADELPHIA,
PENNA.**

Purity
Freedom from Acid
Flavor
Strength
Brightness
Freedom from Sediment

are what characterize our vinegar as
different and superior to all others.

**Wilson, Lytle, Badgerow
Co., Limited**

TORONTO



AN EARLY-CLOSING DIFFICULTY.

D. W. C. tells me of the futile efforts to have an early-closing by-law carried in his town. He also urges the need of organization among the clerks of the Province of Ontario under a central head at Toronto, with local branches in every town of over 1,000 population, to have as its object, the elevation and instruction of clerks in their calling and to deal with all matters pertaining to their work. He wants to know if I consider such an organization feasible.

Under the existing conditions such an organization or union, properly managed, would be of great benefit and reflect credit upon the clerks themselves, for nowadays organization is regarded as a sign of intelligence. In such a union the members would have the hearty approval and co-operation of the merchants in their efforts to increase their efficiency in the art of selling goods, their knowledge of the goods they sell, the discussion of new preparations, constantly being placed upon the market, and all the other matters pertaining to the clerks themselves. This would draw those in similar lines together. Once they had met, their mutual interests would keep them together. It would be necessary to have different sections; one for each of the trades, with a general board of management. To my mind much good would result, the members being benefited many times above the mere cost of membership. I would have three degrees, the apprentice, active membership, and retired, with the allotted privileges for each, all working together for the betterment of conditions, the protection and elevation of their different trades. I have often wondered that such an organization was not started long ago, and yet why should one wonder when you see, even at the present day, how merchants regard each other? But a better feeling is growing and I am also sure there is a "brighter day coming" for the clerk. Let us all do our part to help it along. There is cause and work for a general clerks' association as much so as the number of other similar organizations throughout the world, and to my mind it is only a question of time before this need will be supplied.

In regard to the early-closing by-law, I am not troubled regarding legislation on this subject. Merchants themselves have found out that long hours do not mean more profits. The additional trade received after a reasonable hour does not pay for the cost of keeping open. Consequently this thing is righting itself all over the land, and it will do so in your town before long. I have enjoyed your letter and will be pleased to hear from you again.

A QUESTION OF CREDITS.

"J. E. R." writes me a letter on business management. He is doing a good trade but has insufficient capital to do a large credit business, which he regards as a drawback. He wants to know about the coupon book system of giving credit, and asks also about advertising.

The very fact of your capital being small is your safeguard. I would want to do as little credit business as possible, for I regard a small country town as nearly impossible to do a strictly cash business and get your share of the trade. It is possible to so conduct your business in giving credit that the amount of your capital locked up in your books need not be large. The one important department a merchant must constantly watch is his customers' accounts. When a man asks for credit, you question him regarding his occupation, how often and at what time he will pay his account? Then mark on your book his statement and about the amount you think him safe. Have his bill made out and if he does not pay up when agreed find out the cause, and do not hesitate to stop the account if you have doubts regarding his honesty. Look after your books frequently. Take note of those overdue. Then get after them. Remember the average mechanic can pay a small account easier than a large one. Therefore collect as often as you can. Don't be afraid to tell a man of whom you have had a bad report that he must pay cash. He will respect you for it, and you will in all probability get his cash trade. When you have given him reasonable time to pay give him fair warning you intend to sue and get judgment if he fails to heed the warning. Place the account in court and try all legal methods. Always be agreeable and make it easy for a man to do business with you if he so desires. Avoid words and trouble and be a gentleman under all circumstances. The coupon book saves book-keeping and also limits the account. These are strong features in its favor.

RETAIL ADVERTISING.

Regarding advertising. This is a broad question and one each merchant has to settle for himself. "Does advertising pay?" is no longer asked. The right kind of advertising always pays. Every successful merchant will tell you so, but a man must study his advertising to increase his business and spend the money judiciously along proper lines, avoiding the wild schemes of fakers, noting, expecting, and getting results for his expenditure. Give it thought. Plan, arrange and systematically advertise through your best mediums, and increased business will certainly follow.

DISCOUNT FOR SPOT CASH.

I always regarded the man who bought a good bill of goods and paid spot cash for it entitled to a discount—you get it—why should not he receive it from you? A man comes into your store, buys and pays for a barrel of sugar—give him a small discount for cash. If a chest of tea is purchased the margin of profit may admit of a greater cash discount. Every merchant has a right to do this, every customer should expect it; in fact, he is entitled to it. Were I the customer and a man told me I could buy at the same price, cash or thirty days, what inducement would there be for me to pay cash? Encourage your cash trade by

giving them a discount. Just here is where many merchants make a mistake. The customers think they can buy as cheap for credit as they can for cash, and with many stores this is the rule. As long as it is so, the evils of the credit system will be with us. Once have your customer know that he loses money buying on credit and he will pay cash if he can. If not he should pay you for taking the risk of giving credit. This is only reasonable and fair.

"B. M." writes: You said you had more merchants write you than clerks. Well, I have my own store and I am as much a clerk as I ever was, only I don't get my wages every Saturday night as I used to do. I hope this will not exclude me from your "corner."

Oh, no! I think you will qualify even if you are not paid regularly. You might send us a few lines on "The man who is his own clerk."

"B. H. McD." writes: Are "Californian bees" handled by grocers? The substance I mean is a sort of fungus which is placed in an open jar and kept supplied with sugar and water, which, after the action of the "bees," makes a pleasant drink. The fungus develops rapidly, eventually filling the jar. Has it any special medicinal value? From what was it originally obtained?

I have heard of this drink, but never tasted it. I usually take something plain and have been stung with "Bees" before. Will some of the boys who are up in these fancy drinks kindly send me information re above. This is a "dry time" and it is only right to keep us posted on this question; in fact, it's a charitable act. I am sorry I cannot give you any information re Californian Bees.

PHOENIX, B. C., CLERKS.

The Phoenix Clerks' Union have elected the following officers for the ensuing term:

President—Geo. S. McKenzie.
Vice-President—A. S. Williamson.
Secretary—Bert Detcher.
Treasurer—J. L. Williams.
Guard—Henry B. Schooley.

The union is reported to be in a flourishing condition.

INCREASE IN SHIPPING.

A statement giving the number of sea-going vessels arriving in the port of Montreal from the opening of navigation up to July 1 shows a considerable increase over the corresponding period of last year.

In the year 1899 from the opening of navigation to July 1, the sea-going tonnage arriving in the port amounted to 284,700 tons. This was considerably higher than the corresponding period in 1898, and nearly 60,000 tons in excess of the same period in 1900. The present season, however, is a full 10,000 tons higher than 1899.

The statement giving the years, number of ships and tonnage is as follows:

Years.	Ships.	Tonnage.
1898.....	257.....	476,000
1899.....	239.....	484,000
1900.....	203.....	413,000
1901.....	252.....	494,000

MONTREAL GROCERS' PICNIC AT PLATTSBURG.

THE fact that this year's picnic of The Montreal Grocers' was the twenty-first annual seemed to be a good omen, for it entered into its majority under the most favorable auspices. Early in the morning Montreal was treated to a rollicking good thunderstorm that boded little good for the success of the day, but true to the rhyme: "Rain before seven, clear before eleven," the clouds cleared and the rain had only served to soften the intensity of the heat of that not easily forgotten week. Encouraged by the fine weather, the grocers, their wives, their daughters and their friends turned out in large numbers, and by 8.30 the first big train was drawn up at Bonaventure Station and was filled and ready to start. At 9 o'clock another ten-coach train load pulled out of the station, and at 11.30 there were about 1,200 Montrealers in the pretty little city of Plattsburg on Lake Champlain.

NEARLY A THOUSAND SOLDIERS.

The excursionists were rather nervous at first when they caught sight of the large barracks and spied the uniforms of 800 or 900 American soldiers quartered there. Immediately they were reminded that they were travelling on ground many times bloodied by Indian frays, but as they noticed that the warriors had lost their paint and feathers, they regarded them as more of a protection than a menace and their peace of mind was restored.

The grocers and their friends first repaired to Clinton Park, a beautiful spot overlooking the lake, where there is a fine baseball diamond and grandstand as well as a broad area of well-kept park shaded by numerous trees. As the sky looked threatening the committee decided to run off the races before lunch. All the events were finished but the last two when a slight shower fell but immediately passed away and thereafter the weather was all that could be desired.

THE BANQUET.

After the games the usual banquet was held at the Cumberland Hotel, presided over by the President, Mr. N. Lapointe. The orchestra played popular airs and no better humor could have prevailed. The feasting over, speech-making began. King Edward and President McKinley were toasted in high spirit, and the other appropriate toasts were not neglected. Among the orators were Ald. Turner, Ald. Raby, Ald. Ricard, Ald. Tansey, President Lapointe and several of the members of the association. The Mayor of Plattsburg welcomed the association to Plattsburg in a neat, not to say, flattering, speech, and he was given a rousing "For he's a jolly good fellow."

THE BASEBALL MATCH.

After the banquet some of the picnickers visited Lake Champlain, the Barracks, the Summer School and the Hotel Champlain, but the great majority went back to Clinton Park to witness the game of baseball between the Mascottes, of Montreal, and the Plattsburg team. The Montreal boys proved to be as easy prey for the Plattsburgs, as amateurs are for professionals, and the score at the end of nine innings stood 24 to 3 in favor of Plattsburg.

The officers and committee of the association deserve great credit for the way in which everything was managed, as the picnic was one of the most successful the Montreal grocers have ever held. The two trains that returned at 6 and 6.30 o'clock

brought back a crowd of tired but contented excursionists.

THE GAMES.

The results of the games were as follows:

The winners in the quoits were: 1, B. Connaughton; 2, H. McHugh; 3, John Currie; 4, H. McPhee.

100 yards' race, open to bookkeepers and salesmen of the retail grocery trade only—1, Wm. Brodie; 2, M. Seguin; 3, M. O'Brien.

100 yards' race, open to drivers and storemen of the retail grocery trade only—1, A. O'Brien; 2, M. Barry; 3, J. E. McEntyre.

75 yards' race, open to grocers' sons or their employes, 10 years or under—1, A. O'Brien; 2, M. Barry; 3, J. E. McEntyre.

75 yards' race, open to grocers' daughters and their employes, 12 years or under—1, Miss M. Manning; 2, Miss A. Laniel; 3, Miss A. Roy.

200 yards' race, open to wholesale city travellers, in the grocery trade only—1, R. Carrigan; 2, A. E. Landry; 3, C. Corneau.

200 yards' race, open to bread and biscuit drivers only—1, J. McConomy; 2, E. T. Lalonde; 3, E. Bergeron.

200 yards' race, open to ale and ginger ale drivers—1, J. Jordan; 2, J. McEntyre; 3, A. Deslauriers.

200 yards' race, open to all travellers connected with the trade, excepting those entering No. 6 event—1, E. T. Lalonde; 2, J. McConomy; 3, A. J. Duncan.

200 yards' race, open to bookkeepers and salesmen of the wholesale fruit and provision business—1, J. A. Trepannier; 2, J. C. Leclair; 3, W. Brouillette.

75 yards' race, open to young ladies, grocers' daughters and their employes—1, Miss A. Bardon; 2, Miss M. Manning; 3, Miss L. Collins.

Ladies' 75 yards, Comfort Soap race, open to married ladies only—1, Mrs. A. J. Lalonde; 2, Mrs. C. Creely; 3, Mrs. A. Laniel; 4, Mrs. A. McDiarmid; 5, Mrs. J. C. Laverdure; 6, Mrs. J. E. Manning; 7, Mrs. J. A. Dionne.

Tug-of-War, between city grocery clerks and commercial travellers—1, M. Barry; 2, J. E. Hutton; 3, T. Elliott; 4, T. McEntyre; 5, W. Thompson; 6, E. Cowan.

Fat man's race, 75 yards, open to bona fide grocers, wholesale and retail, weighing 200 lb. or over—1, A. Badoin; 2, C. Creely; 3, M. Courtois.

Cheese-cutting competition—1, M. Auclair; 2, M. DeRepenigny; 3, N. Lapointe.

100 yards' race—1, J. Hutton; 2, A. Laniel; 3, H. Dupuis.

75 yards' race, open to chairmen of committees only—1, W. E. Farrell; 2, P. O. Brien; 3, Moses Repentigny.

100 yards' race, open to grocers' sons or their employes under 18 years of age—1, A. O'Brien; 2, J. Gordon; 3, L. Duncan.

75 yards' race, open to boys under 15 years of age—1, J. Gordon; 2, A. Latouir; 3, A. Leduc.

Consolation race, ½ mi e, open to all competitors who have not already won a prize—1, M. Haw; 2, J. O. Levesque; 3, G. B. Bigaouette.

The judges were:—J. E. Quintal, N. Johnston, R. C. Barry, C. Langlois, Mr. Scott, A. Leduc, J. Ethier, C. Chaput, A. Hebert, W. H. Dunn, J. N. Crepeau, D. H. Renoldson, L. A. Wilson and Fred. Hodge.

The chairmen of the different committees were: Games—E. W. Farrell; Music and Dancing—P. Daoust; Railway—M. DeRepenigny; Reception—N. Lapointe; Printing—O. Champagne; Banquet and Refreshments—P. O'Brien; Finances—Ald. Turner; Subscription—F. Bigaouette; General Committee—John Scanton and Ald. S. D. Vallieres.

Among the representatives of the wholesale houses were: Mr. A. Chaput, of L. Chaput, Fils & Cie.; Mr. Orsali, of Hudon & Orsali; Mr. John A. Gunn and Mr. C. H. Langlois, of Gunn, Langlois & Co.;

Messrs. Cardinal, Bertrand and Charland, of Hudon, Hebert & Cie.; Messrs. W. C. Whissel, A. E. Landry and A. Bergeron, of N. Quintal & Fils; Mr. J. Ethier, of Laporte, Martin & Cie.; Mr. J. Mathewson, of J. A. Mathewson & Co.; Fred. Hughes, of Lockerby Bros., and Mr. O. Rousseau, of S. H. Ewing & Sons.

NOTES.

"The Bluff" is where President McKinley generally spends a two-weeks' summer vacation, but as he has not yet been given his holidays the grocers did not have the opportunity of calling on him.

There was some trouble at the station in the morning about getting the liquid refreshments on the train, till Chairman O'Brien appeared on the scene, and then everything gave way.

The grocers' picnic has not lost any of its popularity with the people of Montreal. No jollier crowd leaves the city. To the grocers themselves it is invaluable, for it brings them together as nothing else can.

Next year the grocers should see to it that the banquet is held in a place that can accommodate a big crowd. The Cumberland dining room was hardly large enough. It was also found somewhat inconvenient to wait till 3 o'clock to get something to eat. It was unfortunate that the banquet committee should have been disappointed in this way.

Mr. Poirier, of The Computing Scale Company, was with the crowd, bringing one of his scales for the cheese evaluation contest.

THE MARITIME BOARD OF TRADE.

The annual session of the Maritime Board of Trade opens in Chatham, N. B., on August 21, and at a recent meeting of the latter board ways and means of entertaining the delegates were considered.

The suggestion that the visiting delegates should be given an excursion on the river was favored, and Hon. Senator Snowball said he would place a steamer at the committee's disposal for that purpose.

On motion of W. C. Winslow, seconded by James Nicol, this offer was accepted and a vote of thanks tendered to Mr. Snowball.

W. C. Winslow moved that the Town Council be asked to cooperate with the local board of trade in making arrangements for the coming visitors.

On motion of Mayor Snowball, the following committee on arrangements was appointed:

Secretary—J. D. B. F. Mackenzie, George Watt, W. C. Winslow, R. A. Murdoch, J. L. Stewart.

President Loggie said that the board ought to suggest matters for discussion by the Maritime Board, such suggestions to be included in the list of subjects to be prepared by the Maritime Council in readiness for the Maritime Board's annual session.

President Loggie, Senator Snowball, Jas. Nicol and J. L. Stewart were appointed a committee to suggest, within a week, questions for discussion by the Maritime Board.

Delegates from this Board to the Maritime Board were appointed as follows: W. B. Snowball, George Watt, M. S. Hocken, W. C. Winslow, J. L. Stewart, R. A. Murdoch, J. D. B. F. Mackenzie.

T. H. McAdoe, Thos. Hepburn, J. A. McPherson, Wm. Hamilton, J. E. Day, and others, of Guelph, Ont., have been incorporated as The Guelph Provision Company, Limited, with an authorized capital of \$250,000 to engage in a canning, cold storage and stock-yards enterprise.

THE STARCH TRADE IN EGYPT.

THE United States Consul at Trieste reports as follows: "From a recent report of the Austro-Hungarian Chamber of Commerce at Alexandria, I gather the following information concerning the starch trade of Egypt:

"Starch manufactured from either wheat or corn is used extensively in the preparation of Oriental sweets, the best known among these being the so-called 'rohat lukum,' the 'taffy' of Arabian confectionery, which finds a ready sale in the Eastern market. The rice starch, used only for laundry purposes, is much less in demand.

"The home production is confined to a single factory at Cairo, which manufactures only wheat starch. Importations are made chiefly from Germany, France, Belgium, and Turkey.

"Confectioners buy only lump starch of a bluish tinge. This variety is imported chiefly from England, in cases containing 50 pounds net, and is delivered f.o.b. Alexandria at about 12 1-2s. (\$3.04) per case. It has a large sale in the interior of Egypt, but is not entirely satisfactory to the local trade of Alexandria.

"The article furnished by France and Belgium is practically of the same quality, and is not easily distinguished from the English product by the Egyptian buyer. The current price is about 34 francs (\$6.50) per 100 kilograms (220.46 pounds) f.o.b. Alexandria. It comes packed in boxes of 25, 50, and 75 kilograms (55, 110, and 165 pounds). Tare is deducted, and, contrary to English custom, no charges are made for packing. This starch is put up in packages containing only 2 kilograms (4.4 pounds) each, and sold at an advance of 2 francs (38.6 cents) per 100 kilograms.

"Syria also supplies large quantities of corn and wheat starch; but as the pieces are rather small in size and of a yellowish color, this article finds a market only on account of its low price.

"Rice starch is imported from England, Germany, France, and Belgium. As has already been stated, it is used in only for laundry purposes. The products of the last three countries do not, upon the whole, seem to differ in quality. The starch is usually imported in cases containing 12 packages, each package weighing about 25 kilograms. There are two grades, the first being at present sold at from 48 to 50 francs (\$9.26 to \$9.65) and the second at from 40 to 42 francs (\$7.72 to \$8.11) per 100 kilograms (220.46 pounds) f.o.b. Alexandria. The German article, especially a Hamburg brand, is reported to have found a very ready sale in recent years.

"English laundry starch also finds a good market in Egypt, and is shipped in boxes of from 50 to 55 pounds. During the past spring, it was sold at from 20s. to 25s. (\$4.86 to \$6.07) per cwt. (112 pounds) f.o.b. Liverpool.

"The usual terms of payment for imported starch are cash within thirty days, with a discount of from 2 to 3 per cent."

NEW CENTURY IDEAS.

The Toronto Exhibition, to be held from August 26 to September 7, announces that its principal characteristic will be the adoption of New Century Ideas. The pom-pom will be on view, wireless telegraphy will be shown in practical use off the shore to passing vessels, magnificent displays of illuminating effects will be made, recently announced developments in electricity will

be shown, demonstrations will be made in the cultivation of the sugar beet, modern methods of rescuing at sea will be illustrated, manœuvres with latter-day artillery will take place; in fact, the military will be very much in evidence in all its branches, while the handy-man and the marines will also be used largely in the off-shore operations and the brilliant nightly spectacle, the Bombardment of the Taku Forts by International forces. An International Military Tattoo will be the feature of the opening night, when a large body of troops will be utilized. A strong exhibit of French-Canadian cattle, as well as of Pan-American live stock, is to be made. Greatly reduced rates on the railways and steamboats have been arranged for, and no better time for visiting Toronto and the Pan-American, or the former alone, could be desired than between August 26 and September 7. This year Toronto will distribute upwards of \$35,000 in premiums and spend \$30,000 in special attractions.

A GIRL GROCER.

Miss Mary Elizabeth Evans, aged 17, who still wears short dresses, carries on the grocery business successfully in Syracuse, N. Y., according to an exchange. Last year she cleared \$1,000 after supplying the family table. Her grandfather left a large property to his daughter, Miss Evans' mother, but it was heavily mortgaged and Miss Evans, at 16 years, left the high school, opened a store in a little cottage, and put out a sign "M. E. Evans, Groceries." In a few weeks she added drugs, then notions. She has two telephones and a few weeks ago added a fine delivery wagon. Her 15-year-old brother drives it, and her two younger sisters, 12 and 14 years old, assist in waiting on customers. One of the latter bakes cakes for the store, which cake sells splendidly. Miss Evans buys candy in good quantities, and puts it up in half-pound, pound, and two-pound boxes, thus selling it at a handsome profit.

A new steel screw steamer, the Midland Queen, has been built to run out of Midland, Ont., with passengers and freight.

EARLY-CLOSING ITEMS.

The principal dry goods merchants, boot and shoe dealers, and jewelers, of Chatham, Ont., have agreed to close their stores at 1 p.m. on Thursdays, until September 1.

The clerks of Nelson, B.C., have formed a union and are pressing for a half holiday on Thursday afternoons.

The Merchants' Association, of Galt, Ont., have decided to close their stores every Thursday from 1 o'clock for the remainder of the day and evening, in place of the afternoon only. The change went into effect last week, and will continue until September 15.

Many Fredericton merchants, grocers and others, believe that it would be the part of economy and wisdom to close their stores evenings during the summer months. Concerted action is all that is required to bring about such a desirable end. The early closing now extends to the hardware, dry goods and boot and shoe stores and the proprietors of these establishments believe that they are not only saving money thereby, as the expense of keeping open evenings is greater than the profits from the insignificant sales; and more than this the proprietors and the clerks are allowed an hour or two out of doors in the evenings for the promotion of their health and pleasure.—Gleaner, Fredericton, N.B.

A NEW ORANGE.

A new kind of an orange from Florida has a dark brown skin which is rough and looks like alligator hide. The fruit has a very fine flavor and sells readily, in some places, for a dollar a dozen.

PROSPEROUS INVENTORS.

"There isn't much money in inventions," said the young man with long hair and a thoughtful manner.

"That's nonsense!" answered Senator Sorghum. "Look at the men who invented trusts and watered stock. The trouble is that you don't invent the right thing."

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

EMPIRE

SMOKING TOBACCO

In 5 10 and 15c. Plugs.

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

EMPIRE is well advertised.

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

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

GILLARD'S PICKLE—Cases of 2 Dozen.

5-Case Lots and over . . . \$3.20 Per Dozen.
Less Quantity, . . . 3.30 "

GILLARD'S SAUCE is a good sauce, none better for gravies, soups, etc.

5-Dozen Lots and over . . . \$1.40 Per Dozen.
Less Quantity . . . 1.50 "

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



LICORICE..

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

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

POTATOES and OATS

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

THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

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

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

Write for scale of charges, etc., to
THE GLEANER CO.,
Limited
"Gleaner" Office, . . . KINGSTON, JA.

BASKETS

We make them in all shapes and sizes. We have

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

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

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

ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

Absolute Purity in

COWAN'S

Cocoa, Chocolate,
Icings for Cake and
"Famous" Blend Coffee.

THE COWAN CO., LIMITED, TORONTO.

Edwardsburg Silver Gloss Starch.

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

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

Edwardsburg Starch Co'y, Limited
Established 1858.

164 St. James Street,
Montreal.

Works,
Cardinal, Ont.

53 Front Street East,
Toronto.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

EXTRACTS.	
HENRI JONAS & Co. Per gross.	
1 oz. London Extracts	\$6 00
1 oz. " " (no corkscrews)	5 50
2 oz. " "	9 00
1 oz. Spruce essence	6 00
2 oz. " "	9 00
2 oz. Anchor extracts	12 00
4 oz. " "	21 00
8 oz. " "	36 00
1 lb. " "	70 00
1 oz. Flat " "	9 00
2 oz. Flat, Anchor extracts	18 00
2 oz. Square " "	21 00
4 oz. " " (corked)	36 00
8 oz. " "	72 00
4 oz. " " glass stop extracts	3 50
8 oz. " "	7 00
2 1/2 oz. Round quintessence extracts	3 00
4 oz. Jockey decanters	3 50
FOOD.	
Robinson's Patent Barley 1/2 lb. tins	1 25
" " " 1 lb. tins	2 25
" " " Groats, 1/2 lb. tins	1 25
" " " 1 lb. tins	2 25
GILLETT'S POWDERED LYE.	
4 doz. in case	\$3 60
JAMS AND JELLIES	
SOUTHWELL'S GOODS. per doz.	
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	3 00
Raspberry " "	3 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 85
Red Currant Jelly	2 75

Jams—	T. UPTON & CO.
1-lb. glass jars 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb	0 06 3/4
7-lb. wood pails, 6 " "	0 06 3/4
14-lb. wood pails, per lb	0 06 3/4
30-lb. " " "	0 06 3/4
Jellies—	
1-lb. glass jars, per doz.	\$1 00
7-lb. wood pails, per lb.	0 06 3/4
14-lb. " " "	0 06 3/4
30-lb. " " "	0 06 3/4
KNIFE POLISH.	
Nixey's "Cervus" 6d. and 1s. tins	
For price list and sliding scale apply W. G.	
Nixey 12 Soho Sq. London, Eng.	
LICORICE.	
YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy boxes (40)	
per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb.	
cans, per can	3 00
Licorice Lozenges, 5 lb. glass jars.	1 75
" " 20 5 lb. cans	1 50
"Purity" Licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce, large cent sticks, 100 in box.	
MUSTARD.	
COOLMAN'S OR KEEN'S.	
D. S. F., 1/2 lb. tins, per doz.	\$1 40
" " 1 lb. tins, " "	2 50
" " 1 lb. tins, " "	5 00

Durham, 4 lb. jars, per jar	0 75
" " 1 lb. " "	0 25
F. D., 1/2 lb. tins, per doz.	0 85
" " 1/2 lb. tins	1 45
BAYLE'S PREPARED MUSTARDS	
Robert Greig & Co., Toronto, Agents.	
1/2-lb. jars 1-lb. jars.	
Horseradiah	per doz., \$1 75 \$2 50
English Sandwich	1 75 2 50
JONAS' FRENCH MUSTARDS	
HENRI JONAS & Co. Per gross.	
Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	24 00
MATCHES.	
Eddy's Telegraph, single cases	\$1 00
five cases	3 80
Telephone, single cases	3 90
five cases	3 70
Eagle Parlors, single cases, 200s	1 70
five cases, 200s	1 60
" " single cases, 100s	1 90
five cases, 100s	1 80
Victoria Parlors, single cases	3 00
five cases ..	2 90
MINCE MEAT.	
Welch's Condensed, per gross, net	\$12 00
per case of doz., net.	3 00
ORANGE MARMALADE.	
TUPTON & CO.	
1-lb. glass 2 doz. case, per doz.	\$1 00
7-lb. pails and 5 and 7 lb. tins.	0 07

PICKLES.	
STEPHENS'.	
A. F. Tippet & Co., Agents.	
Patent stoppers) pintal, per doz.	2 30
Corked " " " " "	1 80
BAYLE'S.	
Robert Greig & Co., Toronto, Agents.	
Pandora, per doz.	1/2 Pintal. Pintal.
Sliced Sweet	\$2 15 \$3 60
Hot Stuff	1 75 2 85
Tobasco Sauce, 2-oz. bottle, per doz.	1 75 2 85
Tobasco Pods in vinegar, 1/2 pt.	\$4 25 3 25
SODA.—COW BRAND	
Case of 1 lb. (con	taining 60 pkgs.,
per box, \$3.00	
Case of 1/2 lb. (con	taining 120 pkgs.,
per box, \$3.00.	
Case of lbs. and 1/2	lbs. (containing 30
1 lb. and 60 1/2 lb.	packages) per box, \$3.00.
Case of 50. pkgs (containing 96 pkgs) per	box \$3.00.
SOAP	
A. F. TIPPET & CO.,	
AGENTS	
Maypole Soap colors	
per grs., \$10.30.	
Maypole Soap, black	
per grs., \$10.30.	
Oricle Soap, per gross	\$10.30

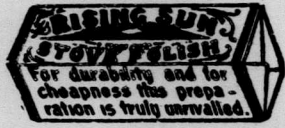


DWIGHT'S
SODA



MAYPOLE
SOAP

STOVE POLISH.



For durability and for cheapness the preparation is truly unrivalled.

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



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

STARCH

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

Culinary Starch—
 Benson & Co.'s Prep. Corn..... 0 06 1/2
 Canada Pure Corn..... 0 15
Rice Starch—
 Edwardsburg No. 1 white, 1-lb. cart 0 06 1/2
 Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 18
KINGSFORD'S OSWEGO STARCH



SILVER { 40-lb. boxes, 1-lb. pkgs. 0 02 1/2
 GLOSS { 6-lb. boxes, sliding cover
 PURE—40-lb. boxes 1-lb. pack.... 0 07
 48-lb. " 16 3-lb. boxes 0 07
 For puddings, custards, etc.

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

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

BRANTFORD STARCH WORKS, LIMITED.
 Ontario and Quebec.

Laundry Starches—
 Canada Laundry, boxes of 40 lbs. \$0 04 1/2

Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs.... 0 05 1/2
Finest Quality White Laundry—
 3-lb. Canisters, cases of 48 lbs.. 0 05 3/4
 4-lb. " " " " 0 05 3/4
 Barrels, 175 lbs. 0 05
 Kegs, 100 lbs. 0 05

Lily White Gloss—
 1-lb. fancy cartons, cases 30 lbs. 0 07 1/2
 6-lb. toy trunks, 8 in case 0 07 1/2
 6-lb. enameled tin canisters,
 8 in case 0 07 1/2
 Kegs, ex. large crystals, 100 lbs. 0 06 1/2
Brantford Gloss—
 1-lb. fancy boxes, cases 36 lbs... 0 08

Canadian Electric Starch—
 Boxes of 40 fancy pkgs, per case 3 00
Celluloid Starch—
 Boxes of 45 cartons, per case .. 3 50

Culinary Starches—
 Challenge Prepared Corn—
 1-lb. packages, boxes 40 lbs.... 0 05
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lbs.... 0 06 1/2
Crystal Maize Corn—
 1-lb. packages, boxes 40 lbs.... 0 06 1/2



TEAS.
SALADA CEYLON.
 Wholesale. Retail

Brown Label, 1's 0 20 0 25
 " " 1/2's 0 21 0 26
 Green Label, 1s and 1/2's 0 22 0 30
 Blue Label, 1s, 1/2's, 1/4's and 1/8's. 0 30 0 40
 Red Label, 1s and 1/2's 0 35 0 50
 Gold Label 1/2's 0 44 0 60



CEYLON TEA, IN
 1 and 1/2 lb. lead
 packages, black
 or mixed.

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

BROWN BRAND

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



"SNELLINGS PATENT"
 English Break-
 fast Hopped Tea,
 29c.; retail, 40c.
 A. Waddell & Co.
 agents, Toronto.
 Samples on appli-
 cation.



Cases each 60 1-lb..... 0 85
 " " 30 1-lb..... 0 85
 " " 150 1/2-lb..... 0 36



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

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

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.
 Smoking—Empire, 3/4's, 5s and 10s.. 0 39
 Royal Oak, 1 x 3, Solace, 8s 0 52
 Something Good, 7s..... 0 48
 Chewing—Bobs, 5s and 10s 0 36
 Currency, 13 1/2 oz. bars, spaced 9s.. 0 39
 Currency, 6s and 10s 0 39
 Old Fox, Narrow 10s 0 40
 Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44
 Snowshoe, pound bars, spaced 6s.. 0 44
 Snowshoe, 3x4, 6s..... 0 44
 Pay roll, 6s 0 44

WOODENWARE

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

Matches, Kodak, per case (200's) 9
 boxes to packages, 40 packages to
 case..... 3 30

YEAST.

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

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

Excelsior Macaroni
White Castile Soap

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

COX'S GELATINE Always
 Trustworthy
 ESTABLISHED 1725.

Agents for Canada:
 C. E. COLSON & SON, Montreal.
 D. MASSON & CO., Montreal.
 ARTHUR P. TIPPET & CO.,
 Toronto, St. John, N.B., and Montreal

We are always glad
 to receive orders for the insertion of ad-
 vertisements. But will those who send us "Con-
 densed" or "Want" advertisements please
 bear in mind that they can only be inserted
 when cash or stamps accompany the order.
 The rate is 2c. per word each insertion, num-
 bers and contractions counting as words.

MACLEAN PUB. Co., Limited
 Montreal. Toronto.

Soap

"IMPERIAL" and
 "SNOW"
 Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

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.

3189 Notre Dame St., MONTREAL.

ARE YOU USING OUR

Cold Blast
 or Jubilee
 Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
 of WALLACEBURG, Limited

SLEE, SLEE & CO.,
 Limited

Tower Bridge Brewery,
 LONDON, ENG.

FOR **English Malt**
Vinegars.

Ontario Agents
John W. Bickle & Greening.
 HAMILTON AND TORONTO.
 From whom Samples and Prices can be obtained.



CRYSTAL FLOWER VASES.

This is the time to sell them.

Have you tried a sample lot of our assortment of Crystal Vases to retail from 15c. a pair to 25c. each?

Seasonable Goods	12 pairs retail at 15c. per pair	\$1 80
	6 " " " 20c. " "	1.20
	6 " " " 25c. " "	1 50
Brilliant Glass	6 " " " 30c. " "	1.80
	6 " " " 35c. " "	2.10
	12 " " " 40c. " "	4.80
	12 " " " 50c. " "	6.00
New Patterns		—
	The lot retails for.....	19.20
Choice Shapes	Cost to you is.....	12 80
		—
Right Prices	Your profit is.....	\$6.40

Order half or quarter package as sample.

GOWANS, KENT & CO.

TORONTO and WINNIPEG.

All wise grocers prefer handling an article that will leave them a margin of profit that is really profitable—the very reason they appreciate

**Wethey's
Condensed
Mince Meat.**

Added to that it has the necessary quality to stimulate a steady demand for it. All wholesalers sell it.



J. H. WETHEY,

Sole
Manufacturer.

ST. CATHARINES, ONT.

CROSSE & BLACKWELL'S
New
Season's **Candied Peels**

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

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

C. E. COLSON & SON,

MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

—OFFICES IN CANADA—

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER B.C.

HAMILTON, ONT.
QUEBEC, QUE.
VICTORIA, B.C.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

Oakey's

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

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

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

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street
MONTREAL**