

**PAGES  
MISSING**



**SELL  
ONLY  
THE  
BEST!**

These substantiate our claim  
that : : : : :

# Colman's Mustard

In Competition with the World  
we have secured the  
**Highest Awards**  
Made . . .

**IS THE BEST IN THE WORLD**

## CO-OPERATIVE TEA GARDEN'S CO'Y CEYLON

Awarded Gold Medal  
At the **Paris Exposition, 1900**  
The Paris and London Exh. was the highest award made for Tea.

**WILLIAMS & CO'Y, Montreal**  
A General Importer



<p><b>Corn Brooms</b></p>	<p><b>BROOMS</b></p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck" ...</p>
<p><b>WHISKS</b></p>		<p>Always reliable and as represented.</p>
<p><b>STANDARD BRANDS</b></p>		<p><b>Corn Whisks</b></p>
<p>"GEM" "WIRE" "SNOW" "OORKER" "HEARTH" "LA BELLE" "BARBER" "TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver and Fish Handles. Large Variety. Low Prices.</p>		<p>The H. A. Nelson &amp; Sons Co., Limited 59 to 63 St. Peter Street MONTREAL Toronto Sample Room: 56 and 58 Front St. West</p>

**A Good Business**  
to add success to your business is to  
always keep a good supply of  
**Millar's Paragon Cheese**  
on hand.

It is right up to the mark in  
**QUALITY  
ATTRACTIVENESS  
POPULARITY.**

Are you selling it?  
IF NOT — WHY NOT?

**THE T. D. MILLAR PARAGON CHEESE CO.  
INGERSOLL.**

Agents—Frank Meyer & Co., Toronto; A. & J. Phipps & Co., Hamilton.  
1894-1895 Catalogue

**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 also desire to sell Salt to housekeepers that will not set hard in the salt cellar or on the table, 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**  
Chico, Ont.

**SALT**



**Push,  
Progress,  
Profits!**

“Where there’s a will, there’s a way.” Where there’s constant push **in the right direction**, there’s progress. Where there’s constant upward progress, there’s sure, safe profits. Let “Quality” be your watchword!

Stower’s Lime Juice never grows musty. 20% stronger than any Lime Juice made, because **concentrated**. Put up in handsomely labelled and capsuled “pale gin” bottles Pure—absolutely.

Stower’s Lime Juice Cordial is all ready to use with a little water. Pure, concentrated Lime Juice and the best loaf sugar—**that’s all.**

*Stower’s  
Lime Juice  
Lime Juice Cordial.*

The most particular customer you have is the very one that the rich, full, piquant body of Macurquarht’s Worcester Sauce will most strongly appeal to. It is many times stronger than the cheap, thin, watery “Sauces” that are flooding the markets, and hence much more economical for hotels, restaurants or private houses. Bottled only in England. It matures for months in the vats before being bottled.

*Macurquarht’s  
Worcester  
Sauce.*

ARTHUR P. TIPPET & CO., AGENTS,  
8 Place Royale, Montreal. 23 Scott Street, Toronto.



# Ceylon <sup>and</sup> Indian

MACHINE-MADE

## Teas

are for those who know a good thing when they see it, and will have nothing but the best.

Everyone who knows anything about tea knows that the good tea comes from either

**Ceylon or India.**



## There are Cigars and Cigars

but my word for it, I would not have the courage to ask a man to pay out his good money for some of the 5c. brands that are claimed to be "just as good" as my famous "Pebble" Cigar.

The original article always suffers when a comparison is made, and if any grocer has been fooled into thinking that some 5c. Cigar that he has bought (whose quality was compared to my "Pebble") represented the actual high quality of the "Pebble," I would like the chance of correcting the error. Let that grocer send in for a sample of the "Pebble" and be convinced.

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

## A New Relish But An Old Brand.



The South Africa Relish is the newest addition to our list of specialties, but, like our other goods, it carries with it the guarantee of

## "Sterling" Brand

This assures the trade of a Relish that will measure up to the best expectations of their best customers.

**T. A. LYTLE & CO.**

124-128 Richmond St. West.

TORONTO.

## You Reap as You Sow

confidence among the people—**there's** the question that's vexing many grocers. Suppose you offer your customers a suggestion now and then that you think they'll receive in the proper spirit—suppose, right now, you tell them that

If you'd reap permanent trade, then sow your seed in the field of "confidence." How best to establish

### Tillson's Molina Rolled Wheat

is an ideal Breakfast Food in hot weather—that it doesn't heat the blood—that it strengthens brain, muscle, bone. Suppose, too, you suggest the money they can save by buying it by the pound. Tell them that there's no expensive package to pay for. Never fear but what you'll gain their confidence, because "you reap as you sow."

The Tillson Company, Limited  
Tilsonburg, Ont.



# New York Ginger Ale.

is a regular life-saver during the hot weather, and, incidentally, a profit-maker. It is cooling, refreshing, invigorating. No need to go to the seaside when you have a few bottles of New York Ginger Ale on ice.

We make shipment of this in five-case lots, of one dozen quart bottles to a case, at 80c. per dozen. All other flavors in stock as well.

**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.**

**AN INDISPUTABLE POINT**

**PATERSON'S "Camp" Coffee** Reg.

**IS THE BEST**

Producing a cup of delicious coffee at a moment's notice.

**R. Paterson & Sons**  
**GLASGOW.**



## Batty & Co.

ESTABLISHED 1874.

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  
**CANADIAN GROCER**  
AND  
GENERAL  
STOREKEEPER

CIRCULATES  
IN EVERY  
PROVINCE

VOL. XIV.

TORONTO AND MONTREAL, AUGUST 17, 1900

NO. 33

### HOW A GROCER CAN PROTECT HIMSELF.

By an analyst, in Grocery.

#### CHEESE

**T**HE word "cheese" covers a large variety of products, made from the milk of cows, goats and sheep, although English cheeses are made entirely from cow's milk. There is no legal definition of cheese except that it must contain no foreign fat, and cheese is equally "cheese" whether it is made from whole milk, skimmed milk, separated milk, or milk to which cream has been added. Curiously enough, the term cream cheese applies to the product made from milk partly skimmed, and, if a customer wants real cream cheese, he must ask for double-cream, or demand it under some fancy name. I shall have more to say on the question of cream cheese later. Some cheeses, like cream cheese, are made to be eaten immediately, whilst others are kept in cellars for a long time to mature—that is to say, for different moulds and bacilli to grow in them. As I explained in my previous article, milk consists of water, fat, milk-sugar, mineral matter—largely phosphates—and casein. The last is the albuminous flesh-forming constituent, which forms the essential portion of cheese. The fat in cheese varies very much according to the quality of the milk and the method of manufacture. Besides this, cheese frequently contains an appreciable quantity of calcium phosphate.

As in butter, the flavor and quality of cheese depend almost entirely upon the presence in the material of certain organisms, in some cases moulds, and in others bacilli. Until quite recently the manufacture of cheese has been conducted on rule-of-thumb principles, and it is rather

remarkable that particular dairies have always managed to keep up such uniform qualities as they have done. I may mention, by the way, that it is not possible to work with sterilized milk as in butter-making, as milk treated in this manner will not curdle properly under the action of rennet. A great continental authority on cheese says: "There is no doubt that the different kinds of cheese owe their particular property or characteristic to the action of bacilli or classes of bacilli. The art of cheese-making consists in the preparation of fresh cheese mass of each different kind in such a way that those kinds of bacilli which are active in the ripening of that particular cheese are developed in a predominant extent." The reason that particular cheeses can only be made with success in particular dairies is, that the apartment where the cheese in question has been made for many years reeks with the organism which is necessary to produce the particular flavor and aroma required, and it always happens that a new dairy has to go on working for a considerable period before the atmosphere and surroundings get into a proper condition to produce the cheese satisfactorily.

The general process of cheese-making is as follows: The milk, either in its ordinary condition, "fresh from the cow," or with cream added or extracted, is warmed up to about 80 deg. Fahr., or higher, and a definite quantity of rennet is introduced. In some cases rennet is not employed, but the milk is allowed to curdle by turning sour. It is usual, by the way, to add a certain quantity of sour milk to the fresh milk before introducing the rennet. The curd is cut up into small pieces, after the

whey has been drawn off, and allowed to stand a certain time, until it has ripened sufficiently by the action of the ferment. It is then placed in the press and the remaining whey is squeezed out. Experience is everything in cheese-making, and the workman judges of the condition of the curd by seeing how far a thread of cheese will stretch to when drawn out by contact with a hot iron rod. In rennet cheeses the ferments which produce the ripening appear to grow through the whole of the cheese, while in sour milk cheeses the ferment appears to grow from the outside inward. There is no doubt that the time will come in the not distant future when the cheesemaker will cultivate his ferments in the same way that the brewer does his yeasts.

American cheese is of the variety known as Cheddar, and, from an analytical point of view, is of good quality, containing about 29 per cent. of water, 33 per cent. of casein, and 31 per cent. of fat.

Camembert is made in France and contains 50 per cent. of water, 20 per cent. of casein, and 22 per cent. of fat.

Cheddar is the most important of all English cheeses and contains about 32 per cent. of water, 33 per cent. of casein, and 30 per cent. of fat.

Cheshire cheese is another very important English product, and contains about 33 per cent. of water, 30 per cent. of casein, and 30 per cent. of fat.

Cream cheese is made either by curdling with rennet or by allowing the cream to turn sour of its own accord. It should contain not less than, say, 70 per cent. of fat, the casein being comparatively low.

Derbyshire cheese somewhat resembles Cheddar, but is moister. I can find no definite analysis from which to get figures.

Dutch cheese is made from skimmed milk





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.

and varies a good deal in composition, the fat being sometimes as low as 10 per cent., whilst it occasionally rises to nearly 30 per cent. According to Mr. C. G. Moor's analysis, the price does not seem to vary in proportion to the fat contained in the cheese.

Gloucester cheese, I need hardly inform the readers of *Grocery*, is made in two sizes, single and double, although the quality is the same. It contains about 33 per cent. of water, 36 per cent. of casein and 24 per cent. of fat.

Gorgonzola cheese is a typical instance of the influence of mould on the flavor and appearance of the cheese. The seeds or "spores" of the mould are introduced in the course of manufacture by adding powdered breadcrusts on which moulds have been allowed to grow. It contains about 40 per cent. of water, 26 per cent. of casein, and 27 per cent. of fat.

Gruyere is a Swiss cheese, and that ordinarily sold in this country consists really of two kinds, known to the Swiss as Gruyere and Emmenthaler. They are rather hard cheeses, full of holes, and contain about 35 per cent. of water, 31 per cent. of casein, and 28 per cent. of fat.

Leicester cheese contains about 30 per cent. of fat.

Parmesan cheese is a hard cheese, prepared from partly skimmed goats' milk, and contains about 44 per cent. of casein and 16 per cent. of fat.

Roquefort cheese is made from partly skimmed ewes' milk, and contains about 34 per cent. of casein, and 32 per cent. of fat.

Stilton cheese is now prepared in a good many places from a mixture of whole milk and cream, as a rule. It is very rich cheese, containing about 24 per cent. of casein, and 40 per cent. of fat. Stilton cheeses are kept in the curing-room to ripen for about three months, being turned daily. This room is damp and warm, and the goods are allowed to remain here until blue mould begins to appear in the interior of the cheese.

#### A BUSINESS MAN'S WILL.

THE late John Hallam's life affords an excellent example of what energy, honesty and business methods can do for a young man in Canada. Coming to this country a poor boy, he worked his way up by his own industry to the position of one of Toronto's foremost business men. He had no capital to start in life with, and what he made was wholly through his own business.

The net value of the estate was \$251,607.68. The bulk of the property is left to the widow, to be, in turn, left to his sons and daughters, \$25,000 to each of the daughters and \$40,000 to each son, when they become 21 years of age. The residue of the estate upon the death of the widow is to be divided equally among the children of the deceased. The death of one or more of the children leaves their shares of the property, if they have no heirs themselves, to the other children. If any child should die, leaving lawful issue, those surviving such issue should have the share their parents inherited, equally divided amongst them. In case all the children of the deceased should die before becoming 21 years old, without heirs, all their shares in the estate go to the Hospital for Sick Children in its principal building on College street, Toronto.

The shares left to the daughters when they become payable are to be held by a trust company, appointed by the executors of the will, to be invested by them for the daughters. But it is repeated that they shall receive no income until the death or remarriage of the widow of the deceased.

The personal representatives of the estate, if they think fit, may advance to the sons amounts out of the corpus of the estate, for education or business enterprise, etc.; these advances are to be charged at 4 per cent. per annum against the shares of the son on whose behalf they are made.

The personal representative may continue investments or change them from time to

time as he may think fit; he may also sell any or all the real estate, including the residence. The executors are advised if they think proper to continue the business, and if at any time they think it advisable to sell it, they are at liberty to do so. The money derived from such sale is to be invested in proper trustee investments and to be part of the corpus of the estate. The executors are also empowered to advance to the sons any money they may think advisable out of the shares of each son, but not to make such advances so as to seriously deplete the income of the widow.

The widow is left the residence with all its contents. The will closes with the direction that the sons shall receive the very best education obtainable in this country.

#### PRUSSIAN ANTI-DEPARTMENT LAW

The new anti-department store law of Prussia provides for the taxation of the stores according to the amount of sales and the class in which the stores are divided. These classes are:

1. Groceries and colonial produce, food products and drinks, tobacco and manufactures thereof, smokers' articles, apothecaries' supplies, colors, drugs and perfumery.
2. Yarn and twine, upholstery goods, mercery, drapery; woven, knit and embroidered goods; underclothing of all kinds, bedding and furniture of all kinds, curtains, carpets and all material used in interior household decoration.
3. Household, kitchen and garden utensils and implements; stoves, glassware, porcelain, earthen and stoneware, upholstered furniture and materials thereto pertaining.
4. Gold, silver and other jewelry; objects of art or luxury, bric-a-brac, articles of paper or papier-mache, books and music, weapons, bicycles; articles of sport, riding, driving and hunting; sewing machines, toys; optical, medical, scientific or musical instruments and apparatus.



# An Appeal to Curiosity.

We tell you nothing as to QUALITY and PRICE. We ask to allow us to send you samples of our "Ceylon Green Tea" and "Ceylon Tea Dust."

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

PHONES 447, 488, 1258.

## PURE

ALWAYS SATISFACTORY  
PROFITABLE

## Canada Baking Powder

1-4's to retail 5c.

1-2's to retail 10c.

1's to retail 15c.

Never sell Alum Powders when you can buy this wholesome powder to sell at these prices.

# James Turner & Co.

HAMILTON



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

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

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

WM. ROSS, Manager.





# California Prunes

50/60 in 25-lb. Boxes  
70/80 " 25-lb. "  
90/100 " 25-lb. "  
90/100 " 50-lb. "

at Reduced  
Prices.

Order a sample doz. of **Brooms** to retail at 20 and 25c.  
They are sellers.

## THOS. KINNEAR & CO.,

Wholesale Grocers.

49 Front Street East, TORONTO.

### BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**J**ULES COTE, general merchant, Lac Bouchette, Que., has assigned; the creditors meet on August 20.

A. R. Hudon, general merchant, Herbertville, Que., has assigned.

Eugene Moreault, general merchant, Becancour, Que., has assigned.

The creditors of J. S. C. Wilson, grocer, etc., Toronto, met on August 14.

Joyce Bros., general merchants, Fernie, B.C., have assigned to John A. McLean.

George T. Walker, grocer, St. Thomas, Ont., has assigned in trust to E. A. Smith.

The creditors of S. Brenner & Co., restaurateurs, Montreal, meet on August 17.

Mr. Coulter, of Coulter & Wallace, traders, Montreal, is offering 25c. on the dollar, cash.

Tel. Riche, general merchant and saw-miller, Port Maskinonge, Que., has assigned.

Bilodeau & Chalefoux have been appointed curators of Alphonse Bastien, grocer, Montreal.

Theodore S. Willis, general merchant, Markham, Ont., has assigned to J. H. Widdifield.

Edward Brownell, general merchant, Sheet Harbor, N.S., has assigned to G. E. Faulkner; creditors meet on August 15.

C. H. Scott, grocer, etc., Norwood, Ont., has assigned to W. A. F. Campbell; creditors met August 16.

The stock of B. W. Dunnett, general merchant and grain dealer, Pakenham, Ont., is under seizure.

SALES MADE AND PENDING.

N. F. Calder, grocer, Winnipeg, Man., is selling out.

A. E. Stickle, baker, Colborne, Ont., has sold out to H. W. & S. B. Dudley.

George Knapman, confectioner, Hamilton, Ont., has sold out to John O'Brien.

J. D. Clarke, provision dealer, London, Ont., has sold out to Richard Bardewell.

The stock of A. L. Mattice, grocer, Ottawa, has been sold at 21c. on the dollar.

The assets of J. A. Costello, general merchant, Brudenell, Ont., are to be sold.

The stock of A. G. Venet, confectioner, Quebec city, has been sold at 69c. on the dollar.

The stock of Arch. McIntyre, fruiterer, etc., Hamilton, Ont., was sold by bailiff on August 10.

The real estate of Joseph Bruchesi, grocer, Montreal, is advertised to be sold August 22.

The stock of A. F. Elliot, general merchant, Alexander, Man., was sold by auction on August 13.

Lester & Co., general merchants, Kings-

ville, Ont., have sold out to E. Berube, Amherstburg, Ont.

The assets of H. Boily, general merchant, Sayabec, Que., were sold August 15.

The stock of D. R. Pottinger, provision merchant, etc., Victoria, B.C., is advertised for sale by tender.

The stock of the estate of T. C. Forbes, general merchant, Rothwell, Man., was sold by auction August 16.

The real estate of Edmond Wodon, general merchant, St. Ambrose de Keldare, Que., is to be sold August 30.

The stock and fixtures of the estate of F. J. Mooney, baker and confectioner, Edmonton, N.W.T., are advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Adams & Howie, traders, Granby, Que., have dissolved.

Vanier & Berthiaume, grocers, Montreal, have dissolved.

McKenzie & Barton, grocers, Montreal, have registered partnership.

Bark Bros., fruit and produce dealers, Montreal, have registered partnership.

McDonald, Frere & Cote, Leeds East, Que., have formed a partnership as cheese manufacturers.

Herelles Chocolate Works, Longueuil, Que., have dissolved, and a new partnership registered.



The Prices of other Brands of Cheese  
Fluctuate

**IMPERIAL AND  
GOAT BRAND ROQUEFORT**  
never change.

A SAFE INVESTMENT FOR YOUR MONEY.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.







# “IMPERIAL” stands for QUALITY in Vinegar.

Guaranteed Full Strength.

Order from

## THE DAVIDSON & HAY, LIMITED

36 Yonge Street

Wholesale Grocers

TORONTO

Falt Bros., grist and carding millers, Antigonish, N.S., have dissolved; Arthur Falt continues alone.

#### CHANGES.

E. S. Brown is commencing business as grocer at Ottawa.

Arthur W. Bent has succeeded C. Hayser & Co., Bayfield, N.B.

Isaie Trudel has registered proprietor of I. Trudel & Co., grocers, Montreal.

John Darison Paxton has registered proprietor of The Premier Soap Co., Montreal.

Mrs. A. Malo has registered proprietress of A. Malo & Co., confectioners, Montreal.

Reuben Rosenhead, confectioner and fruit dealer, Hamilton, Ont., is giving up business.

Mary C. Fortune, general merchant, River Bourgeois, N.S., has given up business.

E. Beauchamp has registered as proprietor of S. Beauchamp & Cie., restaurateurs, Montreal.

Cooper & Zimmerman, general merchants, Oil Springs, Ont., have been succeeded by Hewitt & Zimmerman.

McMillan & Hamilton, wholesale grocers, Vancouver, B.C., have been succeeded by W. J. McMillan & Co.

George Holt, grocer, River John, N.S.,

has registered consent for his wife, Laura, to do business in her own name.

The Hugh McLean, Co., Limited, lumbermen and general merchants, Brigg's Corner, N.B., are applying for incorporation.

McCormick Manufacturing Co., confectionery and biscuit manufacturers, London, Ont., have opened a branch in Ottawa.

#### FIRES.

W. C. Davis, grocer, etc., Hensall, Ont., has been burned out.

Short Bros., confectioners, London, Ont., has been partially burned out; insured.

Octave Jacques, provision merchant, Quebec city, has been burned out; insured.

James Murray, tobacconist, Montreal, had his stock damaged by smoke and water; insured.

W. R. Rourke, grocer, Kamloops, B.C., has been partially burned out. Estimated loss, \$800; insured.

The stock and premises of Wm. Kearney, of the Oxford Cafe, Montreal, were damaged by smoke and water; insured.

The stock of P. G. Bussieu & Co., wholesale flour and grain dealers, Quebec city, was damaged by fire and water; insured.

#### DEATHS.

Louis Falardeau, baker, Quebec city, is dead.

#### A WORD ABOUT TRADING STAMPS

Editor CANADIAN GROCER, — Like the war in China with its millions of Boxers coming on our men like clouds of grasshoppers, so the trading stamps seemed, for a time, to have everything their own way and commerce by the throat. But the wavering ranks of merchants with commonsense and a brotherly feeling of right for each other are gaining ground, and to-day, in Kingston, trading stamps are practically dead. Here and there we find a man still hanging on to them and making money by giving apothecaries' weight, but this is short-lived. The trading-stamp people have some good fighters in the field, but, like the Irish brigade who fought for the Boers, they will be hard to find in a short time. I groan for those grocers who allow their names to be used in furthering the stamp business. The largest grocer who handles them here is sick of them, and refused to recommend them when asked to.

J. GILBERT.

Kingston, August 8, 1900.

The shareholders of The Pembroke Creamery Co., Limited, Pembroke, Ont., met last week to elect officers. Indications point to the company becoming a great financial success.



## Upton's Jams, Jellies and Marmalade

have a ready sale all the year round.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited

SOLE AGENTS.



**METHODS OF ADVERTISING.**

**E**VERY merchant advertises in some way. When he puts up a package of goods in his window he is advertising.

When he hands out a card he is advertising.

When he says "Good morning" to a neighbor, he is advertising.

It is left with each man to decide whether he is doing the best advertising possible for his business.

Advertising won't pay unless the people are attracted by it. People do not usually read advertisements by choice. They read the advertisements when they can't help it. Attracting attention is not everything, but it is a great deal. Flashy ads that do not bring people to the store are like attractive April fool batter cakes made of canton flannel. People don't get fat on them. But they are just as fattening as real food which is served in such a slovenly way as to kill the appetite.

A circular, booklet, poster, or newspaper ad. should be so good that the merchant himself would be attracted by it if he knew absolutely nothing about his own business.

The poor advertisement often appears to be a good one to the man who issues it, because he is so interested as to read it all in spite of its unattractiveness.

A man's advertising becomes good when he is able to view it from the standpoint of the outside public. This is not easy to do, and an outsider with the necessary knowledge of advertising problems can often be of assistance in this direction.

Every bit of advertising should be made attractive. It will repay the extra time and trouble. People will see your announcements who have never noticed them before, and you will be increasing your returns without increasing to any great extent the cost of your space.

Advertising is a game of skill, and not a matter of chance. Conditions may be against the carrying through of the most skillfully laid plans. The man who is clever enough to produce a thing worth advertising, generally has the cleverness to keep from running squarely against a stone wall. Done skillfully, there are no chances taken by honestly advertising an honest article.

**CONCERNING NEW COMPETITORS.**

An old and long-established dealer may have the influence and the means to successfully block a new competitor's path to success, but wisdom dictates no such course, in the opinion of an exchange. His failure will result in an auction or special sale of the stock at prices that will demoralize the

trade in the vicinity for a long period. If he has ample capital to fight with low prices the result is even worse. There is no assurance that the failure of the first aspirant will deter others from entering the field in his place; the fight may be an interminable one with the opposing force receiving periodical reinforcements.

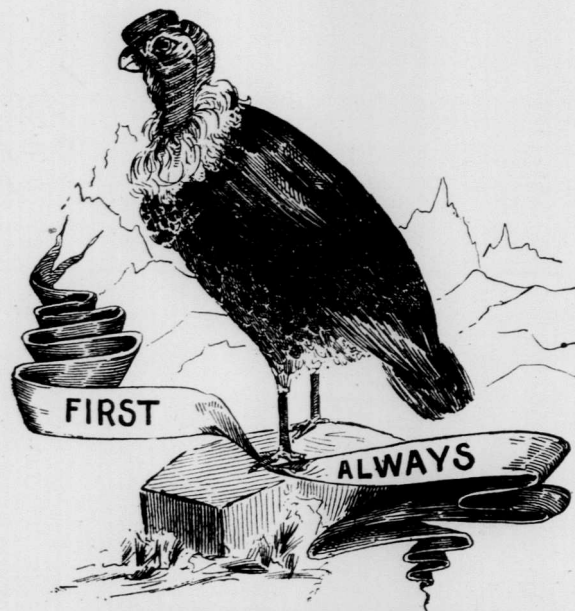
If a new competitor possesses the qualifications that entitle him to recognition as a legitimate dealer, treat him as such by pursuing the same conservative policy that has characterized your business in the past. If he is a sidewalk broker, shade-tree speculator or merchant in another line attempting to compete with you in an illegitimate way, use every means in your power to defeat him.

The Ogilvie Milling Co., Winnipeg, Man., have received a package of new wheat, which was threshed on July 31. This is the earliest date on record. The wheat is plump, even and bright in color, and graded No. 1 hard.

At the fire on August 6 in the Chouinard building, Quebec city, about 200 000 lb. of maple sugar were destroyed; and a scarcity in this sugar is expected, as a large quantity was exported yearly from that vicinity. The sugar belonged to the Jacques provision store.

**"CONDOR" TEA, MAD. HUOT'S "NECTAR" TEA,  
JAPAN. COFFEE. BLACK.**

**THE IDEAL TEA.**



**CONDOR XXXX.**

First shipment of this grade, 458 half-chests, has just been landed at Vancouver ex. steamer Empress of Japan, and will be here in 10 days. All orders intrusted to me for this brand will then be executed as per instructions given at the time of the purchase.

No necessity to talk quality. Samples at hand only confirm what I have already said:

**It is the best value for the  
money in all Canada.**

Ask for samples and I am sure of your order.

**E. D. MARCEAU,** Wholesale Teas, Coffees and Spices, 296 St. Paul St., MONTREAL.



There is  
Money  
In These  
For You.

**WE OFFER an excellent range in**  
**150 H/C SOW-MEE YOUNG**  
**HYSON POINTS**

Stylish Leaf, Fine Toasty Liquor

AT PRICES BELOW PRESENT COST OF IMPORTATION.

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

WHOLESALE IMPORTING  
AND MANUFACTURING 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.

**W** H. GILLARD & CO. have some fine values in nearly all grades of teas, bought before the advances. A few display cases are still in stock, which will be sold at a very low figure.

Ceylon green tea, also tea dust, is being offered by Lucas, Steele & Bristol.

Crown gem jars, all sizes, are in stock with The Eby, Blain Co., Limited.

H. P. Eckardt & Co. are selling Bevan's 2 and 3-crown loose muscatels at low prices.

"Golden Key" brand of picnic lobsters are being offered this week by Lucas, Steele & Bristol.

A fine French sardine in oil, small fish, retailing at 12½c., is offered by The Eby, Blain Co., Limited.

H. P. Eckardt & Co. report that their sales of Blanke's "Faust" blend coffee are steadily increasing.

The well-known pickle manufacturers, T. A. Lytle & Co., report trade more active than usual this midsummer. The demand

for their pickles, marmalades and jellies has been particularly active. Their new "South Africa" relish is taking well.

Rowntree's (York, England,) chocolate, ¼'s, boxes of 10 lb., is in stock with The Eby, Blain Co., Limited.

W. H. Gillard & Co. are doing a large and increasing business in New York ginger ale and summer beverages.

H. P. Eckardt & Co. are offering a very fine pickling spice, a mixture of 18 kinds, all cleaned and free from dust.

A shipment of Lowrey's red (pitted) and white (unpitted) cherries, 1900 pack, has been received by The Eby, Blain Co. Limited.

Very choice canned black and red currants, Aylmer brand, are for sale by Lucas, Steele & Bristol; also rhubarb in heavy syrup.

The Eby, Blain Co., Limited, have still a supply of selected Valencia raisins and Californian three and four-crown loose muscatels in stock.

Kingston, Ont., grocers are receiving liberal presents from wholesale firms for the prize list of their games. A Montreal house sent a cheque for \$25 and another a valuable Winchester rifle.

**TOO HONEST.**

A lawyer took in a new boy the other day, and, as he had suffered to some extent from the depredations of the former one, he determined to try the new boy's honesty at once. He therefore placed a \$5 note under a weight on his desk and walked out without a word. Upon his return, half an hour later; the note was gone, and half a dollar in silver had taken its place.

"Boy, when I went out I left \$5 under this weight."

"Yes, sir, but "you hadn't been gone five minutes when a man came in with a bill against you for \$4.50. I guess the change is correct."

"You paid the bill?"

"Yes, sir. There it is, all receipted. The man said it had slipped your mind for the past four years, and so"—

He did not get any further before he made a rush for the door. That boy is not in the law business any more.—Chicago News.

The Ottawa Dairy Co., Limited, Ottawa, have issued a prospectus announcing their intentions and the object in the formation of the company. They intend to provide milk for the city which is carefully inspected and which will be delivered under thoroughly sanitary conditions.

Beware of  
Imitations of



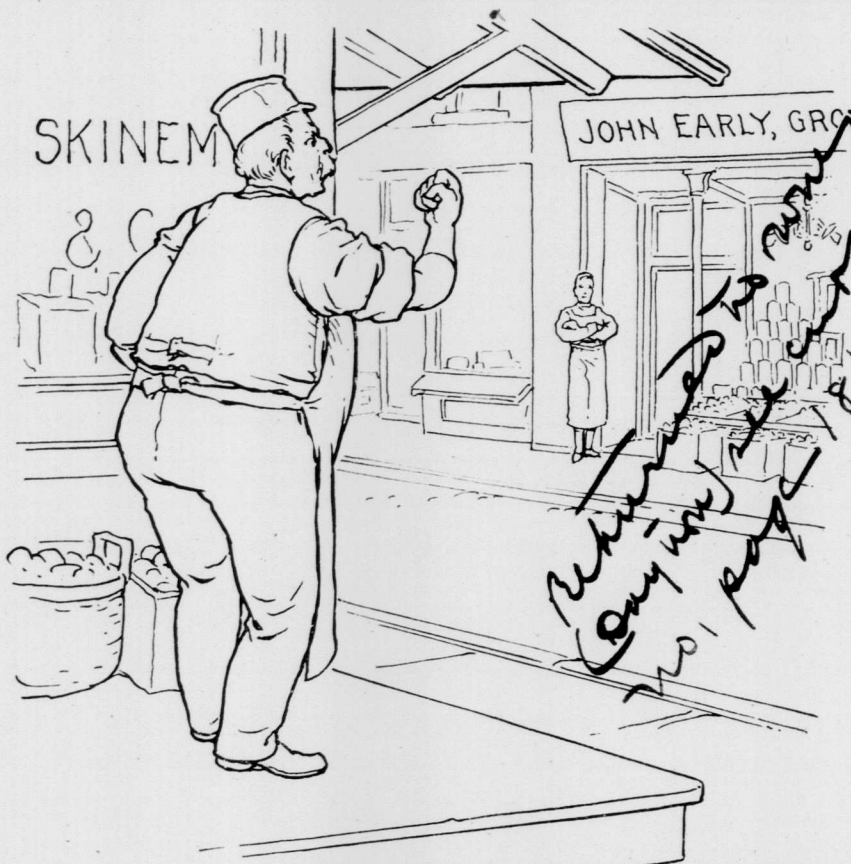
**LEA & PERRIN'S**  
**SAUCE.**

THE MARKET IS FLOODED WITH THEM.

J. M. DOUGLAS & CO., Canadian Agents,

... MONTREAL





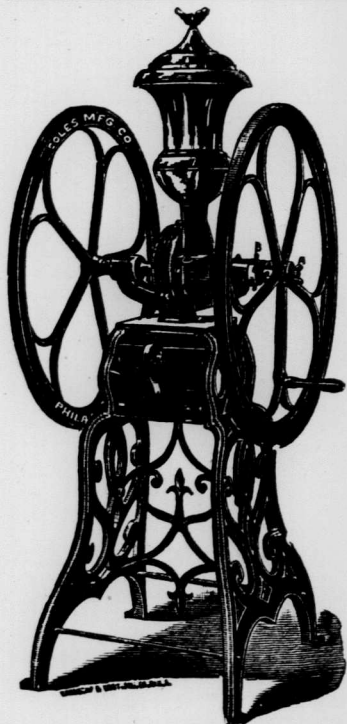
## LET YOUR JEALOUS COMPETITOR GRUMBLE.

If you have the Money-Weight System on your counter and he hasn't, he has a right to kick, for customers are bound to follow a thriving store. Don't let his threats bother you. Attend strictly to business and get every dollar out of it belonging to you. You can only do this with the Money-Weight System.

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,  
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PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

**BULL MARKET IN CHEESE.**

AS the season advances so does the price of cheese. The season opened high and all along a higher level of values has maintained than prevailed last season. Great Britain has been paying about 5s. per cwt. more than she did last season, and buyers are now wondering whether a sudden jump in price, like that which occurred in the first week of last September, will take place this year, or whether the parallel situation is going to cease.

The market seems to be shaping in favor of a continued parallel, as more bull influences are coming into operation than have been in evidence for some time past. Up to the present, the keen competition among the Montreal exporters, combined with the good quality and improved reputation of Canadian cheese, has been exercising the important influence on the market and has prevented the predicted break. In other words, this market has been ruling itself.

This has not pleased the English buyers. A couple of weeks ago dealers here were

receiving numerous letters from British firms saying that they were losing money, that either the Canadian market would have to drop or the British market advance, and that there seemed no reasonable likelihood of the latter event happening. Yet, such warnings were thrown to the winds by the Canadian dealers, and the Canadian prices have been advancing about ½c. per lb. every week since, until now dealers are paying 11c. at country boards.

This would make it appear as if the Canadian farmer had John Bull "on the hip." John Bull says, "I won't pay 51s. for your July cheese." John Canuck replies, "You won't get it unless you do." And as John Bull worships his stomach and delights in Canadian cheese, he pays the price. This is the way it has been all season until now we have the London market forced to 50 to 51s. per cwt., an advance of 1 to 2s. on last week's quotations. And yet this season we have shipped about 234,000 boxes more than we had shipped up to this time last year. But the demand continues brisk and the stocks light. The tone of the British market has changed the last couple of weeks, as if to show spite, and the outlook is now reported as promising.

The question now is, if the Canadian market will advance under pessimistic reports from England, what will it do now that brighter messages are coming? Some would foresee a sharp advance like that which occurred in the first week of last September. It is just a matter of the English market standing an advance. Stocks are light on both sides of the water. Nearly all the July make is out of the dealers' hands, and this represents about 60 per cent. of the season's production. All goods are very closely sold up. It is estimated that the stocks in Montreal are 75,000 boxes below those of last year. In spite of the liberal exports the British market is also well cleaned up. Certainly it appears as if stocks are not ready to meet the harvest season demand that will arise in England in September. If such is the case, it will give a decided stimulus to the trade here, for dealers are only awaiting an excuse to advance prices.

When a merchant's head becomes big his trade becomes small.

**EVERY MAN HIS OWN MOLDER.**

WHILE environment, domestic charges and friends are influences which cannot be ignored in regard to a man's future, the most powerful of all influences lies within the man himself. As Bacon puts it, in one of his essays: "Chiefly, the molding of a man's fortune is in his own hands."

We may bemoan that we were not born with the same possibilities as other men, but no one can get away from the fact that the causes of failure are not from without; they are from within.

The environment or other conditions may be such as to make success in life more difficult, but they do not prevent it. On the contrary, it is possible to make them help rather than hindrances.

One thing is certain: The surmounting of obstacles develops character, just as the exercising of the muscles develops strength.

The greatest men, the most successful men, the men who stand out in the political, in the mercantile and in the literary world as the greatest examples, have not been men whose pathway lay through pleasant meadows. They have been men who have had to climb rugged mountains of obstacles, and often many of them.

Napoleon used to say that each obstacle only caused him to rise the higher. And what was the experience of Napoleon was the experience of every man who has become great. Secular and sacred history are full of striking examples of this.

The silver spoons which some people are said to have had in their mouths when they were born are more often millstones which drown their possibilities of success.

The want of wealth is no excuse for the want of an education. Poverty or other adverse conditions may be even so real as to preclude the possibility of obtaining in childhood an ordinary public school education. And yet it is not an obstacle which cannot be surmounted in the search for knowledge, which is, in turn, the basis of success.

It is only when the will is absent that the possibilities of success are absent.

"Where there's a will there's a way," as everyone who has exercised his will in the right direction knows.



### IS HONESTY POSSIBLE IN BUSINESS?

THE Toronto Saturday Night, of July 27, republishes an article contributed to Harmsworth's by some Englishman, which sets forth some decidedly pernicious ideas about the methods of business employed by the successful business men of the day. He asks the question: Is honesty in business possible? And answers it by saying that to conduct a successful business, resort must be had to dishonest practices. He, himself, had made three attempts in business, all of which resulted unsuccessfully, misfortunes which were directly due to his determination to be honest. And this in England, the land of trade solidity and regularity!

This is rather appalling to a paper like THE CANADIAN GROCER, that has always advocated honesty as a prelude to success, and it makes us think. But the more we think the firmer are we convinced that there was something radically wrong with that man. Honest men may fail in business, indeed, they often do, but the failure can generally be explained by a diagnosis of the man's character. An honest man, as the noblest work of God, must always command respect and confidence, two of the first essentials to success in business. But more than honesty and integrity is required in a man to fit him for business; he must have a knowledge of the business in which he is engaged, he must have the energy to push forward to success, he must have some ability, he must be courteous, cleanly and foresighted. A thousand and one things are to be added to honesty to place a business man in the front ranks of his confreres. The make-up of a successful man is a mixture of many ingredients, the absence of any one of which will affect his chances of success; none will have more effect than the absence of honesty.

Who would deal with a dishonest man if he knew his dishonesty? Very few, indeed. To hold his trade a dishonest man would conceal his dishonest practices. Working against him, might and main, is that trait yet all-powerful warning, "Be sure your sins will find you out." Where he is "found out" he's not successful.

There are degrees of honesty. The man who walks around his place of business

with his Bible under his arm, occasionally reading the Sermon on the Mount, and loving his neighbor as himself, is not likely to get along in the financial world. Public opinion does not include altruism in its conception of honesty. Business is essentially a selfish pursuit, and one is supposed to make his profits as large as possible. He who does not grasp the opportunity to make money is regarded with suspicion or as a fool, and it's all a matter of public opinion. A man may practice anything that public opinion will support.

But, for the narrower sense of honesty. Cheating is dishonest, so is lying. The palming off of inferior goods as a superior grade is dishonest. Such dishonesty, if discovered, public opinion will not support, and the man who indulges in such practices is pursuing a game of chance in which the odds are largely against him. Thank Heaven, they are! Probably, if crooked practices did not come to light, dishonesty would be more rampant. Discovery is the great damper, for it allows public opinion to get in its work.

This English business man, who had, in despair, turned himself into a writer, says that "lying and thieving in business are the order of the day." We can't believe it. The men at the head of the largest establishments in Canada to-day will dismiss any clerk who attempts to do a dishonest deed, whether it be in the interest of the firm or not. Business men are coming to recognize that a reputation must be established in order to guarantee success, and a reputation must be founded on honesty and fair, aboveboard dealing. Old firms who have established a business would not endanger its standing by resorting to the semblance of a trick. Why, we have heard that the late Mr. W. Christie, of Christie, Brown & Co., Limited, would taste a biscuit of each newly-made batch, and, if he found that it was not all it should be, he would allow none of that batch to be sold. Why? Because such a sale would be a trick upon his customers. He had bargained to sell first-class biscuits, and it would be cheating to fill a contract with anything that was not first-class. The great majority of our large firms could tell of similar experiences. No,

dishonesty is not the order of the day. A reputation for business integrity is too keenly sought after to allow it to be.

There was something wrong with that honest Englishman. Perhaps he disgustingly paraded his honesty.

### MERCANTILE FIRE INSURANCE.

IT is not absolutely necessary that the merchant should insure his store or his stock. Fire may never visit his place of business. It will be the exception, and not the rule, if it does.

But insurance is to protect against the exception, not the rule.

Stormy days are uncommon and fair days common, but the shipbuilder constructs his ship for the stormy weather as well as for the fair. High winds are less frequent than light winds, but the farmer constructs his barn, and the citizen his dwelling, so that it will be immovable under high as well as under light winds.

The merchant needs to insure none the less because fire is more improbable than probable. The rates he pays are based on the improbable and not on the probable.

It is the unexpected that happens in regard to fires as well as in regard to many other things, and should a fire come and the merchant be uninsured, there is a possibility of its being sufficiently heavy to ruin him. His bank account may be large enough or his friends numerous enough to prevent his being forced out of business, but he is a wise merchant who stores up his bank account for other purposes or that uses his friends for other ends than pulling him out of a hole into which proper precaution on his own part would have prevented him from falling.

Every merchant should insure his stock within, at least, 60 per cent. of its value. It is only fair to himself, let alone to his creditors that he should do so.

### A MAPLE SUGAR FAMINE.

The report comes from Quebec that there is likely to be a maple sugar famine. Last week a fire in Jacques' provision store, Chouinard's Block, destroyed about 200,000 lb. of maple sugar.

As yet this report has not affected the markets, probably because prices are already so high this year. Time was when maple sugar was sold at 5 to 6c. per lb.; this year it has not been obtainable under 8½ to 9c. per lb. This high price has necessarily curtailed the consumption of the confectioners and the market may not be able to stand another increase.



**JAPAN TEAS STILL FIRM.**

**L**ATEST mail advices from Japan only excite the bull fervor of the Japanese tea market. Some Montreal dealers had hoped that the Japan market would break about this time, as it has done in previous years, but there is no tendency in that direction, as far as we can see.

A Kobe advice, dated July 25, says: "The market has, since our last report, continued active, and buyers have been anxious to purchase. Owing, however, to the high quotations, buyers are not disposed to make any big transactions at the price offered by sellers who well sustained their prices until about a week ago, when a slight depression of, say,  $\frac{1}{2}$  yen per picul was observed for general goods. This apparent depression, however, has not been sufficient to show the weak points of sellers. On the other hand, the qualities of teas are becoming worse every day, forming rather wide differences in the teas of same grade during the last few weeks. If a comparison be made of the quality of goods, the depression referred to would, in reality, be very slight, and almost nominal. The quality of second crop teas has shown a marked decrease as compared with ordinary years. The present stocks are already wanting in desirable quality, and it is probable that supplies will come to a standstill before the autumn."

The crucial point in the course of the advancing market has been passed, and the strain has not been sufficient to cause a break. It now seems reasonably certain that, after these four months of high prices, nothing will occur to disturb them. Of course, one cannot tell what might be behind the wood-pile, and as yet only 15,300,161 lb. have been shipped out of a crop of about 40,000,000 lb.

To July 26, from Yokohama and Kobe, there has been shipped to Canada 1,198,410 lb., as compared with 2,075,039 lb. in the same period last year.

This is remarkable when we consider the fact that the exports to the United States amount to 2,349,437 lb. more than last year. This is a proof of entire confidence in existing conditions on the part of American dealers, and a want of confidence on the part of the Canadian importers. The hopes of the latter men are waning as no probability or possibility of a break appears. The

market at the present moment is steady and firm. The American market does not yet seem to be satiated, for the demand there is still active, and as long as this continues, so will existing prices. Old teas are still going into the United States from Canada, one Montreal dealer sending 3,000 half-chests this week. This exodus is leaving our stocks light, hardly any goods having been consigned here this year. All the arrivals seem to have gone into the hands of small dealers, and when these small amounts and what is left of last year's shipments are sold out, there must surely be a rush for goods. If there is no break before that time, we must see green tea at still higher prices than obtain even now.

**THE FAT YEAR IN THE N.W.T.**

**T**HAT the cereal crops in the Canadian Northwest Territories will be heavy is every day becoming more evident.

A despatch from Battleford estimates the yield of wheat at 42 bushels per acre, of rye at 45 bushels per acre, of barley at 50 bushels per acre and of oats at 75 bushels per acre. And these figures, we are told, are conservative.

The only regret is that the Northwest Territories are not as thickly populated as even Manitoba, to say nothing of Ontario, so that the business men of the Dominion might reap a greater advantage which would of necessity follow were there a larger army of farmers to take advantage of the fat year which the Territories are enjoying.

But the population of the Territories is growing. It has grown a great deal during the past year, and it is promising to grow a great deal more during the next year, and, in fact, for a great many years to come. And the men who are coming in to take up the productive land are not alone from the thickly populated countries of Europe, but also from the Western and Middle States of the neighboring republic.

Taking it all around, there are probably no more promising wheat lands in the world than those in Manitoba and the Northwest Territories, and as this fact becomes more generally recognized they will pass under cultivation.

The lightness of the crop in Manitoba this year is a decided exception, just as is the cause of it—want of rain. Where there

has been damage to the crop in past years it has been toward the end of the season, and has been due to frost. But damage by frost to the wheat crop in Manitoba is becoming a thing of the past. And it promises to be eventually as much a thing of the past as it now is in Ontario.

It is the exception, we are told, that proves the rule. It is certainly the exceptionally poor yield of wheat in Manitoba that makes one think of the good crops which have been the rule in past years.

No country in the world has good crops of wheat or of any food product in perpetuity. But the wheat lands of Ontario, Manitoba and the Northwest Territories come as near to it as those of any other country in the world. Think of the experience of Russia, of India, of the Argentine Republic and of Australia, and one can scarcely come to any other conclusion.

**MORE YEARS FOR THE MERCHANT.**

Merchants, any more than machines, cannot run at full speed all the time without collapsing. It is contrary to Nature. And when her laws are broken there is no escaping from the payment of the penalty therefor.

Nature says that the busy business man should take a vacation, and just as disobedience brings penalties so obedience brings reward.

The reward comes not only in the shape of a more vigorous manhood but in added years to life. And he is an unwise man who refuses to do that which will give him more of that which he most values.

**ADVANCES IN CANNED GOODS.**

The first move in what is likely to be a continued advance in several lines of canned goods is noticeable this week. For Fraser river salmon Montreal wholesalers were asked \$5.45 and higher, per case, this week, so they have marked up their prices, and now no Fraser river salmon is obtainable on retail account under \$1.40 per dozen. Even this price is no higher than the lowest price to the wholesaler. If, as expected, the pack will be only 60 per cent. of the average amount put up, there will be a heavier strain on the market.

Canned fruits are experiencing the same tendency. Cherries were marked up 25c. per dozen lately, and are now selling at \$1.95 to \$2.15 for 2 lb. cans. Strawberries have been advanced 10c. per dozen, and cannot be obtained under \$1.70 to \$1.85, and prices may reach at least \$2. Tomatoes and corn are also quoted 2½c. per dozen higher this week.

Altogether, the canned goods market is extremely firm.



**RELIABILITY,**

**UNIFORMITY,**

**FRESHNESS.**

The public taste in Tea is becoming more and more critical. The time when it was possible for the grocer himself to blend originals has passed. To-day, with Teas collected from widely separated gardens, cultivated under widely varying climatic conditions, he would, with his limited output, find it increasingly difficult to obtain anything like uniformity. Yet so sensitive has the public palate become that any variation in quality is instantly noticed and the trader now dare not, as in the old days, experiment on his customers with blends varying in liquor, varying in strength, varying in freshness. Hence the up-to-date grocer finds it in his interest to stock with "**SALADA**" and spend his time more profitably on other branches of his business.

Toronto Montreal. Boston. Buffalo. Pittsburgh. Detroit. Cleveland. Toledo. Philadelphia.

**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.**

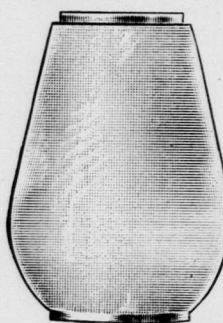
All consignments receive careful attention and proceeds are remitted without delay. If needed, financial facilities will be given for regular and substantial consignments.

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.

Telegraphic 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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Aetna or  
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Chimneys?

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**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.

Sold by grocers everywhere, from the Atlantic to the Pacific.

**GRAND MOGUL  
TEA** "Is Pure Ceylon Tea."

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

Packed in air-tight packets in  
London, Ontario, and Colombo,  
Ceylon.

Aroma and flavor fully preserved.

During the ten years this brand  
of tea has been on the market  
it has won its way into thousands  
of the best homes in Canada.

There is good profit in per cent.  
and a better profit in satisfaction  
to consumers.



# 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, August 16, 1900.

### GROCERIES.

**B**USINESS this week has been considerably dulled by the effects of the extreme heat of last week. Canned meats are moving freely in all lines, but, outside of this, the market is quiet. The demand for coffees is slightly better than last week. Everything in teas continues to be firm, and latest advices from the primary markets give no indication of a change, unless it be that the market will become still stronger in China, as dealers there in green teas are looking for a considerable advance over last year's prices, on account of the disturbances now existing there. Spot teas are now selling in some quarters at an advance. There is little to be said regarding the foreign markets in dried fruits. Advices at present are very meagre, and, on account of the plague in the primary raisin market, it is doubted by some importers if Sultanas will be allowed to come into the country.

### CANNED GOODS.

There is little change in the conditions of the market for canned goods. In canned vegetables, owing to the excessive heat of the past week, next to nothing has been done, and this week the market has not improved a great deal. As the new packed tomatoes are almost ready to be placed on the market, the business doing in this line is mostly in small quantities. There is a good sorting-up movement at 90 to 95c., but this is practically all there is doing. Corn continues steady at \$1.10 to \$1.15, with futures at 75 to 80c., but the movement is confined to small lots for immediate requirements. Peas are selling from 80c. up, and a fairly good trade is being done. Salmon on the primary markets is reported as being firm, and is moving freely. Some good medium grades advanced this week 10c. per doz. A good pack is reported from the Skeena river, but in Rivers Inlet the situation is rather disappointing, though fishermen say there is time for the output

from there to pick up yet before the season closes and reaches its normal volume. Reports from the Fraser river are not very bright, and dealers expect a short catch. A good trade is doing in canned meats.

### COFFEES.

Prices remain practically the same as last week. There is no particular feature in the market worthy of mention. A slight increase in the demand is to be noted.

### SUGAR.

The market is somewhat quiet this week. The travelers have returned from their holidays, and are on the road, but business has not commenced to pick up yet. There is no change in the situation on the Canadian market. The decline of last week in the New York markets has been regained, and at present prices they are a little stronger and steady. Beet sugar has become weaker and slightly lower in Europe, and the supply of sugar available for the American market is light; but it is not

See pages 25 and 26 for  
Toronto, Montreal, and St.  
John prices current.

anticipated that the decline in Europe will have any effect on the Canadian market.

### RICE AND TAPIOCA.

There is nothing new to be noted in this market. A fair trade is doing both in rice and tapioca. Prices are still \$3.50 to \$3.75 for B and \$3.40 to \$3.65 for CC to the retail trade.

### NUTS.

The market is quiet. Walnuts are expected to be a good crop all around. Filberts remain firm.

### TEAS.

The upward tendency of Indian and Ceylon teas is still being maintained, and the demand keeps up. The crop of Japan teas now coming forward is 20 per cent. over last year's prices, caused by the great demand on the United States market. Not many Canadian orders are being filled, as they are waiting for lower prices. As yet, however, there are no indications of this, as the crop has been a very stinted one. In China green teas there has been an advance, and dealers there are expecting an advance of 10 per cent. over last year's prices.

### FOREIGN DRIED FRUITS.

CURRENTS—The market is still firm at

high prices. No offers of new goods have as yet been received.

**VALENCIA RAISINS**—The market is still dull. Latest reports are that the opening prices will likely be rather higher than last year, as there is almost certain to be a heavy demand, and the absence of rain in the early grounds has prevented the vine from developing as rapidly as other seasons, thus making the supply scarce for the opening markets. The nominal price is still 9c.

**SULTANA RAISINS**—There is but little movement, and the high prices are maintained. The quarantine has rendered it impossible to obtain reliable information, and, on account of the plague in the producing districts, agents have been unable to see the crop to find out what it is like. It is thought that these raisins may be prohibited from entering the country.

**FIGS**—A large quantity of Comadre figs have been sold during the past week at advancing prices.

**PRUNES**—The price of Californian prunes has not been fixed by the association yet. New prunes are expected to arrive in September at open prices. The crop of fresh prunes, reports say, is suffering on the trees from the excessive heat, which will do great harm if it continues much longer.

### GREEN FRUITS.

The market keeps brisk. Tomatoes are arriving in large quantities. The market this week was glutted by them, and they sold for 10 to 20c. per basket, 10c. lower than last week. Lemons are now quoted at \$5 to \$6 per case, an advance of \$1; there is a scarcity of lemons just at present, and prices are firmer at the advance than they were last week. The range in peaches is now 20 to 60c. per basket, on account of the different kinds and sizes on the market. Muskmelons are arriving in good supply, and sell well at 50c. to \$1 per case. The \$1 muskmelons are selling better than the cheaper kinds. There are no oranges, and it is yet impossible to give satisfactory quotations. A few pineapples are still moving at 10 to 15c. each. Lawton berries are not very plentiful now, but there are some left at 5 to 7c. per box. Red raspberries have disappeared from the market. Canadian plums in good qualities are selling for 50 to 75c. The heat of last week is responsible for a falling off in banana receipts, as it was impossible for them to be moved in such weather. Prices, however, remain at \$1.25 to \$2.50 per bunch. A fair supply of watermelons is offering at 20 to 30c. A good



deal of fruit arrived during the first of the week in rather poor condition, on account of the heat. Fruit is almost wholly domestic; very little foreign fruit can be found on the market.

#### COUNTRY PRODUCE.

**EGGS**—Eggs have declined  $\frac{1}{2}$ c., and are now quoted at 12 to 12 $\frac{1}{2}$ c. per doz. There is a good supply offering, but the demand is still rather small. Large numbers of eggs have lately been spoiled by heat.

**BEANS**—There is no change in this market. Everything is quiet and nominal prices are still \$1.70 to \$1.75 for hand-picked and \$1.50 to \$1.60 for mixed.

**DRIED AND EVAPORATED APPLES**—Prices remain nominally the same. There is practically nothing doing. We quote 6 to 6 $\frac{1}{2}$ c. per lb. for dried, and 6 $\frac{1}{2}$  to 7c. for evaporated.

**HONEY**—The supply is just about enough for the demand, though both are somewhat light. Prices are the same. We quote: Buckwheat, 3 to 4c.; strained clover, 6 $\frac{1}{2}$  to 7c., and clover comb, \$1.25 to \$1.50.

#### PROVISIONS.

There is not a large supply. All coarse grade meats are in good demand. Canadian heavy mess, barrel pork, has advanced 50c., and is firm now at \$16.50. The supply of Canadian heavy mess and short cut, and long clear bacon is not sufficient for the demand. On smoked meats the demand is still heavy and dealers are firm in their prices, feeling sure that the stock now on hand will barely cover their requirements. Lard tierces have declined  $\frac{1}{4}$ c. per lb., and pails and tubs are also each  $\frac{1}{4}$ c. lower. This is the second all-around decline in lard, as last week it will be remembered tierces dropped  $\frac{1}{2}$ c., and tubs and pails  $\frac{1}{4}$ c.

#### BUTTER AND CHEESE.

**BUTTER**—The export trade has been slightly better this week although prices are a little higher. Butter during the hot spell was not moved hardly at all, and the result is a scarcity this week which has sent prices up. These prices, however, are not likely to last longer than the week. Best dairy tub butter has advanced  $\frac{1}{2}$ c., creamery tubs and boxes are  $\frac{1}{2}$ c. higher, as also are prints and squares.

**CHEESE**—Cheese has advanced 1c. per lb., due to an advance in the Old Country market, and is now quoted at 11 to 11 $\frac{1}{2}$ c. per lb. to the retail trade. The market is still quiet.

#### VEGETABLES.

The market is still active. Parsnips are on the market at 40 to 50c. per dozen bunches. Green onions are firmer on account of scarcity, but no advance is to be noted in price. Potatoes, so far, are small n size. Green mint has declined 5c. per

dozen bunches. Cabbage is 5 to 10c. per dozen lower. There are no green peas on the market now, and dealers are doubtful as to the result of the next crop. Early cauliflower is about done; a small quantity is still on the market at \$1 to \$1.50 per dozen. Hubbard squash is commencing to arrive, and sells for 50c. to \$1 per dozen. Celery is 10 to 15c. lower. We quote as follows: Green onions, 15 to 25c. per doz.; green mint, 10 to 15c. per doz. bunches; parsley, 10 to 15c.; radishes, 10 to 15c. per doz. bunches; lettuce, 20 to 30c. per doz.; cabbage, 15 to 25c. per doz.; butter beans, 25 to 40c. per bush; cucumbers, 10 to 20c. per doz.; imported asparagus beans, \$1.40 to \$1.60 per basket crate; turnips, 40 to 50c. per doz.; carrots, 15 to 25c. per doz.; squash, 50c. to \$1 per doz.; cauliflower, \$1 to \$1.50 per doz.; beets, 15 to 25c. per doz.; green corn, 8 to 10c.; vegetable marrow, 50c. to \$1 per doz.; celery, 40 to 60c.; water-cress, 25 to 35c. per doz. bunches; Canadian potatoes, 40 to 50c. per bush; parsnips, 40 to 50c. per dozen bunches.

#### FISH.

Trout is still scarce and prices are firm. Whitefish continue to be in good supply. There is a good trade doing at steady prices. We quote as follows: Trout, 8 to 9c.; whitefish, 7 to 8c.; perch, 3c.; blue pike, 3c.; grass pike, 4 $\frac{1}{2}$ c.; yellow pickerel, 7c.; herrings, 3c.; steak cod, 6c.; haddock, 5c.; white halibut, 10c.; frozen salmon, 12c.; fresh sea salmon, 16c., red snappers, 11c.; fresh mackerel, 15c. each; haddie, 6 to 8c. per lb.; ciscoes, per 100, \$1; salt herrings, splits, \$2.75 to \$3 per half-bbl.; boneless fish, 4 $\frac{1}{2}$  to 5c.; quail-on-toast, 4 $\frac{1}{2}$  to 5c.; pure cod, 5 $\frac{1}{2}$ c.; shredded cod, \$1.80 per box.

#### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—A quiet, flat week has prevailed. Only a small amount of business is doing. Manitoba crop prospects continue improving, and the yield will undoubtedly be larger than was anticipated a fortnight ago. No. 1 hard Manitoba wheat, Toronto freights, is steady at 86 to 87c., grinding in transit, 88 to 89c. We quote as follows: Wheat, white and red, 70 to 71c. Toronto; goose, 70c. Toronto; peas, 60 to 63c.; oats, 31 to 32c.; barley, 40 to 42c.; rye, 50 to 52c.

**FLOUR**—There is not much doing. Prices are steadier than last week. We quote as follows: Manitoba patents, \$4.50; Manitoba strong bakers', \$4.25; Ontario patents, \$3.50 to \$3.75; straight roller, \$3.25, Toronto freights.

**BREAKFAST FOODS**—A fair amount of business is being done. Prices have not changed. We quote: 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**—There is still a quiet market. A decline of  $\frac{1}{4}$ c. is to be noted in Nos. 1 and 2 cowhides, and  $\frac{1}{2}$ c. in No. 3, in sympathy with Chicago markets. We quote: Cowhides, No. 1, 7 $\frac{1}{2}$ c.; No. 2, 6 $\frac{1}{2}$ c.; No. 3, 5 $\frac{1}{2}$ c. Steer hides are worth  $\frac{1}{2}$ c. more. Cured hides are quoted at 8c.

**SKINS**—There is no change in market conditions. Trade is quiet at steady prices. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring lambskins, 35 to 50c. each.

**WOOL**—The movement continues to be very light. Prices have not changed. Our quotations for combing fleece are 15 to 16c., and for unwashed, 9 $\frac{1}{2}$  to 10c.

#### MARKET NOTES.

Tomatoes are 10c. lower.  
Celery is 10 to 15c. lower.  
Cabbages are 5 to 10c. lower.  
Cheese has advanced 1c. per lb.  
Eggs have declined  $\frac{1}{2}$ c. per dozen.  
Lemons have advanced \$1 per case.  
Best dairy tub butter has advanced  $\frac{1}{2}$ c.  
Canadian heavy mess barrel pork is 50c. higher.  
Lard tierces and pails and tubs are each  $\frac{1}{4}$ c. lower.  
Creamery butter, in tubs and prints, is  $\frac{1}{2}$ c. higher.  
Nos. 1 and 2 cowhides are  $\frac{1}{4}$ c. lower, and No. 3  $\frac{1}{2}$ c. lower.  
Latest advices from Japan announce that provincial currants are opening at a price nearly double last year's opening and the quality is generally poor.

#### QUEBEC MARKETS.

MONTREAL, August 16, 1900.

#### GROCERIES.

**TRADE** has been rather quiet this week, but is yet brisk enough to keep the clerks in the wholesale houses who are not on holiday leave, "jumping to face the music" as one dealer told us. The quiet season is not at all discouraging. Sugar has not depreciated as some expected, yet the fact that the demand has not perceptibly increased and that dealers are buying only from hand to mouth, shows the weakness of the market. Canned goods show a decidedly firmer tendency under a slow demand, and this fall, high prices most lines are anticipated. The dealers have advanced all lines of Fraser river salmon 5c. per doz. Strawberries, tomatoes, and corn to arrive are also sharing in the advance. Cherries have been put up 25c. per doz. The rice market is firm and



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although some expect higher prices they are not probable. Spices are still firm. Advices from Japan only tend to tighten the tea situation. The demand in tea has fallen off somewhat, but that is due to the filling up of stocks when higher prices were talked of, and has not caused the market to drop.

### SUGAR.

The future of the sugar market depends solely upon supply and demand. The raw sugar market has improved slightly since last week both in New York and London, but the London market is again weakening, beet being quoted at 11s. 5¼d. Java is steady at 13s. 9d., and fair refining at 12s. 6d. In New York fair refining has recovered to 4¼c., and centrifugal, which had dropped to 4 13-16c., is again 4¾c. All appearances would indicate that prices are being maintained with a great deal of difficulty, and that a continued slow demand will force a lower level. At present the dealers in Montreal are buying only from hand-to-mouth, and the retailers seem to be doing the same. The September demand will certainly not advance prices, and it may be so slow that a break will occur, so the only safe course to follow, is to hold off. Quotations are: \$5.20 per 100-lb. for granulated, and \$4.50 to \$5.10 for yellows, according to quality; 5c. to be added for city purchases.

### SYRUPS.

The market in syrups is featureless at present. The demand continues fair and the tone is firm. Corn syrup is worth 2¾c. in bbls.; 3c. in half-bbls., and 3½c. in kegs.

### MOLASSES.

Some dealers are entirely out of stock, having exhausted all that has been brought in from St. John, N.B. A cargo of 1,000 puncheons will arrive in the city next week and relieve the strain somewhat. A dealer negotiating for the last 350 barrels of the Barbadoes this week was asked about 39c. for them. But it is extremely hazardous to bring in supplies at this time of the year, for goods are apt to turn sour, consequently there is some hesitancy in dealing. It is certain, however, that firm prices may be looked for when the lumbermen begin to prepare for their winter camps.

### CANNED GOODS.

All lines of canned goods are firm, and some advancing. The short pack of salmon is having its effect on prices. Some houses are asking wholesalers \$5.45 per case of Rivers Inlet salmon, and some prices are higher than that figure. Prices on all lines of Fraser river pack are advanced 5c. per doz., and the lowest price of sockeye is \$1.40 per doz. Wholesalers are asked this price in carload lots in the primary markets.

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Flats are quoted at \$1.60 to \$1.70. Peas are worth 77½c. to \$1.05, according to quality and size. Corn is worth \$1.15 to \$1.20 spot and 80c. to arrive. Beans are generally sold at 82½c. Tomatoes are higher this week, being now worth \$1 on spot and 87½ to 90c. to arrive. Some dealers have been promised canned tomatoes this week. In canned strawberries there has been an advance of 10c. per dozen, \$1.70 to \$1.85 being the price now asked. Some would think that as strawberries have been only half a crop they would reach \$2 per doz. this fall when the demand sets in. Raspberries are firm at \$1.65. Canned cherries are 25c. per doz. higher, dealers now asking \$1.95 to \$2.15 per doz. 2-lb. cans.

## DRIED FRUITS.

In regard to the new crops, there is nothing new this week. None of the markets have opened yet, and it is impossible to say what prices will prevail. The chances of a small crop of currants are having their effect on the spot market, Filiatra currants now being held at 6c. per lb. Stocks are very scarce, some houses being sold out. Valencia raisins are hardly obtainable on the Montreal market, and open prices prevail.

## RICE.

Rice is firm and active at the late advance. The supplies are affected by the Indian famine, the British Government taking all the spare rice the Rangoon market has to feed 6,000,000 starving Indians. Freights have been high all year, and these conditions have been accountable for the late advance on the market. But it seems hardly likely that there will be any further advance, for the Canadian mills have made contracts for their raw material for two or three months ahead, by which time it is hoped that the Indians will be able to supply themselves. The Boer War will probably be over, perhaps the yellow peril will be staved off, and freight rates will be lower. Then, we may expect a return to the low values we have been experiencing.

## SPICES.

The demand for spices continues moderately active. Pepper is firm in all positions, and the small stocks of some grades are beginning to be felt. The gradual improvement in gingers has been more apparent, especially in African sorts, and the rapid rise of values of China cassia in Hong Kong has stiffened prices and increased the demand. Mace and nutmegs are in active demand. We quote: Nutmegs, 25 to 50c. per lb., as to size; mace, 45 to 60c. per lb., as to quality; pimento, 10c.; cloves, 12 to 14c.; pepper, black, 15c.; white, 23c.

## COFFEES.

There has been no important change in the coffee market. Being so sensitive, the New York quotations fluctuate a great deal, but the high prices seem to have broken, and we can reasonably expect that no higher level will be attained. No. 7 Rio is quoted at 9½c. in New York.

## TEAS.

The active retail demand that characterized the tea market a couple of weeks ago has fallen away and a quietness now prevails. But this has not produced any feeling that the market is easy; stocks are being firmly held and prices are well maintained. Advices from Japan show no weakening in the primary market. On the other hand, the crucial point where a break is the most likely to occur, seems to have been passed safely, and high values may now reasonably be expected to maintain during the rest of the season. Second crop of Japan teas are worth 18 to 19c., whereas, last year they brought only 15 to 16c. These were used to retail at 25c. last year, but it is likely that 30c. will be the ruling price for them this year. It is felt that the full force of the shortage in the Japan crop will not be felt until later in the season.

A report from Foochow, dated July 13, states that such teas as are good enough to pass the United States standard are showing an advance of three quarters of a tael per picul. In Souchongs, a fair business has passed at about previous rates, and stocks are much reduced. In flowery pekoes an easier tendency is apparent. On this market, first quality of Young Hysons are quoted at 15 to 16c., second quality at 14 to 15c., and third quality at 13 to 14c.

The tone of the primary Indian tea market is firm generally, with an upward tendency. There is a good demand for any tea showing point or flavor in cup.

## GREEN FRUITS.

Trade has been moderately active in green fruits during the week, being improved on last week by the steady arrival of Californian fruit. The popularity which this fruit has won for itself has been strongly marked the last couple of weeks, each box being picked up eagerly by both local and outside merchants. Bananas are being steadily crowded out of the market. Canadian harvest apples are arriving in increased quantities now, being sold in bulk or in baskets. Raspberries are fast leaving the market for a twelvemonth. Pears are a little more popular and the later arrivals of peaches show an improvement. There has been quite a run on lemons the past week. We quote as follows: Oranges, \$2.75 per ½-box; new Verdill lemons, \$5 to \$5.50 per box, and \$7 to \$7.50 per case; bananas, \$1 to

\$1.25 as to quality; raspberries, 8 to 9c.; pineapples, 10 and 20c. each, as to size and quality; Bermuda onions, \$2.75 per crate; golden dates, 4½c. per lb.; Malaga figs in matting, 4½c. per lb., and, in boxes, 11 to 14c. per lb., as to grade. Californian peaches, \$1.10 to \$1.25 per box; Californian plums, \$1.25 to \$2.75 per box; watermelons, 20 to 30c. each. Cabbage is now quoted at 25c. per doz; beans, 20 to 25c. per bag; peas, 50c. per bag; red currants, 3½ to 4c. per box; black currants, 60c. per basket; tomatoes, 40c. per basket; gooseberries, 35 to 40c. per basket; limes, \$2 per box; apples, \$1.75 to \$3 per bbl., 20 to 30c. per basket; blackberries, 4 to 7c. per box; Californian pears, \$1.90 to \$2.35 per box; cantelope melons, 75c. per basket; blueberries, \$1.25 to \$1.50 per box; egg plant, 50 to 75c. per basket; Canadian pears, 30 to 40c. per basket; Canadian peaches, 20 to 30c. per basket.

## COUNTRY PRODUCE.

EGGS—With increasing supplies, prices are inclined to be easy, selected selling at 14c., straight lots of No. 1 at 12¼ to 12½c. and No. 2 at 9½ to 10½c.

MAPLE PRODUCT—The destruction of such a large quantity of maple sugar in Quebec has not affected the market materially, as there is no change in either syrup or sugar. The former sells at 70 to 75c. per tin of 14 lb., 50 to 60c. per small tin of 10 lb., and 6½ to 7½c. per lb., in wood. Sugar is worth 8 to 9c.

HONEY—Honey is unchanged. White clover honey is quoted at 14 to 15c.; white extracted, in large tins, 9 to 9½c., and in small tins, 10 to 10½c., and buckwheat extracted, 7½ to 8½c.

POTATOES—Farmers are selling bags of 75 to 80 lb. at 25c. each. Local dealers are paying 35c. on track for bags of 90 lb. Stock is reselling at 45c. per bag of 90 lb.

BEANS—Quiet. We quote as follows: Canadian hand-picked at \$1.70 to \$1.75, and primes at \$1.60 to \$1.65.

ASHES—The demand is limited, and the market is quiet. Quotations are: \$5.00 for first pots, \$4.50 for second, and first pearls, \$5.25.

## PROVISIONS.

There was a quiet, steady trade in provisions this week, with an improved demand for smoked meats. Mail advices from London say that Canadian bacon has been slow and that it has been showing some effects of the heat, yet it is sharing in the advance on the continental article. Best weights have been advanced 1s., making top price 60s., and No. 2 selection has declined 4s. We quote: Heavy Canadian short cut mess pork, \$18.50; short cut back pork, \$17.50; selected heavy short cut mess pork, boneless special quality, \$19.50; pure



Canadian lard,  $8\frac{1}{2}$  to  $9\frac{1}{2}$ c. per lb., and compound refined,  $7\frac{1}{2}$  to  $8\frac{1}{2}$ c. per lb. Hams, 12 to 14c., and bacon, 11 to 14c. per lb.

#### FLOUR AND GRAIN.

**FLOUR**—There has been little doing in flour, and prices show a decline. We quote: Manitoba spring wheat patents, \$4.70; winter wheat patents, \$3.75 to \$4; straight rollers, \$3.60 to \$3.65; in bags, \$1.65 to \$1.70, and Manitoba strong bakers', \$4.10 to \$4.35.

**GRAIN**—The grain market is steady. We quote: Manitoba wheat, No. 1 hard, Fort William, 81c.; oats,  $30\frac{1}{2}$ c.; corn, 43 to 44c.; peas, 71c.; rye, 65 to 66c.; barley,  $52\frac{1}{2}$ c.; buckwheat, 57c. afloat.

**FEED**—Has been unchanged. We quote: Manitoba bran, in bags, \$15; shorts, \$17; mouille, \$18 to \$22; Ontario bran in bulk, \$14, and shorts, \$16 per ton.

**OATMEAL**—There was only a quiet business in oatmeal. Rolled oats ranged from \$3.30 to \$3.45 in the wood, and \$1.60 to \$1.67½ per bag.

**HAY**—There has been no change in baled hay. The demand is limited. We quote: No. 1, \$8.50 to \$9; No. 2, \$7.25 to \$8.25, and clover, \$7 per ton, in carload lots.

#### CHEESE AND BUTTER.

**CHEESE**—The market is firm in tone at a steady rise, and English buyers are reluctantly advancing in sympathy with advanced prices here. We quote: Western,  $10\frac{3}{8}$  to 11c.; Townships,  $10\frac{1}{2}$  to  $10\frac{3}{4}$ c., and Quebecs,  $10\frac{3}{8}$ c.

**BUTTER**—This produce has maintained its firm feeling with demand fair, around 21 to  $21\frac{1}{4}$ c., for creamery. Creamery seconds sold at 20c., and Western dairy  $17\frac{1}{2}$  to  $17\frac{3}{4}$ c.

#### MONTREAL NOTES.

Filiatra currants are now worth 6c. per lb. Ontario wheat flour has declined 20c. per cwt.

Hops are nearly 2c. per lb. higher, being now worth 13 to 15c.

Rivers Inlet salmon is worth 5c. per dozen, on retail account, more than it was last week.

Canned strawberries have been marked up 10c. per dozen, and are now selling at \$1.70 to \$1.85.

Fairbank's lard has been marked down  $\frac{1}{8}$ c. per lb., being now worth \$1.62½ to \$1.65 per pail.

Canned cherries are selling at 25c. a dozen of 2-lb. cans above last week's quotations, being now quoted at \$1.95 to \$2.15.

Mrs. George Wait, special partner of George Wait & Co., general produce merchants, Montreal, is dead.

# Ready Lunch Beef

is made for discriminating buyers, for dealers who delight in selling the best, and are clever enough to know they profit by it.

The best materials, skilful workmanship, efficient machinery and our method of curing produce a thoroughly first-class article.

**Put it to the Test.** The more you test, the better you will like it.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., August 15, 1900.

**B**USINESS continues moderate only the regular summer trade being done. Values, however, are rather above the average. While flour has gone off somewhat, the outlook is considered to favor a very firm market. The city is full of American visitors. In fact, this is true of the whole Maritime Provinces. The season is now at its height. The summer has been a particularly fine one. The warmest day of the season was during the past week. We in St. John have no hot weather, but it can be found but a short distance back from the water. In spice, pepper and ginger keep quite high, and cream of tartar is very firm. New canned goods are coming to hand and futures in dried fruits begin to occupy more attention.

**OIL**—Prices are somewhat easy in burning oil at the decline spoken of last week of 1c. abroad. In our market all quotations include the package. Contracts are being made for fall, but, as the market seems easy, some are holding off. In lubricating oils, there is but limited business for spot, but contracts are being made for shipment next season. Prices seem firm. In paint oil, there is no change, but a light sale is reported. In cod oil, there are fair receipts. Some of particularly nice quality is being offered by the trade.

**SALT**—In Liverpool coarse salt, quite large stocks are held here. Prices are firmly held. This is the season of good, steady demand. In fine salt, the sale is for Canadian chiefly. Bulk salt in barrels tends to some extent to take the place of the large bags. We quote as follows: 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**—The arrival of new peaches on the market has caused lower prices. Corn is still high. There seems enough to go around. Tomatoes are firm. In haddies and herring new goods are here and prices are very firm. In salmon, the trade is not buying, but are waiting for cohoes to be quoted. They gave general satisfaction last season, at least to dealers. Some feel the consumer is not so well pleased and that the sale will be affected. In lobsters some are offered, but owing to the price there is little sale. In blueberries the trade have largely bought. The crop here is below last season. The demand is on the increase. Last season sales were very large. Strawberries are held very firm, a number of packers not offering. In meats, packers quote high prices. Market is quite well supplied at low figures. In peaches, American goods are offered low and will sell if quality is satisfactory.

**GREEN FRUITS**—Dealers are very busy. Californian fruit is still a very active line, but, with barrel pears, Canadian peaches, and other lines arriving freely, they are not filling so great a place in the attention of dealers as formerly. In both blueberries and raspberries, exports are not up to last season. Apples have a free sale, and for best stock, full figures asked. Canadian fruit is now taking the place of that imported from the United States. In oranges, the market is about bare. Lemons have a fair sale, but prices are high. Melons are also about done, and the sale here is not a large one. Bananas have been plentiful during the week, and a very active sale is the result. Vegetables are passing out of the hands of the fruitmen to the marketmen, as the local-grown come on the market.

**DRIED FRUITS**—More interest is being taken in future raisins. In Valencias, prices for October have been quoted by



# 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—

some shippers, and some orders, it is said, have been given. Prices are higher than last year. Many prefer to wait. It is expected that Californian fruit will be on the market this season. Currants are very high, there having been an unusual advance. The sale is for package goods. It is expected that new goods will be very high. Dates have been freely bought, the price this year being low. Peels have been bought. There is no spot stock. In Valencia raisins, there is no stock held. Loose muscatels are also cleaned up. A few are being brought in from Boston, but prices have advanced. In evaporated apples, there is no sale. Onions are low. Some bulk currants from Montreal have been received.

**DAIRY PRODUCE**—Eggs are in fair sale. As stock comes to hand slowly, prices have been well maintained through the season. In butter, values are rather easier. There is little in rolls seen. Best stock sells freely. Cheese is in very light supply in the city. The price affects sales. Market rather easier.

**SUGAR**—Figures have been somewhat forced down, though, it is thought there is no easier market, it being supposed the shade made by the Maritime refinery is to keep Montreal from selling here. The latter is much liked, and at even prices

would sell very largely. No foreign sugar is offering.

**MOLASSES**—The market is very quiet. Fair, but not large, stocks are held. Holders are very firm in price, and look for a strong market during the fall. In New Orleans there is some sale. This grade shows wide range in quality, and some which has arrived lately has not given satisfaction.

**FISH**—In fresh fish shad have the market. There has been but a fair catch. This is called the fall run and the fish are more preferred to the earlier caught, particularly for pickling, there being at least 50c. difference in the price of a half bbl. Smoked herring are showing an upward tendency, stocks held being light and outlook for new not very favorable. In pickled herring also firm figures rule and it looks as if again this fall there would be high prices. Dry cod is quiet at even figures; pollock is dull. Fresh cod and haddock are scarce. 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, 8½ to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.65 to \$1.80 per 100; pickled herring, \$1.85 to \$1.90 per half bbl.; halibut, 8 to 10c.; shad 10 to 11c. each.

**PROVISIONS**—In barrelled beef and pork,

a fair business at firm figures is reported. But this is the quiet season. Smoked meats are dull except hams, which have a fair sale. Lard is rather easier.

**FLOUR, FEED AND MEAL**—In flour, prices in both Manitobas and Ontarios are rather easier. It is said by some millers that prices are too low, when the wheat market is considered. In oatmeal, little is doing, some mills shading figures. Oats are dull. Feed is scarce. In cornmeal, quite full figures still rule. There is a steady sale. Beans are very dull, and easier in price. Hay is low. The crop will be of very nice quality. In barley and peas, no change in price. Some local-ground flour is being offered. We quote as follows: Manitoba flour, \$4.80 to \$4.90; best Ontario, \$4.15 to \$4.25; medium, \$3.75 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 \$4.00; round, \$3.25 to \$3.40; pot barley, \$3.85 to \$4.00; hay, \$9 to \$9.50; timothy seed, American, \$1.50.

#### TRADE NOTES.

Jones & Schofield are offering some canned lobsters at a right price.

Fall shad are now being caught. This is

*There is no better trade-winner than  
a good article - Sell your customers  
Blue Ribbon Ceylon Tea  
address orders to 17 Front St. East - Toronto  
and they will receive prompt attention*







# Most Excellent Coffee



A pure, high-grade berry at a popular price.  
**Trial Order Solicited.**

# The Cyclone Fruit Cleaner and Dresser



is built entirely of metal and is the most efficient, durable and yet simple fruit cleaner ever invented. It will clean over 1,000 lbs. of currants per hour and leave the fruit with the natural bloom revived, the skins uninjured and apparently of a higher grade than before, ready for immediate packing or using in any form required.

Sole owners and patentees for Canada,  
**NICHOLSON & BROCK,**  
 TORONTO, - - - CANADA.

# NEW SEASON'S JAPAN TEAS

An assortment very choicest early May pickings now in store.

**WARREN BROS. & CO.**  
 Wholesale Grocers. TORONTO.

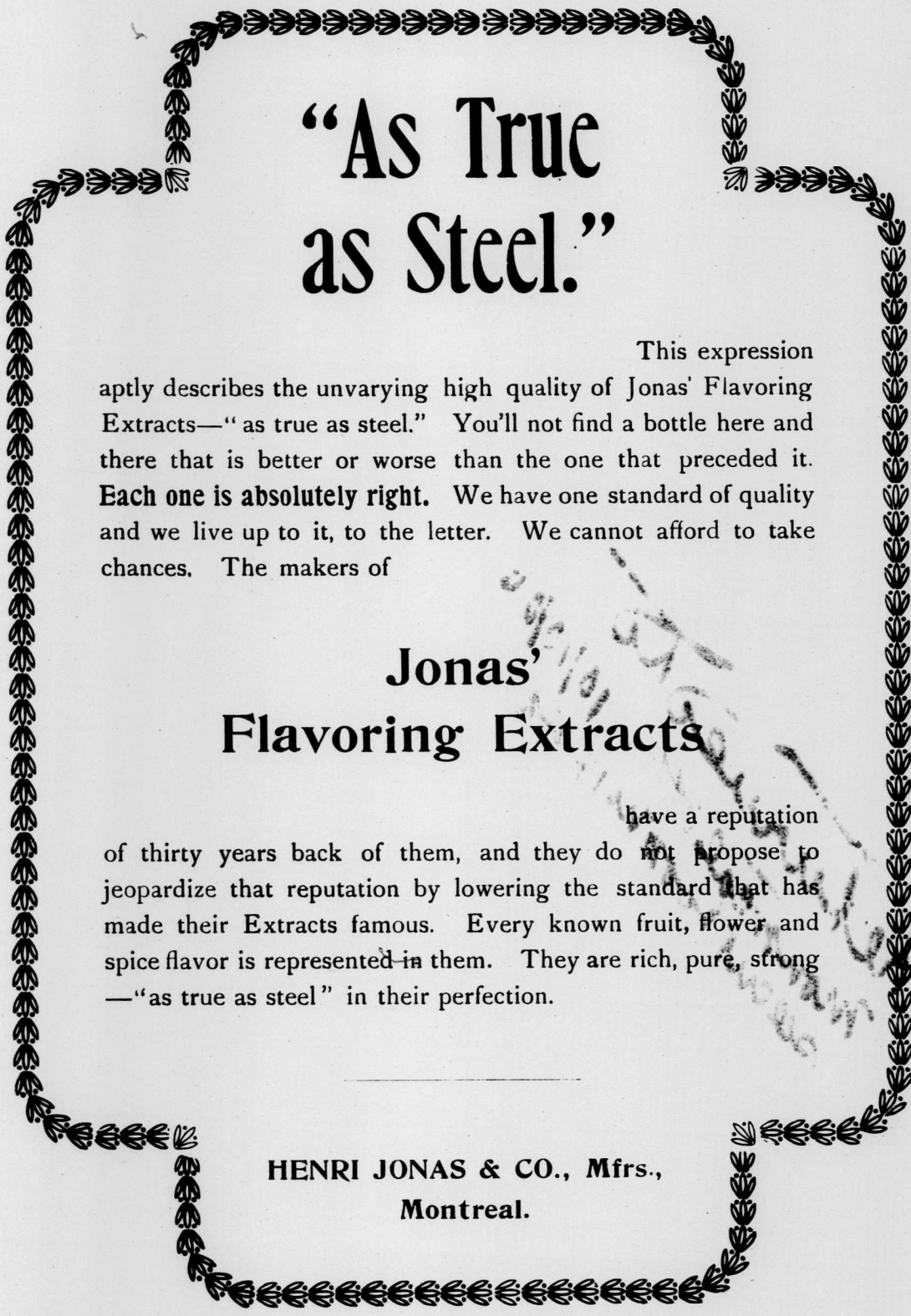


Makes the most delicious cup of coffee obtainable.  
 Any Person selling or putting up imitations lay themselves open to Prosecution.  
 For Sale in 1 and 2 lb. tins by all Wholesale Grocers.  
**ACME MILLS, 88 Grey Nun St., Montreal**

COFFEE	Montreal, Quebec.	Toronto.	St. John, Halifax.
Green—			
Mocha	24	23	28
Old Government Java	27	22	30
Rio	10	9½	12½
Santos		10½	15
Plantation Ceylon	29	26	30
Porto Rico		22	25
Gautemala		22	25
Jamaica	18	15	20
Maracaibo	13	13	18
<b>NUTS</b>			
Brazil			13
Valencia shelled almonds	24	28	25
Tarragona almonds	13	14	14
Formegetta almonds			13
Jordan almonds	25	33	35
Peanuts (roasted)	6½	8	9
(green)	5½	7	9
Cocanuts, per sack		3 00	3 75
per doz.			60
Grenoble walnuts	12	13	14
Marbot walnuts	9	10	10½
Bordeaux walnuts	8	9	9
Sicily filberts	9½	10½	10
Naples filberts			10
Pecans	12	15	10
Shelled Walnuts	16½	17½	23
<b>SODA</b>			
Bl-carb, standard, 112-lb. keg	1 65	1 80	2 00
Sal soda, per bbl.	70	75	80
Sal Soda, per keg	95	1 00	1 00
Granulated Sal Soda, per lb.			1
<b>SPICES</b>			
Pepper, black, ground, in kegs, pails, boxes	16	18	18
in 5-lb. cans	14	17	19
whole	15	17	19
Pepper, white, ground, in kegs, pails, boxes	26	27	26
5-lb. cans	25	26	26
whole	23	25	25
Ginger, Jamaica	19	25	22
Cloves, whole	12	30	14
Pure mixed spice	25	30	25
Cassia	13	18	20
Cream tartar, French	25	24	25
best	28	25	30
Allspice	10	15	13
<b>WOODENWARE</b>			
Pails, No. 1, 2-hoop	1 90		1 90
4-hoop	2 05		2 05
half, grained	1 75		1 75
quarter, jam and covers	1 45	1 20	1 45
candy, and covers	2 70	3 20	3 20
Tubs, No. 0	11 00		11 00
1	9 00		9 00
2	8 00		8 00
3	7 00		7 00

PETROLEUM	Montreal, Quebec.	Toronto.	St. John, Halifax.
Canadian	17½	18	18½
Sarnia water white	18		19½
Sarnia prime white			18½
American water white	20		20
Pratt's Astral (barrels extra)	21		18½
<b>Black— TEAS</b>			
Congou—Half-chests Kalsow, Moning, Paking	13	60	12
Caddies Paking, Kalsow	17	40	18
Indian—Darjeelings	35	55	35
Assam Pekoes	20	40	20
Pekoe Souchong	18	25	18
Ceylon—Broken Pekoes	35	42	35
Pekoes	20	30	20
Pekoe Souchong	17½	40	17
China Greens—			
Gunpowder—Cases, extra first	42	50	42
Half-chests, ordinary first	22	28	22
Young Hyson—Cases, sifted extra firsts	42	50	42
Cases, small leaf, firsts	35	40	35
Half-chests, ordinary first	22	28	22
Half-chests, seconds	17	17	17
thirds	15	15	15
common	13	14	13
Pingsueys—			
Young Hyson, ¼-chests, firsts	28	32	38
seconds	16	19	16
Half-boxes, firsts	28	32	28
seconds	16	19	16
Japans—			
¼-chests, finest May pickings	38	40	38
Choice	32	36	32
Finest	28	30	28
Fine	25	27	25
Good medium	22	24	22
Medium	19	20	19
Good common	16	18	16
Common	13	15	13½
Nagasaki, ¼-chests, Pekoe	16	22	16
Oolong	14	15	14
Gunpowder	16	19	16
Siftings	7½	11	7½
<b>RICE, MACARONI, SAGO, TAPIOCA.</b>			
Rice—Standard B	3 20	3 30	3 25
Patna, per lb	4 25	4 50	4 25
Japan	4 10	4 50	4 10
Imperial Seeta	4 30	4 50	4 30
Extra Burmah			4 40
Java, extra		5½	6
Macaroni, dom'ic, per lb., bulk	5	6	5
imp'd, 1-lb. pkg., French	8	12	9
Italian	8	10	11
Sago	3½	4	4
Tapioca	4½	4½	4½





## “As True as Steel.”

This expression aptly describes the unvarying high quality of Jonas' Flavoring Extracts—“as true as steel.” You'll not find a bottle here and there that is better or worse than the one that preceded it. **Each one is absolutely right.** We have one standard of quality and we live up to it, to the letter. We cannot afford to take chances. The makers of

### Jonas' Flavoring Extracts

have a reputation of thirty years back of them, and they do not propose to jeopardize that reputation by lowering the standard that has made their Extracts famous. Every known fruit, flower and spice flavor is represented in them. They are rich, pure, strong —“as true as steel” in their perfection.

HENRI JONAS & CO., Mfrs.,  
Montreal.



**CATALOGUES, BOOKLETS, ETC.**

SAINT PAUL TRADE JOURNAL.

The annual number of The Saint Paul Trade Journal is out, fully describing the business places, stores, factories, etc. of St. Paul, Minn., "the gateway of the great Northwest." It is a book of some 120 pages, with a paper cover printed in striking colors and with rather an original design. The interiors and exteriors of the great wholesale and retail places of St. Paul are illustrated with many half-tone engravings. The public buildings, docks, etc., also

receive their share of attention. A number of half-tones of the prominent business men of the city with their places of business described and illustrated are also found in this book, which cannot fail to impress one with the business-like character of St. Paul.

**THE VERSATILE ONION.**

The sweet Italian or Bermuda onions are the ones to be eaten au naturel, their flavor being much more delicate than the common varieties. But onions are really sweeteners of the breath after the local effects have

passed away, as they correct stomach disorders and carry off the accumulated poisons of the system. They provide a blood purifier that all may safely use, and do perfect work in constipation troubles. As a vermifuge the onion cannot be surpassed, and, eaten raw, will often check a violent cold in the head. One small onion eaten every night before retiring is a well-known doctor's prescription for numerous affections of the head, and is highly recommended for sleeplessness; it acts on the nerves in a soothing manner without the injurious effects of drugs so often applied.

Grocery  
Specials in  
**PAPER**

**VIOLET.** Attractive, Strong, Economical.  
**NO. 1 GREY.** Clean, Bright, Cheap.  
**STRAW.** Thin and Very Cheap.

**Sheets  
and  
Rolls.**

Only the **BEST** Bags, Paper, Butter Plates, Twines, Etc.

**DOUGLAS AND RATCLIFF**

Telephone 1773.

34 Church Street, TORONTO

**THE AUER GASOLINE  
LAMP**

100 Candle-Power

Satisfaction Guaranteed  
or Money Refunded

Approved by

Can. Fire Underwriters  
Association

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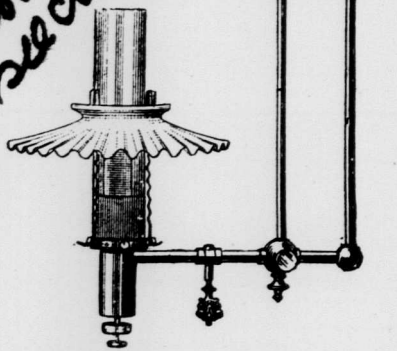
No. 8, Price \$8.00

5 STYLES.

**Auer Light**

Company

**MONTREAL.**



Nelson stands third in commercial importance of British Columbian cities. For the year ending June 30, 1900, the Customs collections at Victoria totaled \$1,207,860.52; Vancouver, \$911,611.07; Nelson, \$188,198.66; Rossland, \$164,855.11; New Westminster, \$134,503.73; Nanaimo, \$86,108.78; and Kaslo, \$29,400.50.

**"NOW YOU SEE IT, NOW YOU DON'T"**



Was the cry of the old-time "Thimble Rigger" who manipulated the little Peas under the Walnut shell. When the Victim "saw it" he lost; when he "didn't see it" the Gamester won. Did it ever occur to you that in retailing gasoline from a wooden barrel or from an ordinary tank that you stand about as much chance to quit the gasoline season "winner" as the victim had to beat the "shell game?" Gasoline is the most volatile of liquids, and if contained in anything but an absolutely tight receptacle, evaporates and disappears in air like the "dew before the morning sun." It goes through wood like water through a sieve, and with it goes your profits. Fifty per cent. a month is a low estimate of loss. There is a nice profit in gasoline if handled right. The "right" way is to have a "tight" tank.

The above Cut shows

**THE BOWSER** OUT DOOR  
GASOLINE CABINET  
With the WORLD FAMOUS

**3 MEASURE**  
SELF MEASURING **PUMP**

GALLONS, HALF-GALLONS and QUARTS at a stroke, with Special Gasoline Equipment and felt "stuffing boxes," rendering it "EVAPORATION PROOF." Can be locked up, making it "thief" and "boy proof." Any capacity. Swing doors if preferred.

**BOWSER TANKS  
ARE  
"TIGHT" TANKS.**

Why not step the "Now you see it, now you don't" game? You can't win. Catalogue free if you send your address to-day.

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



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 GROCCERS handling this Flour exclusively are making money.

**Superior Quality  
Always Good**

## KINGSTON GROCERS' PICNIC.

THE retail grocers of Kingston, Ont., will hold their third annual picnic on August 22 at the Exhibition grounds. There will be sports of all kinds—horse races, trotting dog races, foot races, bicycle races, etc.—for which prizes to the value of \$1,000 will be given. On the night preceding the picnic, a torchlight procession, headed by brass bands and fife and drum bands, will be held.

Managers: W. H. Dyde, T. H. Johns, D. Couper, D. F. Dennis, Jos. Lemmon, D. A. Shaw, J. Gilbert and Jas. R. Henderson.

Committees: Horse races—John Carson, M. Conroy, Hy. Wilkinson, Geo. Crawford and A. R. Martin. Bicycle races—Alex. Davis, H. N. Robertson, J. Purdy, Thos. Carson and David McRae. Foot races—James Kelly, M. P. Nolan, H. A. Dunlop and T. R. Carnovsky. John Gilbert is secretary-treasurer.

In a letter to THE CANADIAN GROCER, Mr. Gilbert, the secretary-treasurer, says: "I find no medium so good as these picnics for the displacement of petty jealousies and the building up of good feeling which lasts for years. We expect a large number of grocers from neighboring towns, and I was just thinking that our brother association in Toronto should get out a coat button or pin—say, in the shape of a G or a T or a tea scoop—to be worn by brother grocers ('Knights of the Tea Scoop') the same as the travelers do with their little golden grip-sack, to let the world know that they are 'Knights of the Grip.' We grocers move around, go to excursions, perhaps sit beside

brother grocers, and, if known to each other, what a pleasant time, exchange of ideas, etc., would occur, and a little silver or gold scoop on the lapel of the coat would overcome the difficulty."

## RETAIL GROCERS' MEETING.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held on the evening of August 13 in St. George's Hall, Elm street. In spite of disagreeable weather, a good number attended. President D. J. Kelly occupied the chair, and D. W. Clarke acted as secretary of the meeting in the absence of E. Hawes.

The first thing taken up was the election of new members, and the following were declared members of the association: L. Enright, 98 Cumberland street; T. Scott, corner of Sydenham and Berkeley streets, and P. S. Sneath, Augusta avenue.

The report of the excursion committee had not been completed, so this was left over until the next meeting.

The executive committee's report was then taken up and considered clause by clause. This committee had decided that, in the matter of the Government's decision upon alum baking powder, it was out of the province of the Retail Grocers' Association to have anything to do with it, and that the manufacturers of baking powder were the proper persons to deal with the matter. Some discussion followed this. It was finally moved by D. W. Clarke, seconded by J. M. Gibson, that the clause in the committee's report referring to the baking powder should be struck out. Carried.

The question of insurance which was to

be explained by the executive committee, was laid over until next meeting.

Considerable discussion was aroused over the recommendation of the executive committee to loan to the grocers' anti-stamp committee the sum of \$50 to help them carry on their work. As it was decided that the meeting could not vote the money then, those present spoke upon the advisability of lending the money at the next meeting, so as to let the anti-stamp committee know what they might expect. The meeting was fairly evenly divided upon the subject, and a number of rattling speeches were made, both for and against the loan. Those opposing it did not think that the association's money should be given to an outside concern, while those in favor of the loan, thought that, as the majority of the members of the association were opposed to trading stamps, the association should help this committee to carry on the work of getting rid of them; it was really the association's work.

The discussion having ended, it was moved by B. Panter, seconded by Mr. Holmes, that the report of the executive committee, as amended in the meeting, should be adopted, which was carried.

Mr. Panter gave notice of a motion that \$50 be loaned to the anti-stamp committee to help carry on the work against trading stamps.

After speaking on some minor topics, the meeting adjourned.

The merchants of Hespeler, Ont., held their second annual outing at Idylwild Park, August 9, at which games of all kinds were held. The picnic was a decided success.

**IT WILL PAY YOU TO HANDLE**

**REGISTERED**  
*BowPark*  
**BRAND**  
**HAMS**

Finest in Quality.  
Prices Right.  
Drop us a Card for Price List.

**REGISTERED**  
*BowPark*  
**BRAND**  
**BACON**

**THE BRANTFORD PACKING CO., Limited,**

**BRANTFORD, ONT.**



# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

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

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

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

## YARDLEY'S PURE BUTTERMILK



SOAP

"For a Skin like velvet."

A PURE WHITE SOAP

which always gives satisfaction alike to the retailer and user.

ATTRACTIVELY BOXED IN DOZENS.  
**YARDLEY & CO., Limited, London and Paris.**  
 AGENTS IN CANADA, **GREIG MFG., CO., Montreal.**



## CARR & CO'S BISCUITS

You want a line of Imported Biscuits to complete your stock.

We will bring you out assorted cases.

Dominion Agents: **Frank Magor & Co.,**  
 16 St. John St., Montreal.  
 For British Columbia: **C. E. JARVIS & CO.,**  
 Vancouver, B.C.

# B

"BEE"  
**STARCH**

# B

THE SEASON'S SUCCESS.

LIVE GROCERS ARE MAKING MONEY SELLING IT.

**BEE STARCH CO., MFRS., - 10 Lemoine St., Montreal.**



**FRENCH GROCERS AND CLERKS.**

**T**HE following paper on the study of the relations between master and man in different countries was read before the Paris Grocery Congress by M. Th. Etienne :

"The relations between masters and men vary exceedingly, according to the importance of firms, the class of trade, and whether wholesale or retail. Formerly, there were only wholesale and retail houses extant. Several grocers manufactured sundry articles themselves, ranging from chocolate to candles, the few employes (it was rare in those days to find a house that had more than 10) were regarded as the children of the firm, and, in nearly every instance, ultimately succeeded the master by marrying his daughter or one of his daughters, the style of the firm hardly changed at all, as part of the name of the predecessor figured in the style of the successor, as, for instance, the old firm of Bise-Maucarre was transformed into Vidal-Bise. All this is changed in our large warehouses to-day, and our trade has been altogether transformed. We sell everything as regards alimentation; our employes have no call to manufacture or manipulate goods, as, with the exception of a few firms who have kept up their reputation for preserves, all goods arrive prepared for immediate sale either in litres or in packets of all weights.

"Our employes have developed into machines to serve customers and to reckon up the totals; to keep a corner of the shop clean and furnished with the requisite goods for his department; apart from his special branch nothing but attending to customers or getting orders ready, which is much the same thing. This is not to be wondered at when one thinks how little acquainted with the trade the bulk of these young people are. Those who leave medium or small shops for large ones become as a consequence incapable of starting for themselves in small concerns, if they have not got rusty in the large ones. It is only in the middle-sized and small shops under the vigilant eye of the master where the young people can acquire the knowledge indispensable for starting later in establishments of their own. The position of young people in houses of the first class has little in common with that of the others. It occasionally happens that they are months in a place without having been once spoken to by their master; they often leave without the latter knowing it; he is mostly ignorant of the very names of his employes, excepting the heads of departments and some old servants. A special dining-room is kept for the staff, and, as in a regiment, the officers mess together, the soldiers go to the

pantry, and the colonels dine in their luxurious apartments. In our other houses where the work is done in common, the master does not choose his work or hour of meal any more than his men; they sit down at the same table as the principal and have the same food. There is the best school for the employe who aspires to become a master himself some day. In these cases the employes always sleep in the house and sometimes in the same room.

"Our small and medium houses have something left of the old family, but salaries have largely increased. As soon as a young man has finished his apprenticeship, he earns from 20 to 25 frs. monthly, and, according to his capacity and position in the house can, at the age of 25 years, reach 60 to 80 frs., besides the premiums certain houses grant to encourage their employes to push the sale of certain articles. In our large houses certain berths are even better remunerated, but in this instance the young people have an interest in the house; they lose, so to say, their quality of employe to become a fraction of a master. A feature of great importance in the relations between master and man is that of a sudden rupture of engagement. The law admits eight days' notice (English, a week); fair-minded young people never leave us without giving at least a week's notice and sometimes more. This is not the case, however, with a number of young people who throw down their apron very often without knowing why themselves, and claim their salary of the cashier without giving their master any time to replace them.

"This mode of procedure has become so

common that in certain houses the exceptions are rare. This is the consequence of the socialistic theories instilled into the minds of the workmen, and we are compelled to confess that these ideas have made progress with our staff to their professional detriment. This was the origin of the abortive strike of December, 1898, the failure of which was owing to the little response the organizers encountered, and even the dullest comprehensions could discern that the cooperative movement was not a stranger to machination in the matter. We seek by every means in our power to facilitate the complete union between working masters and men. In our own association it is the master who works hardest, but he stands in need of devoted and honest coworkers; there are some of the latter left, but the number is much diminished."

**IMPERIAL CHEESE IN PARIS.**

Mr W. A. Mackinnon, of Grimsby, Ont., who has charge of the food products of Canada at the Paris Exposition, in a report which he recently sent to the Agricultural Department at Ottawa, after referring to the exhibit of flour and oatmeal says: "Near this trophy are placed two wall-cases, containing canned fruits and tinned meats respectively, also a circular stand of corned beef, and a diamond shaped pyramid of MacLaren's "Imperial" cheese. The latter is a decided novelty in France, and the neatly labelled white jars attract much attention and inquiry."

The dwelling of J. F. Rathburn, general merchant, Newport Station, N.S., has been burned; insurance, \$1,400.

**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.





# Curiosity!! About what?

## About Mustard.

Do Grocers know why people eat Mustard?

**Good Mustard  
The Best Mustard**

# KEEN'S MUSTARD

is used to bring out the flavor of the meat.

But then you must sell them the best Mustard,  
which, as we said before, is **KEEN'S**.

## Current Market Quotations for Proprietary Articles

August 16, 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
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00

**Diamond—**

1 lb. tins, 2 doz. in case	per doz 2 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75

**W. H. GILLARD & CO**

**SWISS CREAM BAKING POWDER**

1/2 size, 5 doz. in case	40
1 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, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00



### BLACKING

**P. G. FRENCH BLACKING**

No. 4, 1/4 gra. 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.**

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.**

**HENRI JONAS & CO.**

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**

Bamboo Handles, A, 4 strings	doz. net
" " B, 4 strings	" "
" " C, 3 strings	" "
" " D, 3 strings	" "
" " E, 3 strings	" "
" " F, 3 strings	" "
" " G, 3 strings	" "
" " I, 3 strings	" "

### BISCUITS.

**PEEK, FREN & CO.**

Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 35c.
Venice Wafers	8 lb. tins 35c.
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 08

Special price list of Fancy Tins for Xmas trade and other lines on application.

### CANNED GOODS.

**MUSHROOMS.**

**HENRI JONAS & CO.**

Mushrooms, Rionel	\$14 75
" 1st choice Puthell	17 50
" 1st choice Lenoir	18 50
extra Lenoir	20 00
Per case, 100 tins.	

**FRENCH PEAS—DELOREY'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 Trefavennes	\$9 00
1/2 Rolland	9 50
1/2 Delory	10 50
1/2 Club Alpines	11 50

### CHOCOLATES & COCOAS.

Epps's cocoa, case of 14 lbs., per lb.	0 35
smaller quantities	0 37 1/2

### CADBURY'S.

**Frank Magor & Co., Agents.**

Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2

**TODHUNTER, MITCHELL & CO.'S.**

**Chocolate—**

French, 1/4's—5 and 12 lbs.	per lb. 0 30
Caracas, 1/4's—5 and 12 lbs.	0 35
Premium, 1/4's—5 and 12 lbs.	0 30
Santa, 1/4's—5 and 12 lbs.	0 28
Diamond, 1/4's—5 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

**Cocoa—**

Homeopathic, 1/4's, 8 and 14 lbs.	0 80
Pearl	0 35
London Pearl	0 22
Rock	0 30
Bulk, in boxes	0 18
Royal Cocoa Essence, pkgs., per doz.	1 40

**Chocolate—**

Caracas, 1/4's, 6-lb. boxes	per lb. 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—**

Concentrated, 1/4's, 1 doz. in box	per doz 2 40
" 1/2's, " "	4 50
" 1 lb.	8 25
Homeopathic, 1/4's, 14 lb. boxes	8 25
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, 1/4 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

**CHEESE.**

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.**

Mocca	per lb. 0 32
Damasco	0 28
Calo	0 20
Sirdar	0 17
Old Dutch Blo.	0 12 1/2



# The Montreal "GAZETTE"

25th July, 1900:

## BIG PLANT FOR CARDINAL.

GLUCOSE WORKS TO BE DOUBLED, AND STARCH WORKS CAPACITY ENLARGED.

The glucose works of The Edwardsburg Starch Company, at Cardinal, Ont., which were completely destroyed by fire last April, are being rapidly rebuilt on a large scale. The buildings are of brick, and are of substantial construction, with a capacity which, in the opinion of the management of the company, should enable them to supply the trade of the Dominion with all the glucose and syrup that there is a market for. The works destroyed were modern in every respect, but the new plant,

besides having more than double the capacity of the old, will have several improvements, which the company think will not only make their product equal to anything on the continent, but will add to the economy of production. The 'bye-products' plant will also be enlarged and improved, and the new building constructed for this purpose will be completed in August, after which the starch department of the works will be run to its full capacity, nearly doubling the starch production of the company.

The manager of The Edwardsburg Starch Company complains that they have been much handicapped in their starch production since the

fire, and have not been able to turn out any more starch than last year, although a large amount of money was spent during the early winter in improvements on the starch department alone, all the advantages of which were lost on account of the fire destroying the plant for handling the refuse. Before long, however, they expect to have everything throughout every department of the works in full working order, with increased capacity and improved facilities, and the company will then be in a position to supply all the trade will take of the different lines of starches, glucose, and syrup, as well as the bye-products known as gluten and germ meal and corn oil.

ESTABLISHED 1858

## THE EDWARDSBURG STARCH CO.,

Works, CARDINAL, ONT.

Limited.

53 Front street East,  
TORONTO.

164 St. James street,  
MONTREAL.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

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

### 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

### EXTRACTS.

P. G. FLAVORING EXTRACTS	
8 oz. Glass Stopper bott.....	\$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



### HENRI JONAS & CO.

Per gross.	
1 oz. London Extracts.....	\$6 00
1 oz. " (no corkcrews).....	5 50
2 oz. ".....	9 00
1 oz. Spruce essence.....	6 00
2 oz. ".....	9 00
2 oz. Anchor extracts.....	12 00
4 oz. ".....	21 00
8 oz. ".....	36 00
1 lb. ".....	70 00
1 oz. Flat ".....	9 00

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

### FOOD.

ROBINSON'S PATENT BARLEY.	
1/2 lb. tins.....	1 25
1 lb. tins.....	2 25
1/2 lb. tins.....	1 25
1 lb. tins.....	2 25

### JAMS AND JELLIES.

SOUTHWELL'S GOODS.	
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
Red Currant Jelly.....	2 75



### 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.

### T. UPTON & CO.

Raspberry, Strawberry, Red Currant, Pineapple.	
1-lb. glass jars, 2 doz. in case, per doz.....	\$1 00
5-lb. tin pails, 8 pails in crate, per lb.....	0 06 1/2
7-lb. wood pails, 6 ".....	0 06 1/2
14-lb. wood pails, per lb.....	0 06 1/2
30-lb. ".....	0 06 1/2

### LICORICE.

YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb.....	\$0 40
Fancy boxes (35 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 centsticks, 100 in box.....	0 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

### BAYLE'S PREPARED MUSTARDS.

Horseshradish.....	per doz., \$1 20	\$1 75
English Sandwich.....	1 20	1 75
Mustard (with fine herbs).....	1 20	1 75
Packed in our self-sealing half and one-pound ars, two dozen in a case.		

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

### JONAS' FRENCH MUSTARDS.

HENRI JONAS & CO. Per gross.	
Pony size.....	\$7 50
Imperial, medium.....	9 00
Imperial, large.....	12 00
Tumblers.....	12 00
Mugs.....	13 20
Pint jars.....	18 00
Quart jars.....	24 00

### MINCE MEAT.

Wetthey'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 00
7-lb. pails 6 pails in crate, per lb.....	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz.....	1 30

### PICKLES—STEPHENS'

A. P. TIPPET & CO., AGENTS.	
Patent stoppers (pints), per doz.....	2 30
Corked (pints), ".....	1 90

### SODA.—COW BRAND

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

—OF—

## 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,**

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

28 Front St. West, Toronto. Telephone 2148.

## Only a “Slow” Trader



will neglect to stock a line like Dwight's Cow Brand Soda, which pays a good profit, gives satisfaction, and improves the look of the store.

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.

How are you fixed for . . .

## BASKETS?

Are you in need of any of the following kinds :

GRAIN AND ROOT BASKETS  
CLOTHES BASKETS  
FRUIT BASKETS  
AND BUTCHER BASKETS?

If so, we can supply you.

THE . . .

**OAKVILLE BASKET CO.,**  
Oakville, Ont.,

C. E. Lockhart & Co. have succeeded Lockhart & Lowther and Charles F. Lockhart, general merchants, Notre Dame, N.B., and are commencing business.

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

The

**DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets,

TORONTO





# 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 10c. a package. One package goes as far as two of the ordinary cold water starches.

SOLD BY \_\_\_\_\_

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

**SOAP**



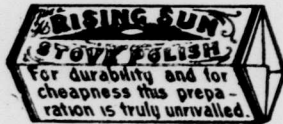
1 box and less than 5 colors ..... \$4 00  
 5 boxes and upward 4 00  
 Freight prepaid on 5 box lot



**MAYPOLE SOAP**  
 WASHES & BLEACHES  
 A. F. TIPPET & CO., AGENTS  
 Maypole Soap, colors per grs. \$10.20  
 Maypole Soap, black, per grs. \$15.30  
 Ortol Soap, per gross, \$10.20

Gloria Soap, per gross ..... 12 00  
 Straw Hat Polish, per gross ..... 10 20

**STOVE POLISH.**



Per gross

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— per lb.  
 No. 1 White or Blue, 4-lb. cartons 0 05 1/2  
 No. 1 " 3-lb. " 0 05 1/2  
 Canada Laundry ..... 0 04 1/2  
 Silver Gloss, 6-lb. draw-lid boxes 0 07  
 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, bble. 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  
 6-lb. boxes, sliding covers  
**GLOSS** { (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. packages..... 0 07 1/2  
**CORN STARCH.** }  
**ONTARIO** } 38-lb. to 45-lb. boxes, 6 bundles ..... 0 06  
**STARCH** }  
**STARBUCK** } Silver Gloss..... 0 07 1/2  
**BARRELS** } Pure ..... 0 06 1/2

**BEE STARCH.**  
 Cases, 61 pkgs. 48's..... \$5.00  
 1/2 Cases, 32 pkgs. 24's..... 2.50  
 Packages 10c each.



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**SALADA CEYLON.**  
 Wholesale. Retail  
 Brown Label, 1's..... 0 20 0 25  
 Green Label, 1's and 1/2's..... 0 21 0 26  
 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



**Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.**  
 Black Label, 1-lb., retail at 25c..... 0 19  
 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

**SNELLING'S PATENT BLEND ENGLISH BREAKFAST HOPPED TEA.**  
 One quality, one price, 29c.—retails at 41c.  
 A. Waddell & Co., agents, Toronto. Samples sent on application.

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



Cases, each 60 1-lb. .... 0 35  
 " " 60 1/2-lb. .... 0 35  
 " " 30 1-lb. .... 0 35  
 " " 120 1/4-lb. .... 0 36



**LUDELLA CEYLON, 1's AND 1/2'S PEGS.**

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

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**THE EMPIRE TOBACCO CO., LIMITED.**

Smoking—Empire, 3s, 4 1/2's 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

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**BOECKH BROS. & COMPANY.**

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 " Improved Globe ..... 1 70  
 " Standard Globe ..... 1 80  
 " Solid Back Globe ..... 1 90  
 " Jubilee (perforated)..... 2 45  
 " Crown ..... 1 50  
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