

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

CIRCULATES
IN EVERY
PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER



QUALITY..

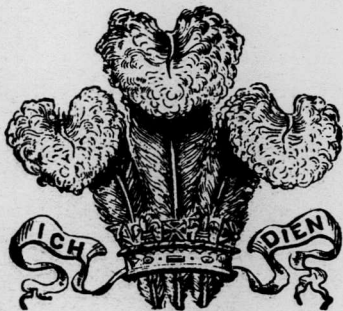


When a salesman talks price to you
Ask him about QUALITY
When he talks quantity . . .
Ask him about QUALITY
When he talks merit to you . . .
Ask him about QUALITY

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

BY
SPECIAL
APPOINTMENT

PEEK, FREAN & CO.



TO
H.R.H., THE PRINCE OF WALES.

Hold Twenty-One Royal Appointments

and their Biscuits, Cakes, etc., have been awarded

Twenty-Seven Medals.

Out of hundreds of varieties of Biscuits we would direct
your special attention to

CHAS. GYDE, Agent,
MONTREAL.

CHERRY
VENICE
FLORENCE

WAFERS

CHERRY
VENICE
FLORENCE

Corn Brooms

BROOMS

- "GEM"
- "WIRE"
- "SNOW"
- "SORKER"
- "HEARTH"
- "LA BELLE"
- "BARBERS'"
- "TRAVELLER"

Wood, Bone, Nickel, Silver
and Plush Handles.
Large Variety. Low Prices.

- "Rose"
- "Pansy"
- "Thistle"
- "Maple Leaf"
- "Shamrock"
- "Daisy"
- "Tulip"
- and
- "Good Luck"

...
Always reliable
and as repre-
sented.

STANDARD BRANDS

WHISKS

**W
H
I
S
K
S**

The H. A. Nelson &
Sons Co., Limited
59 to 63 St. Peter Street
MONTREAL

Toronto Sample Room:
56 and 58 Front St. West

Corn Whisks

MILLAR'S PARAGON

...IS...



THE BEST
CHEESE
TO EAT.

THE BEST
CHEESE
TO SELL.

THE STANDARD OF PURITY.

Be sure you have a good supply on hand.

The T. D. Millar Paragon Cheese Co.
INGERSOLL

Agents—Frank Magor & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Winnipeg.

COLEMAN'S

Established 1868.

SALT

"Educate your customers in regard to quality."

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

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

RICE'S

Address :

R. & J. RANSFORD
Clinton, Ont.

SALT

You Should Know Maypole Specialties Better.

Our largest customers on the specialties that the Maypole Soap Co. make are our *oldest* customers, which fact speaks volumes for the quick and ready sale of Maypole goods. Articles which improve upon acquaintance must have honest merit as well as good profits to commend themselves so strongly to regular buyers. It will pay you, and pay you well, to get better acquainted with

Maypole Soap

—the quick, clean, easy, brilliant, fadeless Home Dye that washes and dyes at one operation.

Oriole Soap

—the famous Vegetable Toilet Soap for the complexion, which is made largely of vegetable substances (therefore free from microbes) and healing Balsams from the far East. Sold for a small price, in handsomely enameled, hinged metal boxes

"Thistle" Brand Canned Haddies.

The rich, natural, delicate flavor of the freshly caught fish (real Haddies) is preserved in all its original naturalness in the "Thistle" Brand, because the fish are selected, cured, cleaned, packed and sealed right at the water side, where they are caught. No dirt or slime in the "Thistle" Brand. They are sold *on honor*.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

25 Scott Street, Toronto.

THE

GREAT SUCCESS

... of ...

Ceylon^{and} Indian *Black Teas*

has prepared an easy road for the

Green.

British Planters offer the Canadian Public both kinds now, so the cheap, characterless teas of China and fishy-flavored Japans are being relegated to oblivion.

The tea drinkers will be satisfied only with the pure, healthy, invigorating, cleanly-made teas of

Ceylon and India.



It costs less to smoke the **BEST** Cigars. You deceive yourself and your customers too, when you buy inferior brands. You save all the way through when you buy my 5c. "Pebble" Cigar and my 10c. "Pharaoh." They stand at the head where intrinsic merit alone has placed them. Let me send you samples and prices.

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

SOUTH AFRICA RELISH



It gives a delightful flavor to the meal. Makes palatable and digestible the other items of the menu. This famous relish bears the famous and reliable brand of

"STERLING."

—Made in Canada's Largest Pickle Factory
—by most scientific methods.

T. A. LYTLE & CO.

124-128 Richmond St. West,

TORONTO.

Your Interests and Ours.

There is a mutual helpfulness in being plain and matter of fact in our advertising of Molina Rolled Wheat. Your interests and ours are both best conserved by an honesty of purpose—hence, absolute truthfulness always in our advertising space. You can count upon it, you can depend upon it—without it we both go backward rapidly.

Molina Rolled Wheat

is not put up in expensively lithographed cartons, because the money that it would cost is put into the quality of the Rolled Wheat. "Molina" is sold entirely on its merits as an unequalled warm-weather Cereal Breakfast Food. It needs no blazoning of trumpets to attract attention—it relies wholly upon the verdict of the people who buy it and buy no other brand afterward. If you do not know "Molina," let us send you samples.

*The Tillson Company, Limited
Tilsonburg, Ont.*

DO NOT CONFOUND "St. Charles" Evaporated Cream

With ordinary condensed milk. The difference is great—"St. Charles" is more economical, wholesome and better in every respect. No IDLE BOAST THIS, but a fact established by exhaustive tests and practical experience. "ST. CHARLES" is simply the richest of milk, reduced by evaporation to the consistency of cream. Being thoroughly sterilized it is free from bacteria and disease-producing germs. And, lastly, it is a delicious, natural, perfect, strengthening food.

TWO SIZES { "FAMILY," 4 DOZ. IN A CASE.
"HOTEL," 2 DOZ. IN A CASE.
Five-case lots delivered to any point in Ontario.

GOLD MEDAL
Awarded at Paris Exposition, for highest excellence.

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



Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



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

BE AYE READY!
WATERSONS'
"CAMP" COFFEE
IS THE BEST.

PRODUCING A CUP OF DELICIOUS COFFEE AT A MOMENTS NOTICE.

ASK YOUR WHOLESALE GROCER FOR IT.



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



SAUCES OF ALL KINDS.

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

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND GENERAL STOREKEEPER

VOL. XIV.

TORONTO AND MONTREAL, SEPTEMBER 14, 1900

NO. 37

THE SMALLEST CAPITAL NECESSARY TO START AS A GROCER.

BY J. GORDON, IN GROCERY.

THE smallest capital necessary to start as a grocer must depend on the way one looks at it. Thus a man, by his position in an employer's shop beforehand, and by knowing exactly what trade he could command, might feel quite safe with £20 in his pocket; another, who had not the influence or the acquaintance with the locality, would be quite unsafe with three or four times that amount. And again, a man might start a shop entirely on credit, as is too often done for the good of the trade, but sometimes successfully, and in that case the only capital he would have or need would lie in the credit he could command. But, I take it that what is wanted is the sum that will enable a man to start with the knowledge that he has or can pay for every article in his shop, and that when he opens his door he can fairly say: "Here am I tied to nobody, obliged to nobody, and if I fail I hurt nobody but myself." That being so, I trust the following may be of use to those who are shivering with doubt whether to try or not. It must always be remembered, however, that without the experience, backbone, and requisite ability to conduct a business in the present pushing, hardworking, up-to-date style of to-day, it matters not whether your capital be hundreds or thousands, you will lose in the transaction.

Given the qualities enumerated above then a very modest sum only is required to start as a grocer, and this amount I place at £80. This sum is the minimum and though not large is quite sufficient to make

a clear beginning, as the following figures will show.

And now at this sum you have a shop well fitted, equipped, and filled with stock of which you need not be ashamed, as it is all of very good quality. I have taken this quality as a basis so that this shop may be opened in any class locality whatever. I am aware a much cheaper start could be made, but the feeling of satisfaction and pride would be correspondingly wanting, and the first essential of success is a pride in that in which you intend to succeed.

So, with £80, there you are, your own master. Fear nothing; stock as lightly as possible—in town you can restock in an hour. Fix your profits carefully:

OUTFIT.		£	s.	d.	£	s.	d.
2 sets of counter scales with weights.....		3	0	0			
1 potato scale with weights..		1	0	0			
1 set of heavy scales with weights.....		4	0	0			
2 mirrors for windows.....		2	10	0			
12 canisters for shelves.....		2	8	0			
3 tea bins.....		1	10	0			
Spoons, knives, etc.....		1	5	0			
					15	13	0

PROVISIONS.		£	s.	d.	£	s.	d.
2 Belfast bacons, 52 lb. at 6½d.....		1	8	2			
2 Ayrshire bacons, 56 lb. at 7d.....		1	12	8			
4 Jiggots bacons, 64 lb. at 5½d.....		1	9	4			
12 American smoked hams, 1 cwt. 2 qr., at 56s.....		4	4	0			
4 Belfast smoked hams, 56 lb. at 9d.....		2	2	0			
2 tubs margarine, 56 lb. at 4½d.....		1	1	0			
1 tub margarine, 28 lb. at 6d.....		0	14	0			
1 tub margarine, 28 lb. at 9d.....		1	1	0			
56 lb. finest butter, at 10½d.....		2	9	0			
1 boiled beef, 36 lb. at 9½d.....		1	7	0			
4 cheeses, 2½ cwt. at 56s.....		7	0	0			
2 Cheddars, 1 cwt. 28 lb.....		4	2	6			
					28	10	8

GROCERY.		£	s.	d.
3x½ chests tea, 150 lb. at an average of 1s. 6d. per lb....		11	5	0
1 sack of oatmeal.....		1	10	0
3x0-140 lb. best flour.....		1	16	0
2x0-224 bags sugar.....		2	10	0
2 sacks potatoes.....		0	13	0
1x0-112 lb. bag rice.....		0	14	0
1x0-140 bag barley.....		0	11	6
1x0-140 bag peas.....		0	16	0
1x0-140 bag split peas.....		0	11	6
		20	7	0
		£64	10	8

For sundries, such as tinned goods, jams, biscuits, spices, etc., which can all be had in very small quantities at a fraction of difference from taking a large quantity, say.....		14	0	0
		£78	10	8

Your drawing should not be less than £30 weekly. Your profits on that should be at least £3 15s. There are men taking 20 to 25 per cent. out of the same size of shop to day, easily.

	£	s.	d.	£	s.	d.
Your rent, including taxes, light, etc., should be over £35, or, say, 13s. 6d. weekly, or, say, rent, etc., per week.....	0	13	6			
Wages for self.....	1	10	0			
" " youth.....	0	12	0			
" " boy.....	0	4	0			
				2	19	6

Leaving 15s. per week to be banked, or, say, £30 yearly.

That is your minimum; you should do more with the same expense. In two years, with success, you may open an other shop. There are dozens failing around you; these are the failures, let yours be the success. Again, fear nothing—but you must have grit.

[The above essay was the winner of a prize given by Grocery, London, England, and, while directly intended for British grocers, may not be without interest to those in Canada.—Editor CANADIAN GROCER.]

James Canning, general merchant, Kipper, Ont., has sold his business to Duncan Hay, Farquhar, Ont., who takes immediate possession.



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.

PETER WELCH, general merchant, Springbrook, Ont., is offering 50c. on the dollar.

W. J. Inglis, general merchant, Aylmer, Que., has assigned.

A. Lebrun, general merchant, Sayabec, Que., has assigned.

Thomas Figsby, general merchant, Hemmingford, Que., has assigned.

John A. Humphrey, grocer, Stratford, Ont., has assigned to John Brown.

Robert S. Reid, grocer, Wingham, Ont., has assigned to Bertiam J. Reid.

Ferdinand Larouche, general merchant and lumber dealer, Taillon, Que., has assigned.

Thos. L. Girard & Co., general merchants, Shawenigan Falls, Que., have assigned.

Lamarche & Benoit have been appointed curators of Osias Cartier, general merchant, Maskinonge, Que.

A meeting of the creditors of Samuel J. Jones, grocer, Fort William, Ont., will be held to day (Friday).

Gagnon & Caron have been appointed curators of Arthur Vaillancourt, general merchant, St. Julienne, Que.

The Dodge & Dennison Co., Limited, grocers and hardware dealers, Kentville, N. S., have assigned, and a meeting of creditors will be held on Saturday in Kentville.

PARTNERSHIPS FORMED AND DISSOLVED.

A. A. Ayer & Co., produce dealers, Montreal, have dissolved.

Pierre Gauvin has registered as proprietor of Pierre Gauvin & Co., bakers, Sherbrooke, Que.

Godbout & Rathier, traders, St. George de Windsor, Que., have registered partnership.

Partnership has been registered by Patrick & Lester, general merchants, South Durham, Que.

Thibaudeau & Gagnon, grain and flour

dealers, St. Paulin, Que., have registered partnership.

Collin & Son, grocers, St. Boniface, Man., have dissolved, M. E. Collin continuing under the style of Collin & Co.

Colin McNab and W. G. McNab, on September 1, registered as partners dating from February 1, 1900, under the style of Colin McNab & Co.

Bell, Simpson & Co., wholesale cheese and produce dealers, Montreal, have dissolved, Joshua A. Bell retiring and John Simpson continuing under the same style.

SALES MADE AND PENDING.

The assets of S. I. Brenner, grocer, Montreal, have been sold.

The assets of Alphonse Bastien, grocer, Montreal, have been sold.

Catherine Odell, grocer, London, Ont., is advertising her business for sale.

The assets of Thomas Gratton, grocer, Hull, Que., are to be sold by tender.

The assets of A. M. Millward, grocer, Montreal, have been sold by bailiff's sale.

The assets of John Inglis, general merchant, Barry's Bay, Ont., are to be sold.

The assets of Richard Francis, general merchant, Douglas, Ont., have been sold.

The assets of E. S. Larue, general merchant, St. Joseph (Beauce), Que., have been sold.

The stock of A. A. McClaskey & Son, wholesale confectioners, St. John, N.B., has been sold.

The assets of Nap. Labiosse, general merchant, St. Onge, Ont., were sold on September 11.

The stock, etc., of Jules Cote, general merchant, Lac Bouchette, Que., is to be sold on September 14.

The stock of J. A. Costello, general merchant, Brudenell, Ont., has been sold at 40c. on the dollar.

The stock, etc., of M. S. Bradt & Co., grocers and liquor dealers, Hamilton, Ont., is advertised for sale by tender.

The stock of J. A. Spenard, grocer, Quebec, has been sold at 67c. on the dollar. The

stock, etc., of Z. N. Bergeron, grocer and liquor dealer, has been sold.

CHANGES.

Frank Melville, grocer, Clinton, Ont., has sold out to Wm. O'Neil.

Mrs. E. Stratton, grocer, London, Ont., has sold out to Wm. H. Calhoun.

Thomas Connors, general merchant, etc., Verner, Ont., has sold out by auction.

McGuire & Co., grocers, St. Catharines, Ont., have sold out to Anthony Welsh.

J. H. Hamilton, general merchant, Deseronto, Ont., has sold out to E. Armitage.

J. R. Strome, general merchant, Rapid City, Man., has sold out to Le Page Bros.

Maria Bickley has registered as proprietress of Frank Bickley & Co., grocers, Montreal.

L. S. Roberge, general merchant, Lambton, Que., has bought out Mrs. A. Fortin, Quebec.

Mrs. Alfred Legault has registered as proprietress of A. Legault & Co., grocers, Montreal.

F. McConnell, general merchant, Lakeview, Ont., has been succeeded by George McConnell.

W. F. T. Harrison, wholesale grocer and warehouseman, St. John, N.B., is discontinuing business.

A. R. McDonald & Co., grocers, St. Thomas, Ont., have been succeeded by DeCarteret & Co.

Robert Smith, general merchant, etc., Wanstead, Ont., has been succeeded by Duncan McIntyre.

The style of George & Co., general merchants, Barry's Bay, Ont., has been changed to Frank Stafford & Co.

FIRES.

The stock of Wm. Carmichael, grocer, etc., Montreal, has been damaged by smoke and water.

DEATHS.

Daniel Torpy, grocer, Toronto, is dead. A. Young, general merchant, Lakeside, Ont., is dead.

R. McDougall, general merchant, Hay's River, N.S., is dead.

James Britt, general merchant, Margaree Harbor, N.S., is dead.

Elzear Plean, grocer, St. Anne de la Perade, Que., is dead.

The Rush is on for IMPERIAL VINEGAR.

WHITE WINE, CIDER AND ENGLISH MALT.

No other Vinegar equals it in merit or sales

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

'PHONES 447, 488, 1258.



PACKAGE TEAS

DOES IT PAY

To buy a package tea, because by doing so you are fitted out with some cheap advertising matter, which takes up valuable room in your store, or to cover your window with enamel letters and darken your store, or ;

TO BUY a tea that has merit, is well known, has a well established reputation and name, and has stood the storm of imitations and abuse since the beginning of package teas—a tea that is put up on the estate by men with years of experience ?

Ram Lal's Tea never varies in quality or style, is never sold in bulk, by pedlars, gift stores, or by auction.

James Turner & Co., - Hamilton, Ontario.

WHOLESALE AGENTS.



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



A LARGE SHIPMENT JUST TO HAND OF

Rowat's famous 40-oz. Bottles Pickles, Mixed, Chow Chow and White Onions.

They sell at sight. Also good Canadian Pickles, can be sold at 10c. retail. Ask our travellers to show you samples.

THOS. KINNEAR & CO.,

Wholesale Grocers.

49 Front Street East, TORONTO.

WHY HE KEPT QUIET ABOUT IT.

DAVID HARUM was a good horse-trader, but a recent transaction in horseflesh which was made by Cornelius Crawford shows that there are others who know how to get the long end of a horse trade, says The Grocers' Criterion.

Several weeks ago, Crawford saw a fine buggy horse which he thought he wanted. He located the owner and asked the price. "One fifty," was the reply. After looking the animal over closely and trying her speed, he concluded it was a good trade, and, without more ado, wrote a cheque for the amount. The next day, he found that the mare was as blind as a bat, but this did not hinder her speed nor detract from her general appearance. He drove the animal for several weeks, and succeeded in attracting the admiration of another lover of horseflesh, who made a proposal to purchase.

"Well," said Crawford, "I gave one fifty, but I will let you have her for one sixty five."

The prospective owner looked the animal over and concluded he had a bargain. He paid over the money and took the mare. When the animal was unharnessed the first thing she did was to run against a post, and then, by way of emphasizing the fact that

she was blind, fell over a barrel. The next day the buyer came back to Crawford with blood in his eye.

"Cornelius, you know the mare you sold me?" he began. Well, she's stone blind."

"I know it," replied Crawford, with an easy air.

"You didn't say anything to me about it," said the purchaser, his face red with anger.

"Well, I'll tell you," replied Crawford; "that fellow who sold her to me didn't tell me about it, and I just concluded that he didn't want it known."

TRADING STAMP LEGISLATION.

THE Times, Victoria, B.C., in its issue of August 29, says: The bill which Mr. Hall has introduced into the Legislature relating to trading stamps, proposes to deal with that latest development of commerce. The bill if crystallized into law will forbid the use of stamps altogether under penalty of a fine of not less than \$50 to the person issuing them. The provisions of the bill are as follows:

In the construction of this Act the expression "trading stamps" shall extend to and include all stamps, tickets, coupons, cards, or other devices of any kind or description whatsoever, whereby, or in exchange whereof, any person shall be entitled to receive, or shall receive, any property of any kind

by way of bonus gift, discount or premium on any goods or chattels bought or sold, or in excess of or in addition to the goods or chattels actually so bought or sold.

From and after the coming into force of this Act no person, either by himself or his clerk, servant, or agent, shall give, sell, or in any other way whatsoever dispose of any trading stamps to any person, copartnership, company, or corporation, nor shall any person, copartnership, company or corporation, buy or otherwise acquire, accept, receive,

or have in his or their possession, or in the possession of any clerk, servant, or agent, any such trading stamps, nor shall any vendor of any goods or chattels give, sell, or otherwise dispose of any trading stamps to any purchaser of any of such goods or chattels whereby or with the intent that such purchaser shall receive, or be entitled to receive, either by virtue of such trading stamp alone or together with trading stamps given by any person or persons other than such vendor, or in exchange therefor, any money, goods, chattels, or property of any kind.

Everyone who by himself, his clerk, servant, or agent, gives, sells, or otherwise disposes of or buys or has in possession any trading stamps in violation of the provisions of this Act shall, on summary conviction, be liable to a penalty of not less than \$50 for the first offence, and not less than \$100 for the second or any subsequent offence. If the defendant makes default in payment of any penalty imposed under this Act, the same shall be levied upon the goods and chattels of such defendant by distress and sale thereof, and in default of sufficient distress the defendant may be imprisoned in the common goal for a period not exceeding two months.



MacLAREN'S IMPERIAL CHEESE

awarded **Gold Medal**

at . . . **Paris Exposition**

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

Valencia Raisins

We are quoting best packers' fruit to arrive early at close figures.

THE DAVIDSON & HAY, LIMITED

36 Yonge Street

Wholesale Grocers

TORONTO

HINTS TO BUYERS.

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

T KINNEAR & CO. are in receipt of a shipment of "Phoenix" brand whole pineapple.

"Bahama" shredded pineapple may be procured from Lucas, Steele & Bristol.

Capital values in Young Hyson points may be had from Lucas, Steele & Bristol at 17 to 18c.

"St. Charles" evaporated cream, unsweetened, is finding a ready sale with W. H. Gillard & Co.

Lucas, Steele & Bristol now have their new drained "Empire" peels in stock; also York goods.

Still a few grocers' showcases, handsome articles, left with W. H. Gillard & Co., to close out at a low price.

Japan dust is offered by Lucas, Steele & Bristol at 5½c.; they also have excellent Ceylon fannings.

Californian evaporated apricots, 1900 crop, boxes, 25 and 50-lb., are selling freely with The Eby, Blain Co., Limited.

The "Salada" Tea Co., Toronto, report that their west end city traveler took 56

orders on Monday of this week, which means that 56 grocers in the west end ordered "Salada" tea in one day.

New catch Labrador herring, skinless cod, in cases; boneless codfish and quail on toast, 1-lb. blocks, is in store with The Eby, Blain Co., Limited.

That Saigon cassia of Lucas, Steele & Bristol's is a bargain. Their "L. P. & Co." brand spices are of the best.

Caley's lemonade crystals, prepared from the fruit, make a refreshing beverage, and are cheaper than lemons. The Eby, Blain Co., Limited, have them in stock.

Warren Bros. & Co. have taken into stock a shipment of new season's Californian dried apricots. The fruit shows excellent quality.

Labrador herring, split herring, salmon and mackerel, barrels and half-barrels, are in store with W. H. Gillard & Co. Splendid fish.

Whole mixed pickling spice, "Select" and "Gauntlet" brands, finely blended, in 2½-oz. and 5-oz. cartons and in bulk, is having brisk sale with The Eby, Blain Co., Limited.

Just in store with W. H. Gillard & Co., and showing exceptional quality, Californian apricots, in 25 and 50 lb. boxes. New goods and price low consistent with quality.

HALIFAX'S TOURIST TRADE.

A number of gentlemen in Halifax, fortunately for the place, had their attention attracted to this tourist business three years ago, and formed an association which, by dint of assiduity in promoting its objects, they made so prominent that other and larger cities are following in its track. Some of the finest tourist literature that has appeared anywhere on the continent has emanated from this association; the results are partially visible in the thousands of tourists that have already been here this summer. * * * Our business people should encourage the association, which is so disinterested and practical in its purposes, and of which Mr. George S. Campbell is president and Ald. Faulkner treasurer. In consequence of so many other engagements and the busy nature of the summer, the canvass for subscriptions has not been general or thorough this summer, but, in aid of the work now in progress, and in preparation for the greater probabilities for the next season, contributions might well be in order from business people, among whom there is a general admission that the tourist trade has helped things wonderfully in their respective lines. It is to their interest that the association should be maintained vigorously.—Acadian Recorder.



THE BEST WAY TO SECURE TRADE

is to give the best value for the money. Other Preserves are good, but

Upton's Jams, Jellies and Marmalade

are excellent.

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

Barbadoes Produce.

Our Direct Importations for the Season 1900.



Schooner:	"Golden Hind."	Loaded by Jas. A. Lynch & Co.
	Molasses.	453 Puncheons. 71 Hogsheads. 50 Barrels.
Barkentine:	"Albatross."	Loaded by Da Costa & Co.
	Molasses.	909 Puncheons. 84 Hogsheads. 80 Barrels.
Schooner:	"Nyanza."	Loaded by S. P. Musson, Son & Co.
	Molasses.	229 Puncheons. 38 Hogsheads. 41 Barrels.
Brigantine:	"Stella."	Loaded by Da Costa & Co.
	Molasses.	494 Puncheons. 45 Hogsheads. 65 Barrels.
Schooner:	"Mercedese."	Loaded by S. P. Musson, Son & Co.
	(via Portland) Molasses.	348 Puncheons. 47 Hogsheads. 60 Barrels.
Barkentine:	"Altona."	Loaded partly by Da Costa & Co.
	Molasses.	686 Puncheons. 14 Hogsheads. 5 Barrels.
	Bright Grocery Sugar.	300 Barrels.
	Molasses.	Loaded partly by S. P. Musson, Son & Co. 383 Puncheons. 60 Hogsheads. 70 Barrels.

Total—Molasses: 3,502 Puncheons. 359 Hogsheads. 371 Barrels.
Total—Sugar: 300 Barrels.



HUDON, HEBERT & CIE.

———— MONTREAL.

CANNED GOODS 1900 PACK.

We are daily receiving additions to our stock of DOMESTIC AND FOREIGN CANNED FRUITS, which, as usual, will be the LARGEST and FINEST in the trade. We offer, for early delivery, "MONARCH" Brand Corn, Peas and Tomatoes, packed by the Dunnville Canning Co.

WE DO NOT handle cheap canned goods in order to advertise cheap prices, believing that QUALITY in these important food products is the truest economy in the end.

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

WHOLESALE IMPORTING
AND MANUFACTURING GROCERS.

TORONTO.

TORONTO GROCERS' MEETING.

THE regular monthly meeting of The Toronto Retail Grocers' Association, which was held on Monday evening, in St. George's Hall, Elm street, was one of the best attended meetings that this association has held for some time. President D. J. Kelly occupied the chair. There were also present, Messrs. Hawes, secretary; Davies, Nolan, Bond, Dallimore, T. Clark, D. W. Clarke, J. A., A. W. and F. W. Johnston, Massen, Burns, Thorne, Booth, Snow, Robinson, White, Sykes, Robertson, McLean, VanLoon, Schoales, Blood, Holmes, Marmion, Gibb, Everitt, Patterson, Copeland, Burford, Roberts, Dowswell, Mauthie, Stewart, Scott, Cole, Anderson, and Gibbons. Three new members, A. M. Young, 33 Sheridan avenue; And. Wright, 69 Harbord street, and R. Passmore, 144 Dundas street, were received.

A communication was received from Solicitor F. S. Mearns, who had represented the association in defending the early-closing by-law, which was passed by the Toronto Council at the instance of the association, stating that the appeal against the order of Justice Street had been heard, and been dismissed. This left the police commissioners, who had refused to enforce the law

pending this hearing, no ground for further delay, and this body had informed Mr. Mearns that the by-law would be enforced. The executive were appointed a committee to look after the interests of the early-closing advocates to see that the law is properly enforced, and that its opponents do not succeed in alienating public opinion from support of the by-law by representing that the association is trying to hurt the small dealers by preventing them from staying open. It is the association's desire to have the law interpreted to bear as lightly as possible on the small dealer.

A letter was received from a local insurance company offering to insure the members of the association against accident or against certain diseases. Messrs. Kelly, Burns and Mauthie, were appointed a committee to consider the offer.

A communication was received from Mr. Trowern, secretary of the Retail Merchants' Association, stating that on account of the unsatisfactory state of municipal affairs a movement was being started to so influence the January municipal elections that the results should be more satisfactory to the merchants of the city as well as to the city generally, and asking the association to send five delegates. Messrs. Kelly, Bond

F. W. Johnston, Everitt and D. W. Clarke were appointed.

President Kelly announced that the alum baking powder law, which was to have gone into effect next December, had been deferred for another year.

As Benj. Panter, who had given notice of motion that the association should loan the Anti Stamp Association \$50, was absent, T. Holmes introduced the matter. It aroused quite a discussion, but eventually, on motion of Messrs. Bond and Johnston, it was decided to give, instead of loan, the \$50, as the objects of the Anti Stamp Association, to do away with the use of trading stamps, was fully in accord with almost all the members present.

EARLY DELIVERY OF VALENCIAS.

On Monday, September 3, L. Chaput, Fils & Cie, were delivering to their customers, Oliver's new crop of Valencia raisins of their own direct importation. The quality turned out very nice. This enterprising firm is once more ahead, and its customers need not fear but that they will always be supplied with the earliest goods procurable. This time they were fortunate in buying early for the market has advanced considerably since its opening.

Make a Leader
of _____

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

LEA & PERRIN'S SAUCE

The most perfect
condiment in use.

N.B.—It invariably
pays to push
a good article.

DON'T LET THE PRICE WORRY YOU.



Get that notion out of your head at once, for the price is not to be considered at all when its money-making powers are considered.

**IT PAYS FOR ITSELF.
IT COSTS YOU NOTHING.**

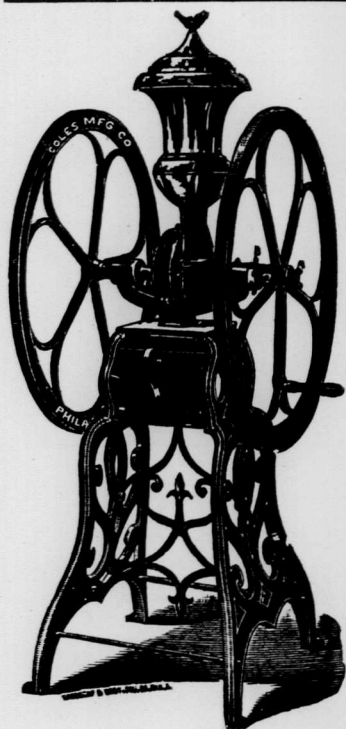
Where else can you invest your money at a better advantage, and where start to better your business, if not at its foundation? Your profits are the heart-throbs of business, and the **Money-Weight System** the secret of its success.

OUR SCALES ARE SOLD ON EASY MONTHLY PAYMENTS.

THE
Computing Scale Co.

DAYTON, OHIO, U.S.A.

Or Money-Weight Scale Co., No. 47 State St., Chicago, Ill.
Money-Weight Scale Co., No. 142 Chambers St., New York, N.Y.
James A. Hossack, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Canada.
L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Canada.



The Canadian Grocers Know

a good mill when it is presented to them.

They have taken up the . . .

COLES COFFEE MILL

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

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

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

A Warm Weather Money-Maker for the Trade.

One of the best summer sellers on the market, easily handled, affording a liberal margin of profit, making new customers and keeping old ones is

Rowntree's ELECT Lemonade

a pure, refreshing Lemonade, exceptionally delicious in flavour and strength, and economical in cost. . . .

ROWNTREE'S OTHER SPECIALTIES:

**Elect Cocoa High-Class Chocolates
Gum Pastilles.**

Agents for Canada are:

For Manitoba, Northwest Territories and British Columbia:
THE HUDSON'S BAY CO., WINNIPEG.

And for Quebec, Ontario and the Maritime Provinces:
MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.



President,
JOHN BAYNE MacLEAN,
Montreal.

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

AN ANOMALOUS CONDITION.

At the recent convention of the Maritime Board of Trade, in Kentville, N. S., the Parrsboro' delegate secured the endorsement of a movement for a daily mail service between his town and Wolfville, at the other side of the famous Minas Basin.

A steamer already runs daily between Parrsboro' and Kingsport, but it does not carry the mails. A wharf is being built at Wolfville, and, when that is finished, the steamer will extend her trip to that town, and, for a small subsidy, would carry the mails.

It is only a couple of hours' sail from Parrsboro' to Wolfville, and yet a letter mailed at the former town does not reach its destination until the following day, on account of its lying over at Halifax one night to make train connection. And Parrsboro' is not the only town in Nova Scotia affected.

The subsidy would not at the outside be for more than \$1,000 a year, and the Parrs-

boro' Board of Trade has certainly made out a good case.

In our recent report of the convention the population of Parrsboro' was given as 200. This was an error. It should have read 2,500.

AN OBVIOUS MORAL.

A short time ago THE CANADIAN GROCER published an item in regard to a certain line of goods which was being made in Canada.

A few days afterwards, a letter was received at this office from one of the leading wholesale grocery houses in Canada asking for the name of the manufacturer. "We want," they wrote, "to get some of these goods, but have found it impossible to find out where they were put up."

The moral is obvious: People who want to sell goods must advertise.

SURLY SALESMEN.

There is nothing that should be more discouraged in a store than surliness toward customers.

It is, no doubt, somewhat irritating while waiting upon one customer to be told that another requires this or that article. But it is no excuse for snappishly replying that he (the salesman) is busy and that the customer will have to wait.

These facts could be intimated in a way that is pleasant as well as in a way that is unpleasant, and to cultivate the quality of doing so should be the effort of every salesman.

Taking it easy is often the hardest way to make a living.

NEW VALENCIA RAISINS.

Valencia raisins are still advancing in price in the primary markets.

On Monday a cable was received in Toronto withdrawing the firm quotations named only a few days previously.

Prices are now fully 1½ to 2c. per lb. higher in the primary market than they were at this time last year.

Local importers are now in receipt of their invoices of new fruit, and they are quoting to arrive at 7 to 7½c. per lb. for fine off-stalk and 7½ to 8c. per lb. for selected raisins. These prices are fully 1c. above those ruling a year ago at this time.

PRICES ON NEW PRUNES.

QUOTATIONS on new season's Californian prunes are being made to the retail trade. Last year, the relatively cheap prunes were the larger-sized ones. This year, the very opposite obtains. This is due, of course, to the fact that the crop this season runs to the smaller sizes.

It appears that, from the first 100,000 lb. of Santa Clara Valley prunes dried on the Coast, only 50 lb. of 30 40 size were obtained, against 10,000 lb. last year.

The ruling prices now being quoted by the local jobbing trade to retailers are as follows for Santa Clara Valley prunes, in 50-lb. boxes: 90 100's, 5¼c. per lb.; 80-90's, 6c.; 70 80's, 6¼c.; 60 70's, 6¾c.; 50 60's, 8½c., and 40 50's, 11c.

It will be noticed that the smaller sizes are lower than last year in price, while the larger are higher.

New prices are also being quoted in French prunes to the retail trade, 110's being quoted at 4½c. and 50 60's at 7c.

KIPPERED HERRINGS ARE HIGHER

Grocers will have to pay higher prices than last year for their supply of kippered herrings. This is particularly true of the Scotch variety, which are 14c. per dozen higher than a year ago, on account of the smallness of the catch.

The run of Canadian herrings is also light, and, unless there is an improvement shortly, a shortage in the domestic pack is anticipated as well.

Kippered herrings of Canadian pack are gradually becoming a strong factor on the home market.

THE MANUFACTURERS' SECRETARY

T. A. Russell, B.A., has been reengaged as Secretary of The Canadian Manufacturers' Association at a largely increased salary. The great progress the association has made in the past few months has been largely due to his intelligent and energetic efforts, and the increase in salary is well deserved. The work he has done and is doing for the manufacturers of Canada has paid and will pay many times over the expenditure on his salary and other expenses.

THE WEAKNESS OF THE TORONTO EXHIBITION.

THE Toronto Industrial Exhibition of 1899 came in for a great deal of criticism from THE CANADIAN GROCER. In certain particulars, the Exhibition which closed last week showed that the management had profited somewhat by that criticism.

The most marked evidence of this was to be seen in the main building. In that building, there was certainly an improvement. There was a decided decrease in the fakir and hawker element, while of the arts and industries of the country there was probably a better representation than for some years, at any rate. But that does not alter the fact that there is still room for improvement in the main building.

In the carriage building, the exhibit was representative and full. The same can be said of the live stock.

In the machinery building there were a few good exhibits, but there were not enough of them. Although the management persuaded some manufacturers to come in the second week of the Exhibition and fill up vacant space, there was vacant space to the end, and a great deal of it. The machinery building is no more like it was a few years ago than winter is like spring.

One of the most deplorable sights was the almost complete abandonment of the agricultural implement building. Half a dozen implement firms were the sum total that exhibited. Of reapers and mowers there was but one of each, and the exhibitor was a foreigner. It was Hamlet with Hamlet left out of the play. The features of the agricultural implement building were the refreshment stands and the cider booth.

Many of the disgusting and suggestive sideshows of the previous year were absent, but not all. And there is still a great deal of room for improvement.

During the last few years the management has been sowing the wind and it is now reaping the whirlwind.

We believe that the management made some attempt this year to improve matters. But it began too late. And even now it does not appear to have grasped the right string.

The plea of the management is for new

buildings. New buildings are undoubtedly needed.

But what is wanted a great deal more is a new policy.

Ask a manufacturer who does not exhibit, and the dissatisfied one who does, why the high reputation the Industrial Exhibition once possessed no longer exists, and he will tell you that the policy of the management is to encourage the entertainment feature at the expense of what should be the primary features of the Exhibition, namely, the arts and manufactures.

The trouble is not hostility to the manufacturers. It is apathy, and downright apathy. But it is producing the same effects as if it was hostility pure and simple.

It does not pay the manufacturers to exhibit at the Industrial, or any other similar institution for that matter. But there is naturally a desire on the part of everyone who makes a good article to place it where many people will see it, provided they are encouraged to do so by the management.

At present the manufacturers of this country get no encouragement from the management of the Industrial Exhibition. "You can come if you want to, but you can stay away if you like" is in effect what the latter say to the former. And they are staying away.

The management of the Industrial Exhibition appears to think it is independent of the manufacturers of this country. It never made a greater mistake. If there is anyone that is independent it is the manufacturer. It would make no difference to him financially if there was never another exhibition. But it would make a great deal of difference to the exhibition at Toronto if the manufacturers of Canada were to do what the tendency is for them to do at present—ignore it altogether.

It may not care to acknowledge it, but the treatment accorded the manufacturers of this country by the management is the source of the unpopular wave which promises to submerge what has, until of late years, been the most popular and successful annual exhibition of the kind on this continent.

The policy of the management of the Pan-American Exposition, which is to be held at Buffalo next year, is quite opposite to that of the Toronto Industrial.

It realizes that a successful exhibition can be secured only by the cooperation of

the manufacturers, and it is soliciting their cooperation, just as a business man solicits the trade of his customers. And, after all, is it not by the applying of business principles to the management of an exhibition that the best results are to be obtained? We think so.

EARLY CLOSING IN TORONTO.

AFTER one of the most determined fights that has ever been made in Toronto to secure an improvement in trade conditions, the early-closing by-law, which was passed by the Toronto Council at the request of the Toronto Retail Grocers' Association, last winter, has gone into active operation.

When the by-law went into operation in January it was disregarded by certain members of the Toronto Grocers and Provision Dealers' Protective Association, the organization which had opposed its passage. When convicted of a breach of the by-law these merchants appealed, making out a test case. They endeavored to have the by-law quashed by Justice Street, but were unsuccessful in the attempt. They then carried the case to a higher court, and succeeded in having the hearing postponed until this month.

Meanwhile the Police Commissioners of Toronto refused to enforce the by-law pending the appeal. On Thursday, last week, the case was heard before Chief Justice Meredith and Justice Street. It was argued at length by the opponents of the by-law, their argument being that the by-law was bad, as being indefinite and unjustly discriminating against certain shops; that it was bad because passed upon a misrepresentation of facts, viz., that a majority of ratepayers had signed the petitions for its passage, whereas, as a matter of fact, the majority had not signed, nor had the committee of council any authority to report to that effect, nor was the report either true in fact or having relation to the provisions of R. S. O., ch. 257; and that further, the parties interested were not notified, and notice of the consideration, the passing, and the amendment of the by-law should have been given to them.

It was held, however, that the city council is invested with full power and authority under the Municipal Act to pass the by-laws in question, and their discretion could not be interfered with if they chose, as in this case, regularly to exercise it. The appeal was, therefore, dismissed with costs.

The Police Commissioners will now enforce the by-law. Already the grocery and butcher stores of the city, the ones referred to by it, are closing promptly on time, if not before the hour specified.

TEAS - TEAS

Never behind. We are still the leaders.

JUST RECEIVED IN STORE:

570 boxes Ping Suey Gunpowder and
Hysons.

73 boxes Fine Imperial.

30 chests India Pekoe, "Gloria."

24 chests Ceylon Pekoe-Souchong.

48 $\frac{1}{2}$ -chests Ceylon Pekoe-Souchong.

32 chests Orange Pekoe.

25 $\frac{1}{2}$ -chests Orange Pekoe.

120 fancy canisters Japan, May picking,
"Ideal" brand.

They are the best value.

These Teas have been bought RIGHT and will be sold CHEAP.

Samples ready.

L. Chaput, Fils & Cie. - Montreal.

WHOLESALE GROCERS AND TEA IMPORTERS.

We have a lot of 1,750 caddies New Season Packling Congous to arrive shortly.

The constant and unceasing flood of "Repeat" orders is prima-facie evidence that it "sells."

It's the "Vest Pocket" vote that counts in business, as well as in politics.

"SALADA" CEYLON TEA BLACK OR GREEN

It's Everybody's Money—Lead packets only.

Toronto Montreal Boston Buffalo Philadelphia Detroit Toledo Cleveland Pittsburgh

COWAN'S

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

THE COWAN CO., LIMITED, TORONTO

The "**BOSS**"

WASHING MACHINE

Still Leads.

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

Walter Woods & Co.
HAMILTON.

.. 1900 ..

SANDBACH, PARKER & CO.

Demerara, British Guiana.

General Commission Merchants
Importers and Exporters.

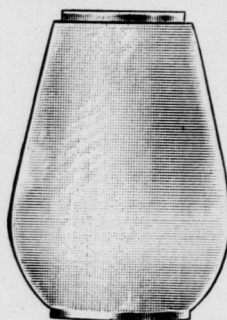
All consignments receive careful attention and proceeds are remitted without delay. If needed, financial facilities will be given for regular and substantial consignments.

Orders for Sugars, Molasses, Rum, Greenheart, Wallaba Shingles, Charcoal, Cocoanuts, Cocoa, Coffee, etc., receive special and prompt attention.

Buildings, Sheds and Dock at Lots 8 to 11 Werk en Rust. Every facility for prompt despatch of steamers and sailers. River frontage 340 feet.

Tel-graphic address: "Sandbach," Demerara. Codes used—Scott's Editions, 1880, 1885 and 1896; A. B. C. Fourth Edition; Watkin's 1884, and Appendix; Lieber's Standard.

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Cold Blast
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Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

ARE YOU A BUYER of
Hardware, Metals,
Paints, Oils, etc.?

Drop a Post Card, if you wish it, and we will send you a copy of the latest issue of **Hardware and Metal**, the leading authority on these trades. Address:

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TRADE MARK REGISTERED

HORSE-SHOE SALMON

Is packed ONLY from the finest

Fraser River Sockeye Salmon.

For twenty years the leading
brand on the Canadian Market.

It pays to buy the best.

For Sale by all Wholesale Grocers
throughout the Dominion.

One Merchant Writes as follows:

"Please send case 'Grand Mogul' Tea, I can't wait for your traveller. Since it was introduced to my customers they won't take any other package. What is the reason?"

GRAND MOGUL is selected from the best teas grown on highlands in Ceylon.
Can any grocer afford to be without it?

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

MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS.

Toronto, September 13, 1900.

GROCERIES.

THE travelers are again on the road after the Exhibition, and business is again assuming its normal condition. At the same time, however, business does not appear to be as active as it was, although there is still a good deal of merchandise going out. In canned vegetables the situation is much the same as it was a week ago. The weather has continued favorable, but prices are still firm. There is some early canned corn on the market, and those wholesalers who have any are quoting 80c., although for old corn \$1.10 to \$1.15 is still the ruling figure. The situation in canned salmon is as strong as ever. New season's prunes are being quoted by the wholesalers to arrive, and prices are lower for the smaller sizes and higher on the larger sizes than last year. First shipments of dried apricots are on the market, and prices are several cents lower than last year. The demand for sugar is not as brisk as it was, but there is still a good movement and prices rule firm. The tea trade is rather quiet, although prices generally rule strong. Currants continue to advance in the primary market, and the same may be said of Valencia raisins.

CANNED GOODS.

There have been no marked developments in the canned goods trade during the past week. The situation in canned salmon is still decidedly strong, and there are no indications of the market being anything else. Advices from the Coast strengthen, rather than otherwise, the tone of the market. One advice gives the pack on the Fraser at 125,000 cases, and states that 95 per cent. of the pack on that river is composed of ½-lb. flats and oval tins. It is thought that some of the canneries will not be able to fill more than 10 per cent. of their orders. Local quotations are still firm at the recent advance. The weather has continued favorable for the pack of corn and

tomatoes, but this seems to have, so far, had no effect on the price, which is still firm. The first lot of newly-packed corn came upon the market this week, and local wholesalers who have any are quoting 80c. per doz. The corn, however, is of the early variety. For old corn, the idea as to price is still \$1.10 to \$1.15. For tomatoes, 85 to 87½c. are the ruling prices for new goods, and 85 to 90c. for old.

COFFEES.

Importers have been nibbling a little, but few, if any, transactions have taken place, as they are still inclined to hold for lower prices. The demand from the retail trade is moderate and prices unchanged.

SUGAR.

Although there is still a good deal of sugar going out, the demand is not as active as it was, and it is the general opinion that, in view of the large crop of fruits, the demand has not been as brisk as was anticipated. At the same time, however,

See pages 27 and 28 for Toronto, Montreal, and St. John prices current.

the market is in a healthy condition, and prices are steady, and will likely remain so for this month at any rate. While there are those who look for lower prices in October, it is contended, on the other hand, that the present shortage in stocks in the outside markets may continue to exercise its influence to maintain prices through that month. Then we are entering on the campaign with 400,000 tons less than last year in the world's supply, and that with a largely increased consumption. This, it is thought by some, may neutralize the effect of the anticipated large beet sugar crop, which is estimated to be 500,000 tons larger than last year.

TEAS.

The Japan market continues as strong as ever, and attempts which have been made by cable to buy at lower prices than quotations have not been entertained. The supply of old teas on the local market is almost exhausted, and there are not many new teas to be had. At the same time, however, importers are not anxious buyers at present prices, as they still prefer to hold off and buy if necessity compels them. It is said the third crop teas are bringing higher prices

than the first and second crop did early in the season.

A cable received a few days ago from China stated that the price of green teas was still 10 per cent. above the opening figures.

In Indian and Ceylon teas, there is still but a small business being done. Mail advices from London, Eng., under date of August 31, said that the quality of Indian teas offered at the auction showed a tendency to fall off, though there was again a fair sprinkling from Assam and Darjeeling. Prices for all kinds of Indian tea declined a fraction. The same advices stated in regard to Ceylon tea that a falling off in the quantity brought forward had in a measure arrested the decline in prices noticeable for some weeks past. Darjeeling tea is still scarce and high in price.

NUTS.

Tarragona almonds have advanced equal to about ¾c. per lb. in the primary market.

FOREIGN DRIED FRUITS.

CURRANTS — Currants still continue to advance in price in the primary market. To lay down Filiatras at today's quotation would practically cost 11c. per lb. One local firm bought Provincial currants in New York and they will cost about 9½c. laid down here. One local wholesale house sold a round lot of Patras currants on spot to an outside wholesale house at 10c. f.o.b. Toronto. And there have been good sales to retailers during the past week at 9½c. for Filiatras and 10c. for Patras currants, but it is doubtful if any more could be bought at those prices. The idea as to price is now 10c. for Filiatra currants and 10½c. for Patras.

VALENCIA RAISINS—Cable advices from Denia on Monday last withdrew the firm quotations made but a few days previously, and stated that the market was again advancing. Prices are now 1½ to 2c. higher than they were at this time last year. The invoices of new season's fruit are to hand, and the prices which wholesalers are quoting to arrive are 7½ to 8c. for selected and 7 to 7½c. for fine off-stalk. This is fully 1c. per lb. above the opening figures of last year.

MALAGA RAISINS—Prices for new fruit have not yet been quoted by shippers. They are likely to be higher, in sympathy with Valencia raisins.

SULTANA RAISINS—A cable received on Monday said the market was firm and prices high.

FIGS—Shipments of new fruit are on the way, but it will be another five weeks before they arrive.

PRUNES—Wholesalers are now quoting new season's Californian prunes to arrive. Santa Clara prunes are quoted as follows: 90-100's (50 lb. boxes), 5¼c.; 80 90's, 6c.; 70 80's, 6¼c.; 60 70's, 6¾c.; 50 60's, 8¾c.; 40 50's, 11c. per lb. New season's French prunes are quoted at 4½c. per lb. for 110's, and 7c. for 50-60's.

EVAPORATED APRICOTS—New season Californian evaporated apricots are in stock with some of the local wholesale houses. The ruling price is 13c. per lb., which is 5 or 6c. per lb. lower than last season. There is already a good movement in them.

GREEN FRUITS.

The great windstorm on Wednesday morning so delayed the arrival of fruit on the Toronto fruit market that the receipts noted early in the day were light, and buyers had trouble in getting supplies of some lines. But the storm, reaching over nearly all the fruit section, and being so severe that trees of all kinds were practically stripped of their fruit, resulted in the delivery of an unusually large quantity of fruit later in the day and on Thursday. Buyers were cautious, as much of the fruit was comprised of windfalls, and many low prices were received. Just now is considered an excellent time to buy peaches and pears. Grapes are coming in well, but can likely be bought to better advantage later. Muskmelons are arriving in too large quantities and have sold all the way from 10 to 40c. per dozen basket. Good stock is worth \$1 to \$1.25 per barrel. Pears, in barrels, have been selling at low figures, too, some barrels going for less than \$1. Sound fruit is worth \$2 to \$2.25 per barrel.—Apples are offering at 75c. to \$1.25 per barrel. Crawford peaches are worth 40 to 60c., and common varieties 15 to 25c. Bartlett pears are selling at 30 to 35c., and Flemish Beauties at 20 to 25c. Grapes are freely bought at 15 to 20c. for small and 25 to 35c. for large baskets. There is a good movement of bananas and lemons, and a fair demand for oranges. Jamaica oranges are worth \$7.50 per bbl.; Palermo lemons, \$5.50 per box, and bananas, \$1.25 to \$2 per bunch.

COUNTRY PRODUCE.

EGGS—Receipts are more liberal. The offering of splits and seconds is so large that prices have dropped to 7 to 8c. for splits and 7 to 10c. for seconds, at which prices they are moving fairly well to bakers. Strictly fresh eggs are firm at 13 to 13½c., though the local retail trade are receiving much of their supply through hucksters.

BEANS—There is nothing doing yet. It is likely that when the new crop is in a

reduction will be noted, but as yet there is no change. Prices are nominally \$1.70 to \$1.75 for hand-picked, and \$1.50 to \$1.60 for mixed.

HONEY—The feeling in this continues to strengthen, and dealers, in order to secure stocks, are offering fully ½ to 1c. more for extracted and 15c. more for comb than last week. They are now paying from 3 to 4c. for buckwheat strained, 7½ to 8½c. for clover strained, and \$1.50 to \$1.60 for clover comb. As there is no anxiety to sell, prices to retailers are ½ to 1c. above the figures quoted for strained and 15 to 25c. per doz. more for the comb.

BUTTER AND CHEESE.

BUTTER—The feeling re dairy prints and all makes of creamery is rather easier, and a decline of ½ to 1c. is noted. Stocks which were held are being sent in. The demand keeps active. We quote: Dairy prints, 19 to 21c.; tubs, 17 to 18c.; creamery prints, 23 to 24c.; boxes, 21 to 22c.

CHEESE—In sympathy with the strong feeling in England and the rising prices at country boards an advance of ½c. has been made here this week. We quote 11½ to 12c. to the retail trade.

PROVISIONS.

As the delivery of hogs keeps light the pack of many lines and the production of lard is not equal to the supply. The stringency consequent has raised the price of lard and of long clear bacon ¼ to ½c. per lb. this week. Long clear is now 9 to 9¼c. Lard is worth 9 to 9¼c. for tierces, 9¼ to 9½c. for tubs and 9½ to 9¾c. for pails.

FISH AND OYSTERS

The opening of the oyster season found buyers active and a good business is being done. Prices have fallen 10 to 15c. for all lines. The receipts of fish, which have been limited, are more liberal. The demand, on the other hand, is not as good. We quote: Trout, 7½ to 8c.; white fish, 7½ to 8c.; perch, 3c.; blue pike, 3c.; grass pike, 4½c.; yellow pickerel, 7c.; bluefish, 10 to 12c.; herrings, 3 to 3½c.; steak cod, 6 to 6½c.; haddock, 5c.; white halibut, 13c.; fresh sea salmon, 17c.; redsnappers, 11c.; fresh mackerel, 14½c. each; haddie, 6 to 8c. per lb.; ciscoes, per 100, \$1 to \$1.25; salt herrings, splits, \$2.75 to \$3 per half-bbl.; boneless fish, 4½ to 5c.; quail-on-toast, 4½ to 5c.; pure cod, 5½c.; shredded cod, \$1.80 per box. Oysters, Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.35 per gal.; Baltimore selects, \$1.60 per gal.; New York mediums, 80c. per 100; New York selects, 90c. per 100.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The wheat market is moderately active, but no change of price is noted.

Manitoba No. 1 hard is quoted 84 to 85c., Toronto freights, and 86 to 87c. grinding in transit. There is not much doing on the street market. Prices are steady. We quote as follows: Wheat, white and red, 68 to 69c. Toronto; goose, 66c. Toronto; peas, 60 to 61c.; oats, new, 29 to 31c.; old, 32 to 34c.; barley, 43 to 45c.; rye, 53 to 54c.

FLOUR—An improvement in the demand is noted. We quote: Manitoba patents, \$4.50; Manitoba strong bakers', \$4.25; Ontario patents, \$3.40 to \$3.60; straight roller, \$3.25, Toronto freights.

BREAKFAST FOODS—Cornmeal is 25c. lower. Otherwise there is no change. There is a good local demand for all foods, but the export trade is seriously hampered by the heavy freight charges, as the through rate from Toronto to London has been raised from 33 to 44c. per 100 lb., an advance of over 20 per cent. A fair business is being done, however. We quote as follows: Standard oatmeal and rolled oats, \$3.40 in bags, and \$3.50 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4.00.

HIDES, SKINS AND WOOL.

HIDES—An advance of ¼c. is noted in cured hides. Otherwise, there is no change. There is little doing. We quote: Cow-hides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steer hides are worth ½c. more. Cured hides are quoted at 8 to 8¼c.

SKINS—Trade is quiet. Dealers are now paying 50 to 60c. for lambskins, an advance of 5 to 10c. Otherwise, there is no change. We quote: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring lambskins, 50 to 60c. each.

WOOL—There is a fair movement, with no change in market conditions. We quote for combing fleece, 15 to 16c., and for unwashed, 9½ to 10c.

SEEDS.

There is a good movement in alsike and clover seed for which buyers are paying \$7.50 aboard at outside points for good to choice qualities. The market is firm at these figures.

MARKET NOTES.

Currants are still advancing in price.

New pack canned corn is on the market. New Californian dried apricots have reached this market.

Tarragona almonds have advanced in the primary market equal to ¾c. per lb.

The firm quotations issued a few days ago on Valencia raisins have been withdrawn by cable.

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QUEBEC MARKETS.

MONTREAL, September 13, 1900.

GROCERIES

THE recent assignment of the Montreal
Cold Storage and Freezing Co. has in-
volved three other produce firms in the
crash. These are Alex. D. McGillis, Chas.
Langlois & Co., and The Croil & McCulloch
Co., and their liabilities must total close to
the million mark. Naturally, this has given
a great shock to the grocery business, for the
creditors lie all over the country, and many
of them are grocery merchants and general
storekeepers. The Croil & McCulloch Co.
alone have 431 creditors, and The Charles
Langlois Co., the principal French-Canadian
firm in the wholesale produce business, will
probably have as many. It will be remark-
able if these downfalls will not drive smaller
dealers to the wall. The whole affair is one
that is much to be regretted, and those men
who started it by issuing fraudulent warehouse
receipts should in no measure be condoned.
Many merchants throughout the country are
refraining from purchasing, and trade is not
so brisk as it would otherwise be. The de-
mand for sugar is good and the tone firm,
with no change in price. Canned salmon is
the most interesting article in the canned
goods line, and, as stock at the Coast is
exhausted, prices here are very high. Many
merchants are buying freely. Dried fruits
present many interesting features this week.
Valencia raisins have advanced again, while
currants are still excited. Wholesale houses
are now offering quotations on Californian
fruit to arrive. Nuts show advances. Teas
are dull and firm, and green fruits are some-
what more active.

SUGAR.

The London paper market for raw beet
sugar shows a slight reactionary decline, but
the feeling on this side of the water remains
decidedly firm. In New York, there is an
active demand for centrifugal at 4 15-16c.;
the article is decidedly scarce and the
situation precarious. Upon the condition of
the American market hangs our fate,
provided, of course, that the demand keeps
up. This week, there has been a fairly
active inquiry for refined at \$5.20, and
yellows at \$4.50 to \$5.10. Dealers are not
buying heavily, and only in such quantities
as will carry them over the time of apple-
sauce and peach-preserving. In the United
States, most anything may happen between
now and the time when new crop sugars
will be obtainable. Refiners' stocks are
reduced to about 80,000 tons, and there is a
certainty of small receipts, with no available
sugars for sale anywhere in the sugar world
for prompt use. Under these conditions,
raw cannot decline this month, at least.
Refiners are now depending mainly on the

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GOLDEN CROWN CANNED CLAMS, 1-lb. talls.
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THE CANADIAN GROCER

arrivals of Java sugars. The situation may be bridged over, and there will be nothing to fear here.

SYRUPS.

The plentiful supply of fruit makes the demand for syrup slow. Little has been done in this line this week. Prices show no change. Corn syrup is worth 2½c. for barrels, 3c. for half-barrels and 3½c. for kegs.

MOLASSES.

Trade shows some improvement this week, as merchants are beginning to prepare for fall business, and are anticipating an advance in prices. Sales are being made to jobbers at 38c., and to retailers at 41c. for single puncheons, and 40c. for carlots.

CANNED GOODS.

Salmon is still the leading feature in this line of the trade. Everything is exhausted at the Coast. Some jobbers have been selling stocks of red sockeye, held at the Coast, to Liverpool and London buyers, at \$6.30 f.o.b. Coast. The keen competition between jobbers for stocks is having its effect upon prices on retail account, and this week they are extremely firm at last week's quotations. Red sockeye is worth \$6.50 per case at least, and flats are selling at \$1.75. Spring salmon is good value at \$1.35 to \$1.40. There is every probability of further advances. New tomatoes are worth 85 to 90c. per doz. Corn is still 80c. Peas are worth 77½c. to \$1.05, and beans 82½c. In fruits, strawberries are quoted at \$1.70 to \$1.85, cherries, at \$1.95 to \$2.15, and raspberries at \$1.45 to \$1.65 per doz. The weather has lately favored the growing crop of tomatoes and corn, but dealers here do not anticipate any decline in prices. New canned vegetables are all on the market now.

DRIED FRUITS.

CURRENTS—The last advice from Greece states that the ruling figure now is 45s., which is an advance of 14s. over opening prices. This shows that the market is in an extremely excited condition. For shipment by the first steamer, Filiatras brought 34s. 6d., but the moment she left the wharf, the price jumped to 40s. for shipment on the next. Then occurred another rise and where it will end no one knows. Wholesale dealers here have advanced prices about 1c. per lb. on the advice of the week. Fine Filiatras are now worth 11¼c. in barrels; 11½c. in cases, and 11½c. in half-cases. Needless to say, merchants are buying very cautiously at these figures. Wholesalers, also, did not order heavily on opening quotations, and it is thought that there will not be nearly enough coming forward to supply the demand.

VALENCIA RAISINS—Valencia raisins are liable to advance at any moment. The

last quotations were 26s. for fine off-stalk, 30s. for selected, and 32s. for layers, and dealers had stopped selling. This shows an advance of 1s. 6d. on the week. Spot prices are: Fine, off-stalk, 6¾c.; selected, 7c.; and layers, 7½c. Quotations on goods to arrive are: Fine off-stalk, 6½ to 7c.; selected, 7½c., and layers, 8c. The market is decidedly strong. The ss. Lake Champlain brought 400 boxes of new Valencias to Montreal on Saturday. They were the first arrivals of the season and opened up very satisfactorily considering the fact that they were shipped 10 days in advance of usual early shipments via Liverpool. Half the stock bears the name of Wm. Rogers & Co., and the other half of W. Oliver & Co. Dealers throughout the country are ordering goods freely.

SULTANA RAISINS—A confirmed report states that the crop will not exceed 20,000 tons. The fact that the United States market is closed to figs and Sultana raisins created a slight inclination at the beginning of the week to shade prices, but at reduced figures buying has been sufficiently heavy to cause a reaction by which former prices have been fully recovered. Sultana raisins to arrive are worth 11c. On the spot they can be obtained for 8 to 10c.

PRUNES—Dealers have sent out prices on prunes during the week. They are: Santa Clara (Griffin & Skelley Co.'s), 40-50, 11c.; 60-70, 7½c.; 70-80, 7c.; 90-100, 6c.

CALIFORNIAN EVAPORATED FRUITS—Prices range about the same as last year. This year they opened at 12c. for choice Royal apricots, 10c. for choice peaches, 11c. for choice pears and 11c. for choice nectarines.

NUTS—The short crop of Tarragona almonds is sure to create high prices. On spot they are worth 14½c. The prices of almonds, shelled and unshelled, and of walnuts to arrive are not fixed yet, but they will be high. Grenoble walnuts, pure Mayettes, are quoted at 11c. to arrive. On the spot they are worth 11½c. Filberts are worth 11c. on spot.

MALAGA RAISINS—Malaga raisins are not quoted yet, although we hear that Malaga loose muscatels are worth 8c.

PEELS—The quotations on candied peels to arrive are 10c. for lemon, 10½c. for orange, and 15c. for citron.

Comadre figs in tapnets are quoted at 3¼c. to arrive. Halloween dates will be worth 4½c. Table figs will be about the same as last year. Evaporated apples open at 6c.

COFFEES.

An improvement in trade has been noticed this week, due probably to the cooler weather. The prices rule steady, No. 7 being worth 8¾c. in New York.

Maracaibo is selling at 12 to 14c.; Rio, at 10 to 11c., and Santos, at 9 to 11c.

TEAS.

Trade in tea with retailers is not as good as it was some weeks ago. There has been better inquiry, however, on the part of wholesalers for Japan tea, and a better feeling is noticeable. The last steamer from Japan brought some fairly large shipments, although there were still no consignments. The receipts, from now on, will probably be larger, and much of the deficiency of 3,000,000 lb. that is now figured out will probably be reduced. Advices from Japan say that there is still a good inquiry for all grades, and that prices continue to rule very firm. The supplies keep pace with the demand, but stocks are not allowed to accumulate. The third crop leaf was coming forward on August 15, and was showing a quality inferior to the third crop of last year. The demand for China greens is also good, prices rule firm and stocks are light. There is not much trading doing in Indian and Ceylon teas, an easy feeling ruling here.

GREEN FRUITS.

This week there have been extra heavy receipts of Canadian fruit, including peaches, pears, plums, apples and grapes. Twenty-seven carloads arrived in Montreal from the west on Monday morning, and 11 on Tuesday. We expect that with a continuance of these heavy receipts to see a further drop in prices. Better peaches are now on the market and are arriving in good condition. Better apples and grapes are also improving the condition of trade. The cool weather has not stimulated the demand. We quote: Oranges, \$2.75 per ½-box; new Verdill lemons, \$5.50 to \$6 per box; bananas, \$1 to \$1.50 as to quality; golden dates, 4½c. per lb.; Californian peaches, \$1.50 per box; Californian plums, \$1.50 per box; water-melons, 20c. each; tomatoes, 18 to 20c. per basket; limes, \$1.50 to \$1.75 per box; apples, \$1 to \$1.25 per bbl., 20 to 30c. per basket; Californian pears, \$2.75 to \$3 per box; cantelope melons, 25 to 45c. per crate; blueberries, \$1.25 to \$1.50 per box; egg plant, 25 to 35c. per basket; Canadian pears, 15 to 40c. per basket; Canadian peaches, 20 to 35c. per basket; Canadian plums, 25 to 35c. per basket; grapes 25 to 30c. per basket.

COUNTRY PRODUCE.

EGGS—The market for eggs is firm. On export account candled eggs are worth 14c., but in small lots they bring 16½ to 17c. The demand on local account has been much better this week. Second quality sells at 13 to 14c., and culls at 9 to 11c.

MAPLE PRODUCT—There has been no change in maple product, business being

dull. Syrup sells at 70 to 75c. per tin of 14 lb., 50 to 60c. per tin of 10 lb., and 6½ to 7½c. per lb., in wood. Sugar is worth 8 to 9c.

HONEY—The market for honey continues quiet and featureless. White clover honey is quoted at 13 to 14c.; white extracted, in large tins, 9 to 9½c., and in small tins, 10 to 10½c., and buckwheat extracted, 7½ to 8½c.

BEANS—Only a small trade is passing in beans. We quote: Canadian hand-picked at \$1.70 to \$1.75, and primes at \$1.60 to \$1.65.

ASHES—Receipts of ashes continue small, for which the demand is good. Prices are very firm. Quotations are: \$5.00 for first pots, \$4.50 for second, and first pearls, \$5.25.

PROVISIONS.

A fair trade continues to be done in most lines, and the market is moderately active with no change in price to note. Stocks of lard are very low and values are firm. In London, Canadian bacon is advancing. We quote: Heavy Canadian short cut mess pork, \$18.50 to \$19; short cut back pork, \$17.50 to \$18; selected heavy short cut mess pork, boneless special quality, \$19.50 to \$20; hams, 12 to 14c., and bacon, 11 to 14c. per lb. Refined lard compound (Fairbank's) 7¾c. per lb. in tierces and 8¼c. per lb. in pails; Snow White and Globe compound, 7¾c. per lb. in tierces and 7¾c. in pails; cottolene, 8¾c. per lb. in tierces and 8¾c. in pails; pure Canadian lard, 9 to 9½c.

FLOUR AND GRAIN.

FLOUR—A fair amount of business was done in flour this week, and the market has been moderately active. The demand has, however, been all for small lots. We quote: Manitoba spring wheat patents, \$4.50; winter wheat patents, \$3.75 to \$4; straight rollers, \$3.50 to \$3.60; in bags, \$1.60 to \$1.65, and Manitoba strong bakers', \$4.00 to \$4.20.

GRAIN—The inquiry from abroad for grain has been better of late, but little business has been done. Prices are about the same as last week. We quote: Wheat, No. 1 hard, 75c.; oats, old, 30½c.; new, 30c.; corn, 43 to 44c.; peas, old, 71c.; new, 68½ to 69c.; rye, 57½c.; barley, 47½c., and buckwheat, 57c.

FEED—An active trade continues to be done in feed, and the tone of the market is firm. We quote: Manitoba bran, in bags, \$16; shorts, \$18; mouille, \$20 to \$24; Ontario bran in bulk, \$15, and shorts, \$16.50 to \$17 per ton.

OATMEAL—There has been no change in the situation of the meal market. Rolled oats range from \$3.30 to \$3.45 in the wood, and \$1.60 to \$1.67½ per bag.

HAY—There is a good demand for baled

There's a Pleasing After-Taste about Ready Lunch Beef

which leaves a good impression, shared by the goods themselves and the firm who sell them.

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We will bring you out assorted cases.

Dominion Agents:

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16 St. John St., Montreal.

For British Columbia:

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

hay, and the market is active at better prices. We quote: No. 1, \$9.50 to \$10; No. 2, \$8.50 to \$9, and clover, \$7.50 to \$8.25 per ton, in carload lots on track.

CHEESE AND BUTTER.

CHEESE—The tone of the market is buoyant, and prices show an advance of ½c. on the week's transactions. Buyers are active purchasers, and the cable shows that London quotations are firm. Finest Western makes bring 11¼ to 11¾c., and finest Eastern makes are worth 10¾ to 11c.

BUTTER—The market is heavy, on account of low values set by shippers, not because of any willingness of sellers to rid themselves of their goods. We quote: Finest creamery, 20¼ to 20½c.; seconds, 19½ to 20c., and dairy butter, 17½ to 17¾c.

MONTREAL NOTES.

Valencia raisins have been subjected to further advances, and future quotations on retail account have been advanced slightly.

Cable advances for the week amount to about 2s.

Shorts have advanced \$2 per ton.

Salmon maintains a very firm tone.

Hay is quoted from 50c. to \$1 higher.

Californian fruits are quoted this week.

Lard is firm and some anticipate advances.

Cheese is up ½c. per lb., and butter has eased off slightly.

Sugar quotations are unchanged, but the market for refined is decidedly strong.

New canned tomatoes, corn, peas and beans have been laid in stock during the last few days.

The last quotation for currants is 45s., which is an advance of 14s. on opening figures. Prices to retailers on future account are fully 1c. per lb. higher than they were last week.

Stocks of lard on the world's markets on September 1 show a decline on those of August 1 from 284,353 lb. to 252,766 lb. These are the smallest stocks held in five years, and would indicate that we will see higher prices for both compound and lard.

S. H. EWING & SONS

— 96 King Street, MONTREAL

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

—SAMPLES AND PRICES ON APPLICATION—

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

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

BUSINESS is fair, but fall trade has hardly commenced. The Exhibition is bringing large numbers to the city, and, while they do not buy largely from the wholesale houses, it brings the heads of these houses in contact with their customers and, in a general way, improves business relations. It also affords a splendid opportunity to settle accounts and, particularly, to straighten any misunderstandings. In the retail stores, it leads to largely-increased sales. As so many customers are in the city, and not at their places of business, the wholesales quite largely have their travelers at home to make it pleasant for the visitors.

OIL—In burning oil there is no change in price. At the somewhat lower figures that have ruled large sales, particularly future contracts, are being made. In lubricating oil, business is somewhat dull. There has been no change in values since the rather lower prices quoted some weeks ago. In wax, the feeling is firm at what are still high figures, there having been little change for some time. It is a little early for candles. Paint oil is firm. Only a fair business is doing. The quantity of cod oil being received is light.

SALT—There are continued arrivals of Liverpool coarse salt in quite large quantities. It largely goes into consumption. There are quite large stocks held. The

price is firm. High freights are leading to rather high figures. Liverpool factory-filled has but a limited sale. Canadian has a good, steady sale, it being the fine salt that is used. We quote: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

CANNED GOODS—Dealers are surprised at the very early receipt of corn. Tomatoes are daily expected. It might be said that in all lines new goods are here. In corn, it means much lower figures. It is said that some jobbers have turned over stock at 1 1/2c. per doz. profit. Strawberries are the only line on which packers seem really short, there being no talk this season of taking advantage of the 60 per cent. clause in the contracts. Salmon very firmly held, there are some to hand during the week. In sardines, receipts of new goods so far have been light. In fact, this is true of all local packed goods. For canning haddies the season is about over. Sardines and herring may pick up later. Prices are firmly held.

GREEN FRUITS—The season is a very busy one. Ontario goods have much attention, particularly grapes, though some nice peaches have been received. In plums, Nova Scotian stock largely supplies the

market. It is yet early for best grades. In berries there is little left but cranberries. Some particularly fine low-bush cranberries are offered. They are much preferred here. In pears, American Bartlett's very much affect sale of Californian stock. The quality is fine. In apples much improved stock is seen, particularly in New Brunswick stock. Prices are low. Oranges have little attention and lemons sell in but a limited way. Bananas are free sellers.

DRIED FRUITS—Californian prunes, which have been quoted since our last report was written, opened quite low, and larger sales were made than ever before at this season. They have taken the place of other prunes in this market. Dealers are very anxious to have Californian raisins quoted. Sales will be very free if prices are low. The quantity of Valencias sold to date has been very much smaller than usual, and very little so far has been done in Malagas. In both of these prices have been marked higher. In new currants, high prices are quoted, and dealers are not inclined to place orders. While this is a quiet season, sales have dropped off very much since the sharp advance. In evaporated apples, new goods are quoted at low figures, but there is no sale; even lower figures are expected. There is no consumptive demand. In nuts, as filberts and almonds, very high prices rule, particularly in the later. Walnuts are quite reasonable. Peanuts show no change.

DAIRY PRODUCE—Butter is still scarce and full prices are asked. For good stock,

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

Business is not obtained without a struggle, so keep
your name to the front.

An Advertisement in
the

SPECIAL NUMBER

... OF ...

The
Canadian
Grocer

will help to give your business a good
“push off” for the remainder of the
year. There is no “dead wood” or
waste circulation. It goes to the right
people—buyers and real live merchants
in the grocery and provision trades.

there is a very ready sale. Cheese tend higher, particularly in the local market where price has been under factory figures, even with light stocks. Eggs have only a light sale. There are fair receipts. Prices are easy at even figures. The quality is quite good.

SUGAR—In sugars, prices show little change, but refineries, particularly those in the West, hold prices firm. There is quite a quantity of foreign granulated to arrive. In local refined yellows, there is still complaint of soft sugars.

MOLASSES—There is but fair business doing. There is but little West Indian goods here, except Porto Rico, and prices are firmly held. Quite a quantity of New Orleans of a very desirable grade has been placed here.

FISH—Sales show an improvement. In dry cod, even prices rule. It is still early for much business in pollock. In boneless fish, the movement is still light. New smoked herring have been received, and sell freely at advanced prices. A few bloaters are offered. The quality will be better than in the past season. Kippered are also to hand. In pickled herring, the stock received is of good quality, and prices are quite firm. In pickled shad, the stock this season is light. In fresh fish, halibut are still offered. We quote as follows: Large and medium dry cod, \$3.00 to \$3.25; small, \$1.75 to \$2.00; pickled shad, \$4.50 to \$5.00; haddies, 4½ to 5c.; smoked herring, 9 to 10c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.70 to \$1.75 per 100; pickled herring, \$1.80 to \$2.00 per half bbl., bloaters, 75c., and kippers, \$1.

PROVISIONS—In barrelled goods firm prices rule. Lard is higher and light stocks are held. In smoked meats, except a few hams, little is doing.

FLOUR, FEED AND MEAL—In flour there is no change. There is a feeling that any change will be to higher values. Millers, particularly in Manitoba, are not inclined to sell futures. In oats business is dull. In oatmeal there is a fair business at steady figures. Cornmeal is rather lower and moves freely. In beans there is no business. It is thought with new stock prices will be much lower. In feed the supply is light. Barley and peas are in good demand. We quote: Manitoba flour, \$4.80 to \$5; best Ontario, \$4 to \$4.10; medium, \$3.65 to \$3.85; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.30 to \$2.35; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.75 to \$1.85; prime, \$1.60 to \$1.70; yellow-eye beans, \$2.25 to \$2.45; split peas, \$3.80 to \$4; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$9 to \$9.50.

ST. JOHN NOTES.

Delhi, Ont., was the first factory to place canned corn on this market.

Jones & Schofield have a large shipment of extra New Orleans molasses to hand.

John Sealy received the first new smoked herring of the season during the past week.

Among out-of-town buyers in the city have been A. I. Teed, of St. Stephen; T. M. Richards, of Edmundston; Mr. Randolph, of Fredericton, and F. P. Reid, of Moncton.

As usual many went to the Toronto Exhibition. Among them were T. H. Estabrooks, our largest tea importer, and E. A. Goodwin, our largest fruit man. They both combined business with pleasure.

A number of Montreal men have called on the trade during the week, among whom have been Mr. Magor, of Frank Magor & Co.; Mr. Chouillon, of C. A. Chouillon & Co.; Mr. Vipond, representing T. S. Vipond & Co., and Mr. Munderloh, of Messrs. Munderloh & Co., and Mr. Binks.

MANITOBA MARKETS.

Winnipeg, September 10, 1900.

THE volume of business for the week has been steady and fair, and the general tone is more cheerful than last week. The reports now being received from the country districts would indicate that the late wet weather has not proved so disastrous as was at first anticipated, and another 10 days of dry weather will see the bulk of the threshing done. Threshing will be quite general throughout Manitoba on Monday. In almost every case where threshing has already been done the yield has been considerably in advance of anticipation. Already 25 cars of new wheat have been inspected in Winnipeg, and nearly all of them graded No. 1 hard.

FLOUR—Trade has improved in volume but prices remain unchanged: Ogilvie's Hungarian Patent, \$2.20; Glenora, \$2.05; Lake of the Woods Five Roses, \$2.20; patent, \$2.05.

CEREALS—The only change in this market is an easier feeling in rolled oats. All stocks on this market at present are American, and the prevailing price is \$1.75, with \$1.70 for larger lots; beans, \$2.15; cornmeal, \$1.45; split peas, \$2.50.

RICE—Market unchanged and trade nominal. We quote: B rice, 4¾c.; Patna, 5½c.; Japan, 5½c.

COFFEE—The market here is extremely firm at 12½ to 13c. for green Rios.

DRIED FRUITS—Currants continue to interest jobbers, and the price has again stiffened this week. Quotations to-day are

10 to 11c. for uncleaned and 12½ to 13c. for cleaned. In raisins, there is practically nothing doing, and the stock is cleared up, and buyers are awaiting the new stocks with considerable interest.

EVAPORATED FRUITS—Apricots have not really advanced since last week, but the feeling of the market is firm, and outside figures are held to, 11½ to 12c. being offered for choice stock. All reports indicate that large sizes of prunes will be more abundant than small in the new crop.

SUGAR—The trade in this, owing to the preserving season, is good and prices remain at last week's quotations: \$6 for granulated, and \$5.35 for yellows.

CANNED SALMON—Salmon has again advanced during the week, and the best sockeye is now quoted at \$7.50, and cohoes, \$6 to \$6.50, and even at these figures jobbers declare there will be difficulty in supplying the trade.

CANNED MEATS—The prices still remain unchanged in spite of the expected advance, which would seem reasonable, as, compared with prices at other points, the figures here are decidedly low.

CURED MEATS—Market is very firm and without change. Volume of business is very fair. We quote: Hams, 14c.; breakfast bellies, 12½c.; breakfast backs, 11c.; spiced rolls, 10½c.; shoulders, 9½c.; dry salt long clear, 9½c.; smoked long clear, 10½c.; backs, 10c.

LARD—Pure leaf lard \$1.90 per lb. pail.

BUTTER—Creamery butter is in good demand and firm at 19c., while for ½-ton lots of extra choice 20 and 21c. are being paid at factories. Dairy butter continues to improve in quality, and the receipts are large. The price is somewhat firmer than last week, being 13 to 14c.

CHEESE—The demand is good and prices firm at 10c., with 9½c. for home dairy cheese.

EGGS—There seems to be considerable difference of opinion as to the price of eggs. The supply is abundant, and some houses say they will not pay more than 11c. Winnipeg, while others, again, quote 13c.

GREEN FRUITS—The market has been active all week. The shipments of Ontario fruit continue most unsatisfactory, particularly with regard to plums. Pears, tomatoes and apples arrive in very fair condition. We quote: Peaches, Washington, \$1.5 to \$1.40 per crate; plums, \$1.25 to \$1.35; pears, \$2.25 to \$2.50 per box; Montana crabapples, \$2 per 50-lb. box; Wisconsin crabapples, \$5 per bbl.; Ontario crabapples, 50c. per basket; Ontario apples, \$3.50 per bbl., the varieties arriving being Alexanders, Gravensteins, St. Lawrence and Wealthy; lemons continue at \$7 and

CO-OPERATIVE TEA GARDEN'S CO'Y

CEYLON

Shippers of the following brands of Teas,
in Lead Packets:

BEE	QUEEN BEE	DIAMOND JUBILEE
VOONIA	RAJAH	TUSKER
UGALLA	PYRAMID	RICKSHAW

This Company were awarded the Gold Medal at the Paris
Exposition—this being the highest award made for Teas.

"CONDOR" TEA
JAPAN

MAD. HUOT'S COFFEE

"NECTAR" TEA
BLACK

VALUES VALUES VALUES

I have the best. Don't wait, it is precious time lost, but ask for samples and buy now.



25 40-lb. boxes Early May Pickings, fancy leaf Japan Tea, at	-	27½c
50 10-lb. and 25 20-lb boxes Ceylon Orange Pekoe Black Tea, beautiful in liquor and in leaf. at	-	25 and 26c.

ONE CHANCE ONLY AT THIS PRICE. Afloat via Suez Canal. To arrive end of October.

148 Half-Chests Early Uncolored Kobe Japan Tea, choice liquor, at	-	18½c.
I have still left some extra good lines, at	-	15c.

SPECIAL—Vve Garres Genuine French Mustard.

20 Cases, large size, with fine herbs, and fancy prepared, at	-	\$1 65
23 Cases, small size, with fine herbs, and fancy prepared, at	-	1 22½.

✦ TERMS 3 PER CENT. 30 DAYS ✦

I have, without any exception, one of the best assorted stocks in Teas, Coffees, and Spices in Canada.
Call or write, I can prove it to you. I bought early and I am well fixed.

E. D. MARCEAU, 296 St. Paul Street, Montreal

oranges at \$5 to \$5.50, according to sizes; tomatoes, Ontario, 50c. per basket, and apples, Ontario, 40c.

NOTES.

Mr. R. A. Lister, owner and manufacturer of the Alexandra Cream Separator, arrived on his annual visit to his western agencies. He is accompanied by his son, Mr. Austin Lister.

Mr. J. Y. Griffin and family returned this week from a pleasant holiday in the East.

An attempt is being made to form a trades union among the creameries and cheese factories of the Province, with a view to improving the quality of these two articles. The affair is in a somewhat nebulous state at present, but all lovers of good butter and cheese will wish the promoters success in their undertaking.

WHEREIN STRENGTH LIES.

The strongest work is the facing boldly of every detail and fact, never glossing over a point, dissecting every sale and every purchase, vigorously seeking the best method and the best houses to buy from, fighting for all the advantages possible, by getting the right to buy from the best concern in the market; fighting for the best trade in your vicinity, trying to get all the discounts that you can; using your bank wherever possible to help your own finances by showing your townsmen that you are an earnest, hard-working, conservative, strong, clear headed business man, even if you have only a store 15 x 50 ft., says Shoe and Leather Facts.

Show that you are willing to get up early and work late, that you own your soul and the right to your goods and that no large corporation has been able to wheedle you into careless overtrading by giving you extended credit. You are strong when your doorstep is clear and you know it. You are only strong when you know all about your own business. Never mind your neighbors. Keep an eye on them. Know what they are doing, but do not openly discuss them, fight them or show that their actions govern yours. Lead out and fight strongly, even if you are the only man in your town. Do not fight because you have to fight; fight because it is in you. By fighting we mean make strenuous efforts to do business even if you have not a competitor worthy of the name.

A CORRECTION.

In the column of "Business Changes," in last issue, it was announced that George Kernahan, grocer, Thedford, Ont., had sold out to R. McKenzie. Mr. R. McKenzie writes to state that the business was purchased by McKenzie & Meldrum, who will continue it under that style.

KING'S COUNTY BOARD OF TRADE.

THE quarterly meeting of the King's County Board of Trade was held at Canning on Wednesday, last week. President P. Innes occupied the chair, and G. E. Calkin acted as secretary.

In his opening remarks, President Innes drew attention to the excessive rates of freight on fruit and the action that has been taken and should be taken to remedy this excess. He also spoke at some length on the subjects of subsidies to steamers and the legislation on a standard apple barrel.

Reports of the Maritime Board of Trade meeting at Kentville were given by J. W. Hubbard and M. G. DeWolfe.

A practical paper on good roads was read by Mr. Roscoe, who prefaced his paper with a short talk on the importance of good roads to the merchants in a community. There were 1,100 miles of roadway in Kings county. He believed the present system, as now worked, was bad, but it could be so worked as to give needed reforms. He suggested that the statute labor should be supplemented with a county tax, to be expended with the ordinary road tax, under the supervision of the county council.

This subject was discussed with animation and at length by President Innes, J. W. Hubbard, E. M. Becwith, J. E. Starr, H. H. Wickwire, — North, John Donaldson and E. A. Lewis.

President Innes was elected to the council of the Maritime Board of Trade.

WHERE ENGLAND BUYS HER TEA.

THERE was a time when the word China was synonymous with tea; yet for many years the consumption of Chinese tea in England has been steadily on the decrease. In 1859 China practically monopolized the tea trade of the world. During this same year the United Kingdom consumed over 76,000,000 lb. of tea.

Ten years later, in 1869, China had increased her sales to us by nearly 25,000,000 lb., but India had then sprung up as a rival and exported 10,716,000 lb. of tea to Great Britain.

In 1879, we find that the imports from China and India had each increased by 25,000,000 lb., but it is between that year and 1889 that the most remarkable changes took place. Instead of selling us 126,340,000 lb. of tea as in 1879, China in 1889 only sent us 61,100,000 lb., while India actually added almost that quantity to her previous sales.

The importation of Ceylon tea into Great Britain only commenced seriously in 1884; but five years later we find her importing 28,500,000 lb.

Last year, the consumption of Chinese

tea in Great Britain had sunk to an insignificant 17,000,000 lb., while Ceylon alone exported nearly five times that quantity; India, during the same period, actually beating her own splendid record by sending us 134,018,920 lb.—London, Eng., Daily Mail.

PERSONAL MENTION.

Mr. J. A. Hendry, wholesale grocer, Kingston, Ont., has just recovered from a prolonged illness.

Mr. Herdt, the Canadian representative of "Chocolate Menier," has just returned from a four months' European tour. He spent part of the time at the Paris Exposition, and is very pleased with their display there.

Mr. W. F. Haygarth, Canfield, Ont., was in Toronto on business last week.

WEETON'S MONTREAL ADDRESS.

The G. Weeton Manufacturing Co., manufacturers of silver-plated ware and specialties, 326½ Spadina avenue, Toronto, desire to announce to the trade that their Montreal address is Room 225, Temple Building, St. James street, Montreal.

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.

PARTNERSHIP WANTED.

A YOUNG MAN WITH SMALL CAPITAL would like an interest in a general store or grocery as working partner on salary. Address, Box 11, CANADIAN GROCER, Toronto. (37.)

From the Atlantic to the Pacific, OKELL & MORRIS'

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

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

W. R. ROWAN

Manufacturers' Agent and Commission Merchant.

Correspondence Solicited.

OFFICE: 132 Princess St., Winnipeg, Man.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

Our Hobby:

PAPER.

DOUGLAS AND RATCLIFF

PAPER DEALERS

... Telephone 1773.

34 Church Street, TORONTO

B

“BEE”

STARCH

B

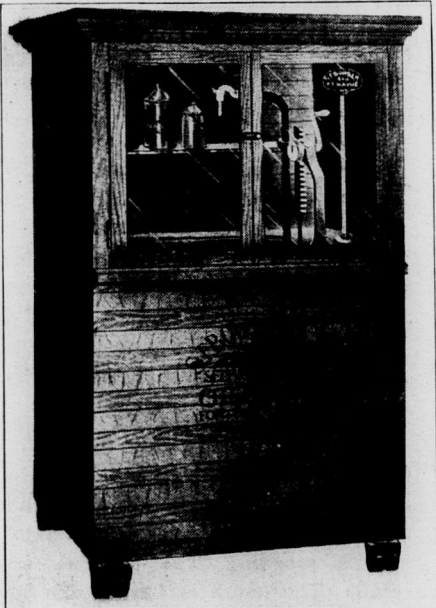
THE SEASON'S SUCCESS.

LIVE GROCERS ARE MAKING MONEY SELLING IT.

BEE STARCH CO., MFRS.,

10 Lemoine St., Montreal

Short But Frequent Talks



Is our idea of advertising Oil Tanks, Merchants rather seem to fall in with the idea too, judged by the number of inquiries coming by every mail. This question is an all-absorbing one with us, of course, but we realize that other people may be equally absorbed in their own affairs and hence we endeavor not to tire or "bore" them by "harping continually on one string." It is unnecessary to say much about the elegant outfit shown herewith. It speaks for itself. It certainly is a beauty and a triumph of the cabinetmaker's art. And it's as good as it is handsome. In short, it is up to the Bowser standard, which is nothing short of "Perfection" in Oil Tanks. This is as fine an outfit as we build. We build others that work just as accurately, but are not so ornamental—they cost less—though none are expensive.

WE SHOW ABOVE, THE

BOWSER GLASS FRONT CABINET.

Finished in Antique Oak or Grained and varnished, with

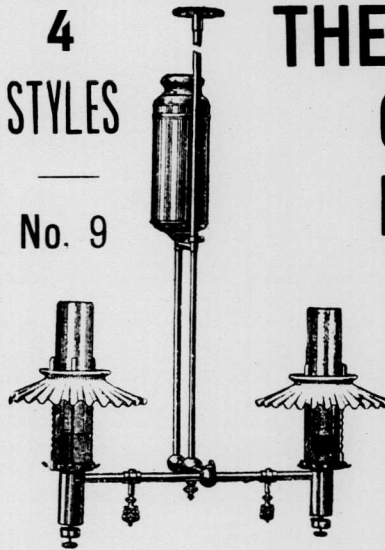
PUMP Measuring AT A STROKE. GALLONS HALF GALLONS QUARTS

Equipped with Steel Ball Cage Valves, Anti-Drip Nozzle and Dial Discharge Register. We build Forty-Nine other styles. You must be hard to suit if we can't please you. We should like to try. Send us your address to-day.

S. F. BOWSER & CO., P. O. Box 564, TORONTO. Factory: FORT WAYNE, IND

4 STYLES

No. 9



THE AUER GASOLINE LAMP

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.

Samuel Nesbitt, manager of The Brighton Canning Co., has just completed an addition to the factory, giving it 22,000 square feet more floor space. This building, which is now tinned and sheeted, will be used for handling corn and fruit. A new 10-ton scale has just been put in position, and Mr. Nesbitt's office has been fitted up in first-class style.

TRADE CHAT.

EDWARD S. BROWN, formerly with Bate & Co., has opened in the grocery business on his own account with a very bright stock in an up-to-date premises, with well-dressed windows, on Rideau street east, Ottawa.

Damien & Proulx have started as grocers in Montreal.

R. J. Duff is opening a general store at Harbor Grace, Nfld.

Taylor Bros. have started as wholesale fruit dealers in Winnipeg.

Eli Gillings, grocer, etc., Ridgetown, Ont., has moved into large, new premises.

Burgess & Co. have opened a fruit and confectionery store on Bank street, Ottawa.

W. H. Lyon, grocer and provision dealer, Hull, Que., is moving goods into a new store.

The authorized capital of The Hunter, Kendrick Co., Limited, has been increased to \$100,000.

It is expected that The E. B. Eddy Co., Limited, will be making matches again within a month.

F. Melville, of the Hub grocery, Clinton, Ont., has sold out to W. O'Neil. Mr. Melville will go on the road.

The contract for erecting The Imperial Starch Co.'s factory at Prescott, Ont., has been let. It will cost \$45,000.

A. Young, of Young & Co., general merchants, Lakeside, Ont., died on Sunday last, after a short illness from typhoid fever.

G. J. Kenzie, formerly of The Regina, N.W.T., Trading Co., has taken charge of E. M. McCarthy & Co's grocery department.

Robert T. Wright is preparing to raise a new cheese box factory in Thorndale, Ont., to replace the old one so recently destroyed by fire.

Frank D. Harrigan's grocery store, at Hamilton, was burglarized at an early hour last Friday morning, and \$10 worth of tobacco taken.

James S. French and Charles Carroll have opened a general store in Dawson, N.W.T. Both partners have been in business in Dawson for some time.

The Melita, Man., Roller Mills have again started operations after a thorough overhauling and cleaning. Thomas Lamont retains the position of head miller.

J. Bambrich, grocer, Ottawa, reports that business in his new premises is all that he could desire. He also says that he looks for THE CANADIAN GROCER like a letter.

N. Beebe, for many years head clerk in J. E. Griffin's grocery store, Dunnville, Ont.,

left on Monday to go as traveler for The Toronto Biscuit & Confectionery Company.

Wm. J. Hatfield, who for many years was connected with the grocery and general store business in Yarmouth, N.S., died at his home in Plymouth, N.S., on Thursday last week. He was in his 79th year, and leaves one son, Fred L. Hatfield, and one daughter, Mrs. C. J. Cragg, Bridgewater, N.S.

HOW TO INFUSE TEA.

THE veteran editor of The Ceylon Observer, Mr. Ferguson, who for nearly two generations has been a resident of Ceylon and a student of tea and its history, furnishes the following recipe for its infusion, which we commend to our readers:

1. The water to be boiled should be fresh and pure, and as soft as procurable.
2. It should be boiled in a perfectly clean kettle, and not deemed to be boiled until the water throbs and throws off steam in profusion.
3. First make the teapot hot, then pour into it the freshly-boiled water; after this, stew the tea—a teaspoonful for each cup of tea—on the top of the water, when it will gradually sink. In this way, the tea leaves will not be scalded, and the fragrance will be kept at its best. The water should be used as soon as it boils, and not allowed to become flat by overboiling.
4. Maximum time of infusion to be five minutes.
5. The infusion (not decoction) should be decanted into another teapot, first made hot for its reception. Prepared in this way (if a "cosy" is used), tea will remain hot and pleasant and wholesome for more than double the time it would were cold teapots employed.
6. Do not use the spent leaves for a second infusion.

PARIS, ONT., BURNED OUT.

Early Wednesday morning, fire started in W. H. Meldrum's flour mill, and in about five hours nearly \$250,000 damage was done to the business section of the town, which section was almost entirely devastated. Among the losses were W. H. Meldrum, flour miller, loss \$15,000, uncovered by insurance; Hugh Walker, grocer, loss \$4,000, insurance \$3,000; S. Waldron, confectioner, loss \$2,700, insurance \$1,300; A. Lane, confectioner, loss \$700, insurance \$400; S. Shepherd, grocer, loss \$700, insurance \$600; A. Rose, pork-packer, loss \$2,500, insurance \$500. These merchants, as well as the other sufferers from the fire, have the sympathy of the trade in their heavy loss.

THE MAN WHO DOES.

IT is not the man with the past record or a glowing future who attracts the attention of this busy world, but the man who does, says an exchange. We have all of us met individuals who were living on their past records and who never tired of talking, in season and out of season, about the things which they had done. There is still another class, who are always dealing in futures, and giving glowing accounts of what they intend to do. But, fortunately, there is still another class, which includes the real workers, and consists of the men and women who are content with their past record, satisfied to let the future take care of itself, and are bending all their efforts on the duties of to-day. To this class belongs the man who does.

It goes without saying that he is a busy man. Every hour of the day finds him at his desk intent upon the work which is brought to his attention. Every bit of work which he turns out is a complete and finished product in itself. He does not worry much about the past, nor does he think very much about the future, for he realizes that the present, if rightly cared for, will result in the future taking care of itself. He considers the task at hand more important than anything which has been or anything which the future may have in store.

It is this class of men who, under the right conditions, get ahead in the world and command the recognition which they deserve. True, there are exceptions, where honest, capable work does not seem to receive the recognition which it is due. Still, the man who is doing realizes that he cannot afford to give the world anything but the best product of his brain and skill. What may seem to be lack of recognition now, may prove a stepping-stone to larger and better appreciated results later on.

Like the man who carried the message to Garcia, the man who does, has his prototype in thousands of busy, industrious men who are adding each day their quota to the world's progress. The past we cannot recall. The future is beyond our grasp. The present is all we can call our own, and upon the faithful performance of each day's duties depends in a large measure what the world calls success.

FRASER RIVER SALMON.

The following telegram was received by a Montreal wholesale house on Wednesday: "No improvement in the catch of red sockeye Fraser River salmon, season practically ended. Won't have over 75 cases to deliver for every thousand sold."

THE
WATSON
FOSTER
COMPANY
LIMITED

WE DO NOT PROPOSE
TO REST UPON THE
HONOR OF A
SUCCESSFUL PAST . . .



BUT HAVE RATHER
REDOUBLED OUR . . .
EFFORTS TO MAKE
THE SEASON OF 1900-1



NOT ONLY A
COMMERCIAL BUT . . .
AN ARTISTIC SUCCESS
IN YOUR ESTIMATION



THE RESULT IS . . .
A LONG LINE OF . . .
EFFECTIVE STYLES IN
EXCLUSIVE DESIGNS



OUR TRAVELERS WILL
CALL IN JULY, AND
WE HOPE TO SECURE
YOUR ORDER ON THE
STRENGTH OF MERIT

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

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

Superior Quality
Always Good

DEAD LINE OF ACTIVITY.

THE spectacle of Lord Roberts, 70 and shriveled, plunging into the smoke and struggle in South Africa and emerging with the "garter" in one hand and a dukedom in the other is exhilarating and suggestive in view of the "dead-line-at-50" discussion. Roberts, as an old man, who has fought his battles and won his medals, who had all to lose and nothing to gain, stayed at home during the early weeks of the war. And younger fighters, Methuen and Buller, sent out on the search for easy glory. What they got is painful history for England.

Roberts and Kitchener—the younger man was expected to do the big things—were sent out as an eleventh hour hope. For a few weeks Kitchener's picture loomed large in the papers; then he dropped out of sight. And in the end it was Lord Roberts, 20 years past the dead line, who fought out the war.

It is futile to lay down general laws; folly to apply them to individuals. Yet the dead-line-at-50 heresy has been accepted as gospel by so many people that it is worth following up, with "Bobs" as a beacon. Undoubtedly there is a dead line. Some men have already passed it at 30; others never reach it till they follow a clergyman feet first out of church.

A young business man is naturally in touch with the new methods that revolutionize trade every few years in these rapid times; but the older one who keeps up with them is his equal and his superior by the weight of his added experience. For the professional man, whose study lamp still burns, 50 is but a milestone on the road to greater

power. And for him there is always something to be won and a new way to win it if the old one will not do. At 70 he is learning and planning and executing. He is climbing trees, like General Wheeler, to see what the enemy is up to; or drumming up wheat, like Mr. Armour, to freeze out the other youngsters; or planning a great home rule programme like that lively octogenarian, the late Mr. Gladstone. The ability to see new conditions and to meet them is the secret of youth's power in the world to-day and so long as a man has that ability, the years count as nothing. You can draw a dead line behind him, but you can't catch and push him over it. — Saturday Evening Post.

THE TEA TRADE IN GREAT BRITAIN.

The bad state of the tea trade is well exemplified in the report of the National Tea Union, Limited. For the last year profits have been cut so fine, owing to keen competition that, after payment of the preference dividend and the carrying forward of a small amount with provision for reserve and depreciation, the directors find it inadvisable to recommend any dividend on the ordinary shares. As many of these were purchased by present holders at a premium of 10s. per 1£ share, the present state of affairs is not very pleasing to shareholders. In our June issue we had a good deal to say about the state of the trade, especially the wholesale side. We showed that the glut of cheap teas on the market seemed likely to increase rather than diminish, and as the popular taste lies very largely in the direction of cheap, coarse, Indian tea, at as

low a price as possible, the outlook for everyone connected with the tea trade was very gloomy.

MEAT CANNING IN P.E.I.

IT may not be generally known, says The Maritime Merchant, that Prince Edward Island has made a substantial beginning in the industry of meat canning. At present there are no less than four establishments where beef and mutton are prepared in this shape for the market. The superior facilities enjoyed in the island for the raising of food cattle is well known and her exports of this class of goods have been growing from year to year with commendable rapidity. At present a large trade in live stock is done with American buyers who find the flavor and weights of island-raised cattle very suitable to their markets. That an industry in canning meats should result from this success is but natural and men interested in the subject predict that in time it will assume much larger proportions. In addition to this, various other foodstuffs are being canned regularly, including many varieties of fish and the well-known blueberry. The butter and cheese-making business has grown during the past few years to such an extent as to almost constitute it the chief source of agricultural wealth. This year the reports from the various cheese and butter-making establishment all over the island are unanimous in stating that is the best season yet experienced, both as to price, quantity of yield and quality of product. All of our readers will rejoice in the knowledge that such a desirable measure of progress is visible among our friends in the "Gulf Garden."

HIGH-CLASS GOODS COMMAND SALES.

This is an old and tried maxim in the grocery business. When a grocer takes up a line of Hams and Bacon it is to his interest to be very careful in his selection. Inferior goods will kill his trade, while the best brands will help him to build it up.

We invite the most critical examination of the **BOW PARK** line of **PORK PRODUCTS**—absolutely pure, delicious in flavor—cured by a special process in the best equipped factory in Canada. May we quote you?

Brantford Packing Co.,

Brantford, Ont.

Concentrated Strength

If, as we are told, "Economy begins at home," then the grocer who sells Jonas' Flavoring Extracts is sure of helping a woman practice economy in her cooking. The great, concentrated strength of these Extracts of highest quality is clearly shown in the unequalled results which a very little of them produce—some cooks say they use half and less of Jonas' Flavoring Extracts to secure the *same* results that other Extracts yield.

Jonas' Flavoring Extracts

owe their great richness and natural flavor to their great purity and concentrated strength—they contain an unequalled amount of goodness, concentrated into the smallest possible space. "Choicest and best" — "best and goes farthest." Seek no further for great concentrated strength, unrivalled purity, richness beyond compare.

Jonas' Flavoring Extracts are the standard!

"For Thirty Years the Favorite."

Henri Jonas & Co., Mfrs.
Montreal.

A CORNER FOR CLERKS.

Personal and other items for this department will be gratefully received.

A TALK TO CLERKS.

THE following midsummer talk to clerks appeared in a recent issue of The Merchants' Review, New York, signed by "J. B. L.":

Do not start a store until you are situated so you can own it and have a little surplus besides. There are plenty of stores in the city, and also in the country, which are started by ambitious and energetic young men who could make good salaries as clerks, and these are often started with limited capital, and with the backing of some wholesale house. The young man works all the time, eats and sleeps in the store, and has no nights off. His life is a constant grind; each month finds him a little more in debt, and finally the wholesale house takes his all—its own goods, the young man's money, and what goods he has bought from someone else. It all goes! There is no friendship in a chattel mortgage! Then he is ashamed to go home, and so he stays in the city and works for less than he could get at his own home, with all its pleasant surroundings.

To change the subject now, study to become a good salesman. Your knowledge of goods is of no use unless you can sell them.

Take, for an illustration, perfumes. Study the customer; take the milder odors first, beginning with violet, then gradually working up to the stronger odors, handing the customers the stoppers only, which have been partially dried by shaking. Nine times out of ten you can tell your little story, show your special odor, and the customer will like this odor best and will buy it. So it is with everything, even cigars. People like to see a variety, and they like to have special attention. You must please your customers; they notice it and will walk out of their way to see you again.

Be a "good fellow"; be cheerful at all times (even if your head does ache), but do not let people—especially young people—get too familiar with you, or they will make the store a loafing place. Never trust them for goods without consulting your employer.

Do not forget that you are not accommodating a customer by waiting on him. It is the customer that is accommodating you. It is of no use to advertise for trade if the customer is not well treated upon his first visit; if what he wants is not in stock, use every effort to obtain it; and, no matter

how small the order is, do not keep the customer waiting for it, but send it to him. People are continually changing from one store to another, and if they do not get the proper attention from you, they will go where they can get it.

No clerk should take the responsibility of "talking back" to a customer. If he ever owns a store he will think twice before losing a sale or a customer. If your employer's business is sufficient to pay a good salary to a clerk, it is to your interest to increase it, rather than decrease it by surly manners or inattention to customers. Your employer may notice these things more than you think.

Do not think that your own affairs are of more importance than those of the store.

Some of the things that discourage an employer are neglect on the part of the clerk to make charges or entries in the want book. On a credit sale make your charge before doing anything else! And if you sell the last, or near the last, of anything, put it on the want book before it is forgotten and before a sale, or perhaps a customer is lost by being out of it.

Learn your customers, their names, and if possible their addresses. People who trade with you like to be called by name; it makes them feel more at home, and more friendly toward you.

Keep busy at all times. There is always something to do. If nothing else offers put up sugar, etc., in convenient packages ready for a rush. These are small things, but they are silent arguments for a promotion, and are appreciated by your employer.

If your employer has not already made it a rule, do not smoke in the store. It's scarcely necessary to say that ladies do not like to have you wait on them with a cigar in your mouth! Besides in winter smoking fills the store with smoke and is thus very disagreeable.

In conclusion, I will say, above all, be satisfied with your lot! Dissatisfaction is a disease which grows on a person; do not nurse it. There are many petty annoyances in the grocery business, but there are more in others; and people do not like to do business, and will not do business, with a dissatisfied, cross, sullen clerk.

CALIFORNIAN DECIDUOUS FRUITS

Mr. M. V. Hartranft, managing editor of The Fruit World, Los Angeles, Cal., was in Toronto for a few hours on Tuesday on his way home from a trip through the Eastern States and the Province of Quebec. Mr. Hartranft is enthusiastic over the fruit industry of California. "The shipment of citrus fruits (oranges and lemons), last year, aggregated 6,250,000 boxes," he said. "And, although it was the largest quantity we ever shipped, we got for it the highest average price. It is estimated that the crop of citrus fruits, this year, will be about 8,000,000 boxes."

He also said that the fruitmen of California were paying increasing attention to the Canadian market.

POPULARITY

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

EMPIRE

SMOKING TOBACCO

In 5, 10 and 15c. Plugs.

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

EMPIRE is well advertised

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

EMPIRE is A BIG PLUG FOR LITTLE MONEY.

Made by

THE EMPIRE TOBACCO CO.
LIMITED
MONTREAL, QUE.



Curious!! Why?

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

KEEN'S

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

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

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

Current Market Quotations for Proprietary Articles

September 13, 1900.
Quotations for proprietary articles, brands etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.

PURE GOLD.	
3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	
oz. tins, 3 "	3 00
oz. tins, 4 "	2 40
lb. tins, 1/2 "	1 10
lb. tins, 3/4 "	14 00
Diamond—	
3/4 size, 2 doz. in case	per doz 2 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75
JERSEY OREAM BAKING POWDER	
1/2 size, 5 doz. in case	40
1/4 size, 4 doz. in case	75
" 3 "	1 25
" 2 "	2 25
OCEAN WAVE BAKING POWDER.	
No. 10, 5-ounce Cans, round or square, 4 doz. in case	\$0 75
1/2-lb. Cans, round only 3 doz. in case	1 20
14-oz. Cans, round only 2 doz. in case	1 80
16-oz. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only, 1 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00



BLACKING

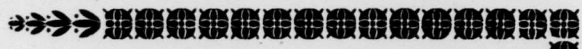
P. G. FRENCH BLACKING	
per gross	
No. 4, 1/4 grs. bxs.	\$4 00
" 6, 1/4 " "	4 50
" 8, 1/4 " "	7 50
" 10, 1/4 " "	8 25
" 10, Jet Enamel.	8 25
CARR & SONS.	
per gross	
No. 2—1/4 gross boxes	2 70
No. 4—1/4 gross boxes	5 75
No. 5—1/4 gross boxes	8 00
SHOE POLISH.	
Per gross	
Jonas'	\$9 00
Froments	7 50
Military dressing	24 00
BLUE.	
Keen's Oxford, per lb	\$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
BLACK LEAD.	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	
CORN BROOMS	
BOECKH BROS & COMPANY doz. net	
Bamboo Handles, A, 4 strings	2 40
" " B, 4 strings	2 40
" " C, 3 strings	1 10
" " D, 3 strings	1 10
" " E, 3 strings	1 10
" " F, 3 strings	1 10
" " G, 3 strings	1 10
" " I, 3 strings	1 10
BISCUITS.	
PEEK, FREN & CO.	
Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins \$3.70 per doz
CARR & CO., LIMITED.	
Frank Magor & Co., Agents.	
Cafe Noir	0 15
Ensign	0 12 1/2
Metropolitan mixed	0 09
Special price list of Fancy Tins for Xmas trade and other lines on application.	

CANNED GOODS.

MUSHR	
HENRI JONAS & Co.	
Mushrooms, Rionel	\$14 75
" 1st choice Dutheil	17 50
" 1st choice Lenoir	18 50
extra Lenoir	20 00
Per case, 100 tins.	
FRENCH PEAS—DELORV'S.	
HENRI JONAS & Co.	
Moyen's No. 2	\$9 00
No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
FRENCH SARDINES.	
HENRI JONAS & Co.	
1/2 Trefavannes	\$9 00
1/2 Rolland	9 50
1/2 Delory	10 50
1/2 Club Alps	11 50
CHOCOLATES & COCOAS.	
Epps's cocoa, case of 14 lbs., per lb.	0 35
Smaller quantities	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents. per doz	
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40
Rook Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2
TODHUNTER, MITCHELL & CO.'S.	
Chocolate— per lb.	
French, 1/4's—6 and 12 lbs.	0 30
Caracas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/4's—6 and 12 lbs.	0 30
Sante, 1/4's—6 and 12 lbs.	0 25
Diamond, 1/4's—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, 1/4's, 8 and 14 lbs.	0 30
Pearl	0 25
London Pearl	12 and 18 "
Rook	" " "
Bulk, in boxes	0 18
Royal Cocoa Essence, pkgs., per doz.	1 40

Chocolate—	
FRY'S. per lb.	
Caracas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's, " "	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs.	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4's, 14 lb. bxs.	0 24
Fry's "Monogram", 1/4's, 14 lb. bxs.	0 24
Cocoa— per doz	
Concentrated, 1/4's, 1 doz. in box	2 40
" 1/2's, " "	4 50
" 1 lb. " "	8 25
Homeopathic, 1/4's, 14 lb. boxes	" "
1/2 lbs. 12 lb. boxes	" "
JOHN P. MOTT & CO.'S.	
R. S. McIndoe Agent, Toronto.	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes	0 25
Royal Navy Chocolate, 12 lb. boxes	0 30
Mexican Vanilla Chocolate, 12 lb. bxs	35
OHENEK'S.	
Imperial—Large size jars, per doz.	\$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial Holder—Large size	18 00
Medium size	15 00
Small size	12 00
Paragon—Large size, per doz.	8 25
Medium size	4 50
Small size	2 40
Individual size	1 00
COFFEE.	
JAMES TURNER & CO. per lb	
Mecca	0 34
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

It Pays to Please the Laundress



Benson's Enamel Starch is a perfect cold water laundry Starch for shirt bosoms, collars, and cuffs, where an especially stiff finish or brilliant gloss is desired. Do you know of any laundress who wouldn't **thank** you and continue to trade at

your store if you suited her absolutely on those points she prides herself so much on in her work?

Benson's Enamel Starch

never fails in the perfect work it does. Our extensive plant by which all water we use is filtered assures an even whiteness of color always. "It pays to please the laundress."

THE EDWARDSBURG STARCH CO.,

Works, CARDINAL, ONT.

Limited.

53 Front street East,
TORONTO.

ESTABLISHED 1588

164 St. James street,
MONTREAL.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

TODD HUNTER MITCHELL & CO.'S	
Excelsior Blend.....	0 32
Jersey ".....	0 29
Rajah ".....	0 20
Old Government Java.....	0 28 0 30
Maracaibo.....	0 18 0 20
West India.....	0 16 0 18
Rio, choice.....	0 12

2 oz. Flat, Anchor extracts.....	18 00
4 oz. Square ".....	21 00
4 oz. " " (corked).....	36 00
8 oz. " ".....	72 00
Per doz.	
4 oz. " glass stop extracts.....	3 50
8 oz. " ".....	7 00
2 1/2 oz. Round quintessence extracts.....	2 00
4 oz. Jockey decanters.....	3 50

T. UPTON & CO.	
Raspberry, Strawberry, Red Currant, Pineapple.....	
1-lb. glass jars, 2 doz. in case, per doz.....	\$1 05
5-lb. tin pails, 8 pails in crate, per lb.....	0 07 1/2
7-lb. wood pails, 6 ".....	0 07 1/2
14-lb. wood pails, per lb.....	0 07 1/2
30-lb. " ".....	0 07 1/2

English Sandwich Mustard, Mustard (with fine herbs)—				
Bbls.	Half	10-gal.	5-gal.	1-gal.
50c.	55c.	60c.	65c.	70c.
				Jugs.

CLOTHES PINS.	
BOECKH BROS. & CO.	
Clothes Pins (full count), 5 gross in case, per case.....	0 75
4 doz. packages (12 to a case).....	0 90
6 doz. packages (12 to a case).....	1 20

FOOD.	
per doz.	
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

LICORICE.	
YOUNG & SMYLYE'S LIST.	
5-lb. boxes, wood or paper, per lb....	\$0 40
Fancy boxes (36 or 50 sticks) per box..	1 25
" Ringed " 5 lb. boxes, per lb.....	0 40
" Acme " Pellets, 5 lb. cans, per can..	2 00
" Acme " Pellets, fancy boxes (40) per box.....	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can.....	2 00
Licorice Lozenges, 5 lb. glass jars....	1 75
" " " " 5 lb. cans.....	1 50
" Purity " Licorice, 200 sticks.....	1 45
" " " " 100 sticks.....	0 73
Dulce, large cent sticks, 100 in box... 0 75	

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.....	21 00

EXTRACTS.	
per doz	
P. G. FLAVORING EXTRACTS	
8 oz. Glass Stopper botts.....	\$6 00
4 oz. " ".....	4 00
8 oz. Plain bottles.....	5 00
4 oz. " ".....	3 00
2 1/2 oz. Cabinet bottles.....	2 00
2 oz. Bottles.....	1 80
1 oz. ".....	1 20
Per gallon.....	7 00
Per pound.....	1 00

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.....	2 00
Raspberry ".....	2 00
Apricot ".....	1 75
Black Currant.....	1 85
Other Jams, W. F.....	1 55 1 90
Red Currant Jelly.....	2 75

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

MINCE MEAT.	
Wetley's Condensed, per gross, net.....	\$11 40
" " per case of 3 doz., net.....	2 85

ORANGE MARMALADE.	
T. UPTON & CO.	
1-lb. glass 2 doz. case, per doz.....	\$1 05
7-lb. pails in crate, per lb.....	0 07 1/2

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

P. G. JELLY POWDER.	
Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz.	
P. G. ICINGS.	
Chocolate, 2 doz. cases.....	\$1.25 per doz.
Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.	

BAYLE'S PREPARED MUSTARDS.	
Horse radish.....	1/2-lb. jars 1-lb. jars
English Sandwich.....	per doz., \$1 20 \$1 75
Mustard (with fine herbs).....	1 20 1 75
Packed in our self-sealing half and one-pound jars, two dozen in a case.	

PICKLES---STEPHENS'
A. P. TIPPET & CO. AGENTS.
Patent stoppers (pints), per doz. 2 30
Corked (pints), " "..... 1 50

SODA---COW BRAND



Case of 1 lbs. (containing 60 pkgs.), per box, \$3.00
Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00
Case of lbs. and 1/2 lbs. (containing 30 1 lbs. and 60 1/2 lbs. packages) per box, \$3.00
Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00.

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

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.

"Daisy Fruit"

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

THE HOME CAKE CO
GUELPH, ONT.

The Best Selling Lines

WASHBOARDS

are manufactured by

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

—WRITE FOR PRICES TO—

Boeckh Bros. & Company
TORONTO, ONT.

Soap

"IMPERIAL" and
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

BUSINESS NEWS

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

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

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

505 Board of Trade Bldg., MONTREAL, QUE.
Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.

To Hold Your Trade



you must have the best goods. Inferior goods are as a rule expensive both to the buyer and seller.

The best baking soda sold is

DWIGHT'S COW BRAND

No customer will ever "kick" against it.

John Dwight & Co., Toronto and Montreal.

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

OUR SPECIALTIES!

♦ ♦ ♦ ♦
AT RIGHT PRICES.

FANCY BANANAS.

" LEMONS and ORANGES.

" PINEAPPLES.

HUGH WALKER & SON

Wholesale Fruits,

GUELPH, ONT.

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

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

WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,
DIGESTING EASILY.

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

Manufactured by

THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor

CORNWALL, ONT.

T. H. Laganier, general merchant, match manufacturer and The Canada Match Co., St. Anne de la Parade, have been succeeded by The J.A. Rousseau Manufacturing Co.

A. S. HOOPER & CO.

WATER ST., LIVERPOOL.

Commission Agents.

SEED, GRAIN and

General Produce.

We make a specialty of

BEANS, PEAS, SEEDS, FEED,
OIL-CAKE and PEANUTS.

Consignments and Correspondence Invited.

— WE —

THE OAKVILLE BASKET CO.

can always supply you with any of the following styles of baskets:

GRAIN AND ROOT BASKETS
CLOTHES BASKETS
FRUIT BASKETS
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OAKVILLE BASKET CO.,
Oakville, Ont.,



Boston Laundry Starch...

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

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THE F. F. DALLEY CO., Limited, - Hamilton.

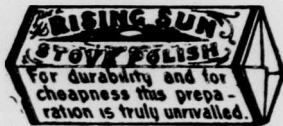
SOAP



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

1 box and less than 5 boxes and upward 4 00
per gross, freight prepaid or 1/2 box lots
Maypole Soap, colors per gross, \$4 00
Maypole Soap, black, per gross, \$15.30
Orion Soap, per gross, \$10.20

STOVE POLISH.



Rising Sun, 6-oz. cakes, 1/2 gross boxes \$ 8 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 1/4 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—
No. 1 White or Blue, 4-lb. cartons per lb 0 05 1/2
No. 1 3-lb. " 0 05 1/2
Canada Laundry 0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes 0 07
Silver Gloss, 6-lb. tin canisters... 0 07
Edwards'g Silver Gloss, 1-lb. pkg. 0 07
Kegs Silver Gloss, large crystals 0 06
Benson's Satin, 1-lb. cartons.... 0 07 1/2
No. 1 White, bbls. and kegs..... 0 04 1/2
Benson's Enamel, per box..... 3 00

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

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

KINGSFORD'S OSWEGO STARCH.



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

PURE—40-lb. boxes 1-lb. pack..... 0 07
" 48-lb. " 16 3-lb. boxes... 0 07
For puddings, custards, etc.
OSWEGO 40-lb. boxes, 1-lb. 0 07 1/2
CORN STARCH. } packages.....
ONTARIO 38-lb. to 45-lb. boxes, 0 06
STARCH } 6 bundles
STARCH IN Silver Gloss..... 0 07 1/2
BARRELS } Pure 0 06 1/2

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



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

TEAS.



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



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

Blue Label, 1's..... 0 18 1/2 0 25
Blue Label, 1/2's..... 0 19 0 25
Orange Label, 1's and 1/2's..... 0 21 0 30
Brown Label, 1's and 1/2's..... 0 28 0 40
Brown Label, 1/4'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



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

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

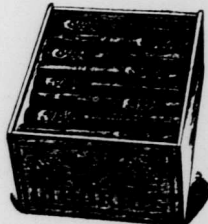
Smoking—Empire, 3s, 4 1/2s and 9s.... 0 36
Royal Oak, 2 x 3, Solace, 8s 0 52
Something Good, 7s 0 53
Chewing—Currency, 13 1/2 oz. bars, spaced 9s..... 0 39
Currency, 6s and 10s 0 39
Old Fox, Narrow 10s 0 44
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44
Snowshoe, pound bars, spaced 6s.. 0 44
Snowshoe, 2 1/4,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

WOODENWARE.

BOECKH BROS. & COMPANY.

Washboards Leader Globe 1 75
" Improved Globe 1 70
" Standard Globe 1 80
" Solid Back Globe 1 90
" Jubilee (perforated)..... 2 45
" Crown..... 1 50
F.o.b. Toronto.
Matches, Kodak, per case (10 gross in case)..... 3 50

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