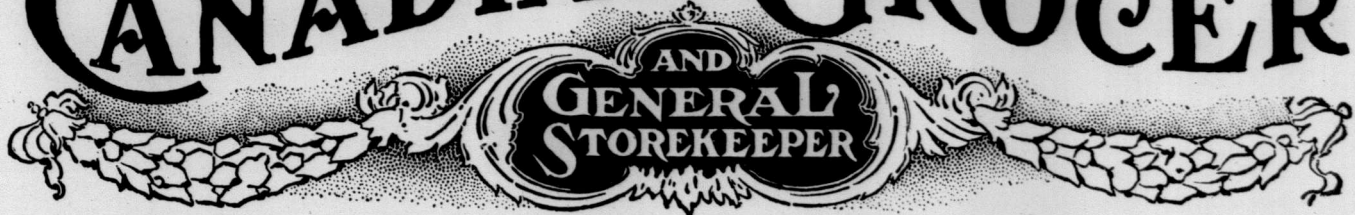


PUBLISHED EVERY
FRIDAY

THE

CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER



COLMAN'S MUSTARD



BEST ON EARTH

BISCUITS BISCUITS

Something Tasty and Delicious.

CARR & CO.'S



FINGER CREAM

MELTS IN THE MOUTH.

Original Cases or Sample Orders.

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

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

THE CANADIAN GROCER



The steadily-increasing sales of . . .

...MILLAR'S PARAGON CHEESE

prove beyond doubt its winning qualities. Suppose you are well supplied? If not, order some at once, and the demand for it will necessitate your handling it continuously.

Manufactured by _____

THE T. D. MILLAR PARAGON CHEESE CO.,
INGERSOLL, ONT.

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

OUR
CANS CANS CANS

CAN not be surpassed in point of
workmanship, material, quality.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

THE ACME CAN WORKS

Office and Factory: Ontario St. and Jeanne D'Arc Avenue.

Jas. B. Campbell.

MONTREAL.

William Pratt.

Symington's



**"Edinburgh"
Coffee
Essence**

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,

EDINBURGH and LONDON.

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

**If You Have
Money to Burn**

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "passbook" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:



If a Man Wants Credit

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

For Sale in
Canada by

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

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

“One Object
and
One Aim.”

You remember the old saying, “It is better not to have too many irons in the fire at once.” One thing well done is far better than a dozen carried but half way to perfection.

Captain Austin, manager of the Thistle Haddies Company's Factory at Digby, Nova Scotia, has followed in the footsteps of his father before him, and is acknowledged absolutely unsurpassed as a fish curer. His “one object and one aim” has always been to put up the very best fish in the very cleanest way—to cleanse them properly, to cure them properly, and to pack them perfectly.

Captain Austin has had but one iron in the fire at once—he has devoted a lifetime to doing just one thing and to doing that **well**. The result is that the famous

“Thistle” Brand Canned Haddies
Kippered Herrings
Digby Chicken

represent without exception the top notch of excellence in their various lines. The Thistle Haddies Company's Factory is the most perfectly equipped and the cleanest one of the kind on the Atlantic Coast. Its cleanliness is almost proverbial. The cast iron rules regarding the quality of the fish themselves bar out everything that falls below the standard that has made the name of “The Thistle Brand” famous everywhere.

The rich, natural, delicate flavor of the freshly caught fish is retained in its fullness in the “Thistle” Brand. It is the brand that connoisseurs buy exclusively. It is the “Thistle” Brand that “wins out” every time, because Manager Captain Austin has now and always has had but “one object and one aim” in life.

Arthur P. Tippet & Co., Agents,

8 Place Royale, Montreal.

23 Scott St., Toronto.

The Three

most important points which a grocer considers when buying a line of goods are Purity, Popularity and Profitableness. In order that the line be popular, purity must be the predominating feature, and then profits will result. These three strong points are the strongest combination in

Jonas' Flavoring Extracts

and which appeal most forcibly to the common sense of the dealer. Then, the housekeeper by using them has been educated to appreciate their sterling merits. She can absolutely depend upon their purity, richness and strength, which is so essential to the producing of satisfactory results in her cooking. Because they fill these three most important requirements is the best argument we can bring forth to prove they are the most satisfactory and profitable for the merchant to sell over his counters. If you are seeking pleasing profits and endeavoring to create satisfaction among those who deal with you, you will have a full line of Jonas' Flavoring Extracts on hand. We manufacture every flavor, among which are Vanilla, Nectar, Lemon, Raspberry, Strawberry, Pineapple, Banana, Orange, Apple, Pear, Blackberry, Cherry, Currant, Rose, Bitter Almond, Cinnamon, Nutmeg, etc., etc.

HENRI JONAS & CO.,
Manufacturers,
MONTREAL.

Clink, Clink, Clink !

Money, money, money—handfuls of nickles and dimes ! After all it's money that talks. And you haven't sent in for that trial order of an assortment of a thousand or more of my Cigars yet. Think of the money you've lost—the handfuls of nickles and dimes !

Rely on my judgment for the assortment I send you. You can rest assured that it will be all right, because I am after your permanent trade. Clink, Clink, Clink—think of the cash drawers under the Cigar counter and send in your order to-day.

J. BRUCE PAYNE, Cigar Mfr.,
Granby, Que.

The Famous Sterling Brand Pickles

THEY are no experiment. The grocer who, perchance, does not know these goods, can buy them with every safety and recommend them with completest assurance to his most particular customers.

- Made of the best grown Canadian vegetables, by thoroughly
- skilled methods, in Canada's
- largest pickle factory — and
- always give satisfaction.

T. A. LYTLE & CO.

124-128 Richmond St. West.

TORONTO

Further Testimony

From a Country Store.

WHAT THEY SAY ABOUT

F. C. WILLIAMS,
General Merchant.

Ridgeville, Ont., Sept. 2nd.

THE TILLSON CO., LIMITED, Tilsonburg.

I am in the country but keep good stuff, for I have a high-class trade. I always keep Tillson's "Pan-Dried Oats," and no other. I have people who send ten miles to me for their Rolled Oats.

F. C. WILLIAMS.

Tillson's Pan-Dried Oats.

THE TILLSON CO., Limited, TILSONBURG, ONT.

The reasons that

JAPAN TEA

has come into such popular favor with

THE DEALER

are because

It attracts trade by its excellent qualities.

It makes satisfied customers.

It is acknowledged by tea experts to be a tea of sterling worth.

It supplies the demand for a healthy, clean, invigorating, and pure tea.

Important facts worth consideration

R

that Japan tea is prepared from the finest leaves and buds.

The process through which it passes interferes in no way with its flavor or aroma.

Government inspection guarantees every pound being pure Japan tea.

You need never take chances of running up against a bad lot.

**JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.**

Trafalgar Chambers, Sun Life Building
Annex.

Tel. Main 4142. MONTREAL, CANADA.

RETAIL MERCHANTS!

You should always be on your guard when making purchases of goods in our line. **DO NOT ALLOW** wholesale houses to sell you inferior goods, on which they make a little better profit, when your customers **WANT** and **ASK FOR** articles we manufacture.

**GILLETT'S GOODS ARE THE
BEST AND MOST RELIABLE.**

GILLETT'S CHEMICAL WORKS

Established 1852.

LONDON, ENG. TORONTO, ONT. CHICAGO, ILL.

A CONVINCING PROOF

that

IVORY GLOSS STARCH

has caught the popular fancy is shown by the ever-increasing demand for it. Are you getting all the profit and business out of your starch department that you should? Is there room for improvement?

Try Selling Ivory Gloss Starch

and you will be well pleased with profits and your customers will be satisfied with it.

Manufactured by

THE ST. LAWRENCE STARCH CO.,

Limited,

PORT CREDIT, ONT.



WE MADE

An Emphatic Hit

when we advertised some weeks ago our intention of presenting all merchants who ordered **ONE HUNDRED POUNDS** of that excellently blended

Queen Alexandra Tea

with a handsome tea canister with three brass tea scoops. Lest you overlooked this exceptionally good offer, we would again draw your attention to it. A more attractive, useful or ornamental tea canister you could not wish for. The **QUEEN ALEXANDRA TEA** that goes with it has proven itself to be a veritable

TEA TRADE CAPTURER.

ASK FOR SAMPLES

THE "OZO" CO., Limited

Montreal

Finest Selected Valencias

In Primest Condition

While the sale of these during the past week or so has been exceptionally rapid, have still a fair stock left, which will go at the same low price. Order now while they last.

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



THE DOMINION BREWERY CO., LIMITED
 Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



Dollars and Sense

You will
 make
 them by
 selling



You will
 show
 it by
 stocking

Paterson's
 Sauce.

Paterson's
 Sauce.



Batty & Co.

ESTABLISHED 1834

LONDON.



OLIVES
 AND
 PURE
 OLIVE
 OILS.



INDIAN
 CURRIES
 AND
 CHUTNIES.

Makers of High-class

PICKLES
 OF
 ALL KINDS.



SAUCES
 OF
 ALL KINDS.

Buying, Handling and Selling Coffees.

ONE OF THE PRIZE ESSAYS.

By W. C. FORMAN (Coficus), Ingersoll, Ont.

FROM far-away Arabia, from some parts of teeming India, from the sunny shores of Africa in the distant East, from the lovely isles of Ceylon and Java in the still farther east and south, from Brazil and other countries in the great southern hemisphere of the western world, and from the beautiful isles of the West Indies, come to us the wondrous seeds or beans from which, after careful selection, roasting and grinding is brewed that nectar of the gods—coffee.

The records would seem to show that it is likely to Abyssinia or to Arabia that we are indebted for the introduction of coffee as a beverage. The knowledge of, and taste for, coffee spread but slowly, indeed. In time, however, it was introduced to the inhabitants of Constantinople, and coffee houses were established there. Later still, the people of France were favored with the knowledge of its captivating properties, and soon thereafter the olfactory nerves of the English were delighted with its aroma, and their palates tickled with its fine taste. Not long after coffee was used as a beverage throughout Europe, and from the Old World it ultimately found its way to the New.

The coffee plant or tree is in its natural condition an evergreen, growing to a height of 15 to possibly 18 feet, but in order that its seeds may be more easily gathered, under cultivation it is pruned and kept down to a height of from five to six feet, and its branches thereby encouraged to grow laterally. Its flowers are produced in clusters growing at the axils of the leaves and are followed by the fruit, which is a fleshy berry having an appearance like unto a small cherry, and when ripe is of a dark red color. Each fruit contains two seeds of a plano-convex form, of a bluish green color and of a hard, tough texture. These seeds, after being gathered and properly cared for, constitute the raw coffee, or green coffee as it is called, of commerce. A tree will bear from one pound to two pounds of these seeds in a year.

The berries, when mature, are gathered and conveyed to a suitable storehouse where they are pulped, thus freeing the seeds from their outside covering. They are then spread to dry, husked, winnowed, sized and hand-picked to free them from defective seeds. The coffee thus cared for is baled and is then ready for shipment.

THE SHAPE, SIZE AND COLOR OF SEEDS

all help to determine the commercial value of the coffee. Shape depends somewhat on which part of the plant the seeds are grown; size is often governed by the locality from which they come, and color depends on the degree of maturity when gathered—all of which points require consideration in wise buying of coffee.

Tough and hard as the raw seeds are, proper roasting changes them from green toughness to golden brown crispness. They contain a rich aromatic oil and a quantity of caffeine, which the process of roasting and grinding helps to free. The roasting of coffee is, therefore, a process requiring expert knowledge and entails exceeding nicety on the part of the roaster in order to produce uniformity of roast, and to stop the process

at the exact time in order to conserve the greatest amount of the essential qualities at their very highest condition.

From the foregoing it will be seen how much study, knowledge and care the successful buyer of coffee requires to possess and exert, as to the country of growth, shape, size and color of the coffee, the different flavors and strength, the wise blending in proper proportion, the best appliances for roasting and their skillful use in order to bring out the very best the coffee contains.

My idea would be that the seller of coffee would require to do a large business to make it worth his while studying and knowing how to get the best material, how to best blend the different strengths and flavors and best bring out their qualities through roasting. If his business is not large enough for this he must depend on this being done for him, by someone who does know.

The large majority of the retail trade will find they must depend on others for the selection and roasting of the coffee they sell. To those I would say, select several coffee roasters of well-known reputation, who have a character to sustain, and secure from them samples of their well-known or registered brands of coffee (asking that they be freshly roasted and unground), with their prices. Arrange these samples according to their different prices for comparison; take those of the same, or nearly the same price by themselves in competition, grind them separately and brew them at the same time that you may be able to decide on the blend which will best suit your trade. The object to be gained in selecting a registered or well-known brand is to be better assured that

THE STANDARD OF QUALITY

will be fully kept up—a most important factor in conducting a successful trade in coffee.

Having decided on the blend of coffee you intend to sell, state to the roaster the quantity you expect to require for your trade and secure the very closest price and best terms and then buy in quantities so that you may have fresh roasted coffee as often as you conveniently can. Arrange with your roaster that your coffee shall be freshly roasted before shipment, and when ready, packed in tins which help to exclude contact with the air.

Having outlined the means to be adopted in the wise buying of coffee, the next important question is, how best to handle the coffee after it is bought. This, also, requires thought, care, and attention in order that all the advantages of wise buying may be conserved and accrue in delightful coffee to the consumer and profit to the retailer. First, select and decide on a proper place to keep your roasted coffee. Any place will not do. Let it be a place that is perfectly dry and free from all taint. On receipt of your coffee see if it is not in tins, that it is placed in them. Have your reserve stock at once removed to its proper place, leaving a tin or two in a prominent place in your store.

SELECT A BLEND NAME OF YOUR OWN.

such as "Nectar," "Aroma," "Perfect," or any suggestive name whereby your coffee shall be known and distinguished from all others. Keep this name prominently before the public so that when the good qualities of your coffee become known, they shall be known under your name and consumers desiring this



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.

coffee will have to come to you for it, and competitors desiring to secure it will not know where to look for it, and all the advantage there is in the coffee will be yours.

Having selected a name, erase any name or the name of any firm of roasters which may be printed or painted on the tins in which your forward stock of coffee is kept or displayed, and display in good, bold letters, in their place, your blend name. Have your coffee mill in a conspicuous place in your store, and from time to time through the day, if not grinding coffee for your customers, grind a small quantity so that the delicious aroma might fill the store and tempt lovers of good coffee to try your blend.

Have special bags made for holding your coffee when you are selling it. On the bags have printed in conspicuous letters the blend name of your coffee and call attention to its many excellent qualities, thus keeping the name prominently before the people until in your town and section it becomes a household word.

The wisest and most careful buying and the correct and proper handling of coffee are a success only in as far as they prepare the way and help in the selling of it, they being but means employed with that end in view, and we shall therefore now consider how we may best complete the good work begun and sell the coffee.

PUBLICITY A SELLING FACTOR.

A most important factor in the selling of any article to-day is publicity or advertising and the question is, having secured the best quality of coffee at the lowest possible price, having cared for in the very best way, and having supplied the best means whereby it shall reach the consumer's coffee pot at the very height of its perfection, how shall we let the people know?

I would make use of that quickest and best of all means to reach the public, namely, the press, and would advertise my coffee under my own blend name, calling attention to its excellent qualities and its price, laying particular emphasis on the quality, but not forgetting the price. This I would do continually and persistently through the daily and weekly papers in order to reach all classes of the people. I would have printed and distributed from house to house, time after time, neat dodgers telling the same story of my good coffee, thereby trying to reach those who do not take the papers and to still further impress those who have already been touched by my advertisements in the papers. I would keep a number of these dodgers continually in my store distributed at different points so as to be within easy reach, and instruct my salespeople to place one of them with every parcel or lot of parcels going out from my store, so that the continual dropping might wear away the stone of indifference or opposition and help to place my coffee in all the coffee-pots of the town and district.

I would, as the opportunity offered, introduce, and have introduced by my salespeople, the merits of my coffee to customers coming to my store for other goods. If the introduction failed to make a sale I would ask permission to

ENCLOSE A SAMPLE.

requesting the customer to give it a trial and report the result, believing that far more can be accomplished in paving the way for future sales through this means than by indiscriminate sampling at the houses.

From time to time I would demonstrate to the people the quality of my coffee by having it properly made and daintily served at my place of business during special days, which I would have announced beforehand through the press and by dodgers distributed from house to house, extending a hearty invitation to all lovers of a cup of good coffee to call and enjoy the treat.

People who had not read my advertisements in the papers, who had been missed by the dodgers distributed at the houses, and who did not come to my store for other goods, giving me an opportunity to talk coffee to them, I would try and reach through my show windows by making from time to time

WINDOW DISPLAYS OF COFFEE.

showing possibly the green coffee, roasted coffee and ground coffee, or maybe sometimes coffee and the coffee mill, or, again, a coffee set spread for breakfast, or an afternoon coffee. In all cases I would use a neat, attractive card, or cards, calling attention to my special blend name and some of the excellent qualities of my coffee.

And so by making use of every means, taking advantage of every opportunity and keeping continually at it I would advertise, talk, introduce, sample, demonstrate and display my coffee until all the people knew of its existence and its good qualities, and those who appreciated a good thing were using it and I was successfully selling coffee.

WILL USE CUBAN SUGAR.

Press advices received from New Orleans, La., said: "It was made known recently that The Gramercy Sugar Co., owning the Gramercy refinery, just above New Orleans, and which is composed almost entirely of New York capitalists, had decided not to refine the Louisiana sugar crop in future, but to bring all the raw sugar used in the refinery from Cuba. To that end, it has just purchased for \$3,000,000 the Constantia plantation of 65,000 acres, near Cienfuegos. The plantation produced 50,000,000 lb. of sugar just before the troubles in Cuba. The Gramercy company hopes to increase the production, and the raw sugar will be brought to the Louisiana refinery and refined here."

SO FAR notwithstanding the enormous **SUGAR** demand we have been able to promptly execute our orders.

We are still in a position to make shipments of all orders same day as received.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario

TO IMPROVE YOUR EYESIGHT

You ought to have a look at our new Japan Tea to retail at a quarter. It's a beauty all right. Knocks direct imports silly.

Just imagine, **XXX VINEGAR, 18¢**, and selected **RAISINS, 5¢**! There is nothing wrong with the quality, either. Try us by mail.

JOHN SLOAN & CO., - - TORONTO.

The First Gun Fired —

We Struck the Bulls-eye

New Season York Peels

now in store

ORANGE, in 7 lb. Wooden Boxes, drained
ORANGE, in 7 lb. Tins, - - drained
LEMON, in 7 lb. Wooden Boxes, drained
LEMON, in 7 lb. Tins, - - drained
CITRON, in 7 lb. Wooden Boxes, drained
CITRON, in 7 lb. Tins, - - drained



*These are the most satisfactory PEELS that come to Canada, profitable to the Retailer, pleasing to his Customers.

New Selected Valencias
due about 16th.

James Turner & Co.

Wholesale Grocers

— HAMILTON.

**GOAT
TEA
1901.**

Our Famous "GOAT" Brand Japan Tea just arrived.
Packed in half-chests, boxes and caddies.
All orders holding will be shipped immediately.

QUALITY BETTER THAN EVER.

**Thos. Kinnear & Co., Wholesale Grocers,
49 Front St. East, Toronto.**

CANADA AT GLASGOW.

THE Scottish Trader, Glasgow, in its issue of August 24 gives a good deal of space to Canada and her exhibits at the Glasgow Exhibition. From the article, on the front page of which is a cut of Mr. W. D. Scott, the Canadian Commissioner, the following is an extract :

" Food in Canada is abundant and to spare. There is no struggle for it as here in the old country, and consequently Canada does already a very large trade in exporting food. At the exhibition held thirteen years ago Canada occupied one of the courts, and since that time illustrations have not been wanting, especially at all agricultural gatherings, to prove that the resources of that great colony are almost unlimitable. The Canadian Government have spared no expense. They were admirably supported, and their scheme has been well carried out by their commissioner, Mr. W. D. Scott, who has had the loyal support of a large number of representative men. There is no doubt, even after a cursory glance at the fruits of the field displayed, that farming, in the widest sense of the word, is the great industry of Canada. Everything is in favour of the production of food. Those two essentials—especially the soil and the

climate—are of the very best, while products of exceptionally fine quality are raised in farm, garden, orchard and vineyard, with comparatively little trouble. Then the seas, lakes and rivers swarm with fish. To the credit of the Canadian farmer, be it said, he has thoroughly appreciated his many privileges, and has been quick to adopt every new method and every approved implement or hint that science has suggested. He has taken advantage of the improvement in the transport service, while the tinning of goods and cold storage has given him a practically unlimited market for the disposal of his goods. Further, large areas are well adapted for dairying, and travelling schools are in existence in order that practical instruction may be given in butter-making and the handling of milk."

CATALOGUES, BOOKLETS, ETC.

The Toronto Globe has issued a folder on "How to See Toronto in a Day." The front page shows a section of the city hall and its tall tower, and throughout the folder is prettily illustrated with views of places of interest. A map of the city, a street index and a street railway time table are features which greatly increase its usefulness. Merchants visiting the "Queen City" will

find the folder helpful, and they should try and secure a copy.

A WINDOW-DRESSING BOOKLET.

A striking feature of the development of the art of window dressing is the attention now being paid to it by manufacturers. It has been recognized by many dealers that one of the most forceful methods of winning attention to their goods is by displaying them prominently and attractively. In order to interest their customers in displaying their soap, Lever Bros., Limited, have issued a booklet containing a score of cuts engraved from photographs of first-class display-windows. The matter of window dressing is also gone into comprehensively evidently being written by a window-trimmer of experience. The work is, from cover to cover, thoroughly high class, and should be of material assistance to grocers who desire to make attractive displays of such staple articles as soaps.

The grocery store of Mrs. Foster, St. John, N.B., was broken into at an early hour Sunday morning and \$1.90 taken from the till. The party who did the act smashed in a large pane of glass and thus effected an entrance. Some articles were also removed.

FALL IMPORTATIONS.

**Roquefort, Gorgonzola, Edam,
Gruyere (Swiss), English Stiltons, etc.**

We import nothing but the best, and our prices are right. Get our quotations.

A. F. MacLaren Imperial Cheese Co., Limited - 51 Colborne Street, Toronto.

IN STORE

NEW SEASON'S Y. HYSONS.

SEE OUR TRAVELLERS' SAMPLES.

THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

TORONTO RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Toronto Retail Grocers' Association, which was held on Monday evening in St. George's Hall, was well attended, and proved to be a lively, interesting meeting. President Panter occupied the chair.

Mr. F. Lyons, Queen street, was admitted to membership.

Secretary McKinnon reported that at the meeting of the city council on Monday next the early-closing and trading-stamp by laws would come up for their second reading.

J. S. Bond suggested that as this is the critical time for these by-laws it would be advisable to secure some one member of the council to champion them. It was moved by F. W. Johnson, seconded by T. Holmes, that W. J. Sykes ask Ald. Urquhart to look after the interests of the trading-stamp by-law, and that President Panter and D. J. Kelly be empowered to secure a champion for the early-closing by-law. It was also decided that each member of the association should make it a point to see what members of the council he knew personally, and to use every legitimate influence to secure their support to the two by-laws.

The secretary also reported that the chief of police had written the city council for instructions regarding the fruit vendors about the Customs House on Yonge street. The chief believes that these vendors have not the legal right to use the space on the sidewalk they now occupy, and he has asked the opinion of the council regarding the matter. On motion of F. W. Johnson, seconded by T. Clark, the secretary was authorized to send a letter to the council expressing the hope of the association that these fruit vendors be prohibited from taking up so much of Yonge street and making that important entrance to the city so dirty and unattractive.

D. W. Clark moved, seconded by F. W. Johnson, that the secretary be instructed to write the Minister of Agriculture, asking for a more thorough inspection of fruit in Toronto. This motion won unanimous approval, as practically every member of the association had suffered considerable loss during the season from buying fruit which had been filled in with inferior fruit and faced with a first-class article.

Another grievance which was discussed was the length of time the fruit market was open. The opinion was unanimous that there should be no market in the afternoon, as the grocers could not attend both morn-

ing and afternoon markets, and were under a serious disadvantage on that account, as after the grocers had gone, the balance of stock on the market was cleared out to peddlers at reduced prices. This matter will likely receive further attention before the beginning of next season.

The secretary reported that, as the Industrial Exhibition authorities had not got through removing goods from the Exhibition grounds, the race-track there could not be secured for the association's horse races.

R. B. Snow moved, seconded by R. Robertson, that the horse races, the quoit match and the relay match be postponed till a week later, Wednesday, September 18.—Carried.

D. W. Clark moved, seconded by W. J. Sykes, that the return baseball game between the association team and the wholesale fruiterers' team be played on Wednesday on other grounds than Exhibition Park.—Carried.

Alexander Boyd, tea merchant, Alexandria, Ont., dropped dead at the Exposition Grounds, Buffalo, on Wednesday of last week. Mr. Boyd was 43 years old. He was married, his wife and three children surviving him.



New Goods Now Ready.

We are booking orders for Fall shipment of new goods for

Upton's Jams and Jellies.

Highest quality obtainable.

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



DO NOT SLANDER FELLOW CLERKS.

ONE of the worst things that can happen in a grocery store is jealousy among the clerks. In stores where half a dozen clerks are employed, and you find one man engaged in the dishonorable act of trying to oust another from his position on account of some wrong or fancied injustice, you have one of the most undesirable places for any man to be employed. My associations have been among young men in the grocery business. From my experience, I do not think them any worse than any other class of young men, but where there are men employed you will always find some full of plots and schemes for advancement and preferment generally, ever forgetful of the truth that the man who plots another's downfall is preparing for his own end. Every person who voices innuendoes and hints of wrong about another blackens his own character. For a time, he may seem to succeed, but the end is sure and certain—his own downfall. If you work in a store, I beg of you, speak ill of no one, and do not give credence to idle tales about others. Don't repeat stories about your fellow worker, even if you know them to be true. They may hurt him, and are sure to do you no good. If someone has spoken ill of another, do not be so foolish as to hope to curry favor by telling him of it. The tendency will be to embitter him towards that person who spoke ill of him, and thus create friction and trouble.

A clerk should never try to "stand in" with the "boss" by giving him reports of the doings and sayings of other clerks in the store. No man can ever succeed who hopes to get a better position by defaming or dragging down the reputation of another. There is only one way to win, and that is to do your work well. Speak ill of no one, not even as a matter of truth. Any other course leads a man astray from the path of advancement, morally, socially and spiritually. Let us be careful of what we say of others, for, as Bishop Begum said: "No man applies an epithet to another that cannot with equal truth be applied to himself."

A QUESTION OF REFERENCES.

"A.C.T." writes: Am leaving my present position to try and get a better one. Should I ask for a letter of reference, or do they carry any weight with a man looking for a clerk?

Certainly, have a letter of recommenda-

tion. The average merchant will pay attention to a letter from another merchant or a former employer, but not so much from a minister or a local politician. I have seen boys who, when they started out to look for a position behind the counter, had a string of letters from men engaged in law, politics and religion, whose opinions may be all right on other subjects, but certainly do not weigh with the man looking for a clerk. A few terse sentences from a former employer when you start to look for work will be very helpful to you in securing a place. Be clean, and respectful in your manners. Don't go in to see a man regarding a situation and be smoking a cigar at the same time. Have your smoke afterwards. I am not aware if you smoke, but I had a young friend who failed to get a situation a short time ago on that account. I do not want any other boy to make the same mistake. Do not expect too much on the start, but try and work up. Positions worth having want competent men who are able and willing to more than earn their salary. I hope you will soon obtain a position and shall be pleased to hear from you again.

ARTICLES "JUST SOLD OUT."

"McB." writes: Why do customers ask more frequently for an article when you are "just sold out?"

I don't know why, but it's so, and it always was a puzzle to me. The customers seem to know intuitively by some sort of mind reading that a particular line of goods is sold out, and for pure contrariness they must necessarily inquire if you have it, just to aggravate. There seems to spring up an increased demand, or it may appear that way, simply because the goods are not in stock. However, I have very frequently noted that inquiries come in when goods were out of stock much faster apparently than when you had them in stock.

OLD GOODS AND STOCK-KEEPING.

"A.O." says: I enjoy your column. Why don't you tell your clerks to sell their old goods first, instead of the new? The average clerk is not careful about the keeping of stock.

I think you are the man to tell your own clerks this. They will do it if you ask them. The selling of new stock is the outcome of their desire to serve their customers with the best and freshest goods.

At the same time, your interests must be considered, and you have a right to insist that they shall do as you say. I agree with you that unless a clerk is continually reminded by his employer he is often not careful about stock-keeping, which is equally important with stock-selling. It is the duty of every merchant to see that his clerks are careful to allow no goods to accumulate through neglect. This usually happens when goods are placed in out-of-the-way places. Then they become forgotten or overlooked, and as a result are injurious to the trade or worthless. No stock requires more constant watching than the stock of a retail grocery. When constant vigilance is exercised losses can be kept down, but where there is neglect money is very easily lost. A clerk is a valuable man to his employer just in proportion as he saves stock (which is money) for his employer.

A CLERK AND HIS WAGES.

"Charles" writes: A friend of mine, a grocery clerk, was owed a considerable sum of money by his boss, who was very "hard up." Finally, he was given some slow accounts to collect, and retain what was coming to him out of the proceeds. After repeated calls he has placed these accounts in court, and his customers and employer are down on him for so doing. Do you think he was justified?

Why, certainly he was! That was the only thing to do under the circumstances. It is hard when one has to get his wages in such a way. He should not have tried to get his money in this manner. It is all right for him to try and collect these accounts, but his employer should assume all the responsibility of such actions as may be required in order to effect collections. The influence of such proceedings is sure, under these circumstances, to be detrimental to the business.

M.B.—One can easily be too familiar with customers. Talk strictly business until they have been waited upon. Then, if you have a moment to spare, you may be social, but always place business first. Show your goods quickly and politely and be ever-ready to help your customer with a suggestion. Remember their likes and dislikes. They will appreciate this on your part. People, as a rule, are not attracted by too much gush and social talk on the part of a clerk. It is his business to sell goods first, last and always, and one can be friendly without being too familiar. You must know your customers thoroughly. One man may appreciate being called by his first name and another would resent it, so try and be wise in this and discriminate.

McKay Bros., grocers, Georgetown, have greatly improved the appearance of their store by installing a plate-glass front.



Imperial

WHITE WINE VINEGAR

WITHOUT A DOUBT—the highest quality produced—this statement is made in all confidence and without the slightest hesitancy as to its being borne out by the peculiar and distinctive merits of IMPERIAL.

High-class vinegar should be perfectly clear—no sediment—no yellowish tinge, full standard strength and uniform. IMPERIAL is all this, and more—it has a delightfully smooth, pleasant flavor, and as a keeper of pickles is without a competitor. It stands in a class by itself.

Remember the name---IMPERIAL.

HIGH-GRADE ONLY

“THISTLE” BRAND

/ TOMATOES / CORN / PEAS / BEANS, Etc. /

GUARANTEED SECOND TO NONE.

Brighton Canning Co.,

=

Brighton.

A Live Business

demands the best goods—goods that please where introduced, and advertise themselves. If you do not already handle “Kent” Baked Beans, you are missing a live article—one that sells on sight. Put up in large flat cans, to retail at 10c. They are the best article of the kind put up in Canada. Have you stocked them?



THE KENT CANNING CO., LIMITED, CHATHAM, ONT.

THE PEACH CROP.

THE difficulty of computing the size of the peach crop of Ontario is well illustrated by the developments of the past week. Ten days ago, it was freely stated and generally believed that the peach crop of Ontario was considerably smaller than usual. Towards the end of last week, a report was sent forth from Essex county to the effect that the crop in that section was much larger than an average one. This statement was immediately followed by a despatch stating it to be erroneous, and reporting that, while the crop in that section is fully up to the average, it is not larger than last year.

This week, the receipts of peaches in the Toronto market from the Niagara district have been so large that Toronto fruit dealers unite in the opinion that the crop in the Niagara district, while not being as large as last year, is better than was expected, and is not a great deal below an average crop.

The indications at present are that the total crop, while not being quite an average one, is large enough to supply the ordinary demand without much increase in prices, either for the fruit in baskets or in cans.

ENCOURAGE THE YOUNG MEN.

THE following, signed by "Canadian," appeared in Monday's issue of The Ottawa Journal:

"For 20 years I have been looking out for some one to explain adequately the causes of the emigration of our young men. The quantity of humbug I have been forced to read on the subject during that time accounts for at least half of my grey hairs.

"Mr. J. W. Patterson's article in Saturday's Journal is the first honest attempt to gain insight into the mystery that has come my way. I could give you a number of instances which corroborate Mr. Patterson's argument. Mindful of your space, let two suffice. Let us name the persons A and B. A was in business in New York. He had gone there after failures to get capital for an enterprise in Canada. (This enterprise, by the way, was subsequently carried out by rich men and has succeeded.) A had an interest in the New York concern acquired by his ability and industry. Family reasons necessitated removal west. The head of the concern, after vainly urging him to stay, consented to buy him out. A was let to name a fair price for his share. Next day he got a cheque for double the amount.

He was given a letter of introduction to a western capitalist in the locality of his new home. The western man at once acted on the letter and intrusted him with an important mission. He carried this out so well that within a year he cleared, as his share of the profits, \$15,000.

"Consider B's case. Like a prudent man, he left Canada without first trying to get capital for any enterprise. When I knew him in Chicago, 10 years ago, he made a modest living as a teacher. He did some casual work for a railway magnate. His energy obtained him more. He was given opportunity to work for himself as well as his employer. There are not to-day in Ottawa 10 men as rich as he. Neither A nor B is yet 40 years of age. Neither is what you would call an exceptionally brilliant man; just possessed of average sense, honesty and industry. Without the 'leg up' which they got from perfect strangers they would be in the United States what they were in Canada, obscure clerks on a pittance. I know a considerable number of young employes of rich men in Canada. Not one, to my knowledge, is encouraged to do well for himself outside his employment. In fact, if any tried to do so they would be dismissed.

"Let Mr. Patterson continue his researches. He is on the right track. This persistent talk of our small market, our colonial status, our climate, our politics, etc., to account for emigration, is overdone. A more potent cause is the timidity and the selfishness of a large majority of our moneyed men."

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.

THE American Chiclé Co. have discontinued the sale of premiums with the Adams "Tutti Frutti" brand of chewing gum. The 80 per cent. profit which the dealer gets on this brand of gum was the most solid premium possible the Chiclé company could think of to give to the trade.

W. H. Gillard & Co. have a full line of fruit jars in stock.

John Sloan & Co. report big sales of "Kincora" Ceylon tea last week.

Lucas, Steele & Bristol offer both dates and figs in pounds and halves.

John Sloan & Co. have a good stock of olives both in bottles and kegs.

"Dragon" seeded Californian raisins are being offered cheap by Lucas, Steele & Bristol.

Warren Bros. & Co. have taken into stock a shipment of Goyer's "Maple Blend"

syrups in quart cans. The article is a blend of fine New Orleans molasses and maple syrup.

W. H. Gillard & Co. state that they are offering exceptional value in finest selected Valencias.

Bottling wax may be procured from Lucas, Steele & Bristol, also pickling spice in pretty sugar bowls.

A. F. MacLaren Co., Limited, have a few boxes fine old white cheese, September 1900 make, to offer.

Scotch red herrings, 100 in a tin, are in store with Lucas, Steele & Bristol, also Scotch herrings in tomato, shrimp and bloater sauce.

"Tea Rose Drips" is the name of a syrup in tins which The Imperial Syrup Co. is putting on the market. The Toronto agent is The A. F. MacLaren Co., Limited.

Since giving up the premium business, The American Chiclé Co. report greatly increased sales on their big brands of chewing gum. If Sir Thomas Lipton's Shamrock II. is as fast a sailor as Adam's "Tutti Frutti" is a seller, the cup race is all over but the shouting.

A FORTUNE IN CAMELS.

A FEW years ago a young fellow came to Topeka looking for a job, says Merchants' Journal. He thought it would be a great thing for him if he could get into the railroad offices as a clerk, but all the places were filled and he had to give it up. Then he went back east and went on the road as a commercial traveller. There was a Dutch confectioner in the Pennsylvania town where he made his headquarters, who had invented a particularly luscious caramel, and the young fellow who failed to get a job as a railway office clerk, sold the caramel as a side issue. He found that the bit of confectionery was a heavy seller and the Dutch baker concluded that the commercial man was making too much money on the deal. He shut off on his contract with the young fellow and undertook to sell his own caramels, but failed to keep the custom that the young fellow had worked up. Then he sent for the commercial traveller and proposed to sell him half the business. The price was \$39,000 and the young fellow hadn't a dollar. He bought the half interest on time and went on the road for the firm at a salary. In three years he had made enough out of his share of the caramel business to pay for his interest. He and another man bought out the other half interest, and in a few years had paid for that out of the profits of the business. Then he commenced to work up a consolidation of the caramel business of the east and has nearly accomplished it. His holdings in the consolidated concern are worth nearly half a million, and his earnings per year amount to upward of \$30,000. If he had secured a job in the railroad offices in Topeka the chances are that he would have been a clerk to this day, and a judgment against him would not have been worth a cent. It is mighty lucky sometimes to get turned down.

CURRANTS * FOR PROMPT SHIPMENT.

FANCY "BLUE PEARL" CURRANTS.—QR. CASES, 40 LBS.

THESE ARE THE FINEST FANCY CURRANTS IMPORTED.

ALSO OUR WELL-KNOWN BRANDS, "MOREA" AND "KALAMOS:"

THESE ARE THE STANDARDS OF CLEANED AND STEMLESS CURRANTS.

OUR QUOTATIONS WILL INTEREST YOU—WRITE FOR SAMPLES AND PRICES.

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

RICE FIELDS FLOODED IN CHINA.

Under date of Shanghai, July 25, 1901, United States Consul General Goodnow reports that the most disastrous floods are prevailing in the valley of the Yangtze River. He understands that they are the worst known by Europeans in that valley. All the towns in the neighborhood of Wuhu and Kiukiang are to a large extent under water. The farms, especially the rice-growing region about Wuhu, are so completely flooded that there is no hope for the crop this year. In addition to this, thousands of people have been drowned and

unknown numbers rendered homeless by the overflow. The stoppage of trade is very serious. Not only is the local trade paralyzed where the flood exists, but the river is so far beyond its banks that navigation is difficult and dangerous. It is reported that five large river steamers plying between Shanghai and Hankau are out in the fields in different places. The destruction of the crops in vast regions, and particularly the probable destruction of the rice crop in the region of Wuhu—the great rice-exporting centre—will probably add famine in the Yangtze Valley to the other difficulties besetting the Empire.

CUMULATIVE RESULTS OF ADVERTISING

The advertising of to day or to-morrow cannot be fully accounted for by the sales of the day or the week, remarks an exchange. Returns often come in long after the appearance of any one advertisement. It is these belated returns which make up what in advertising parlance is known as the cumulative results. In the course of time they grow to such proportions as the after circumstances warrant. Thus, the mail-order advertiser who makes his advertising pay from the time his business is well launched—or started—may expect future returns to increase gradually as the cumulative effects of his advertising begin to appear.

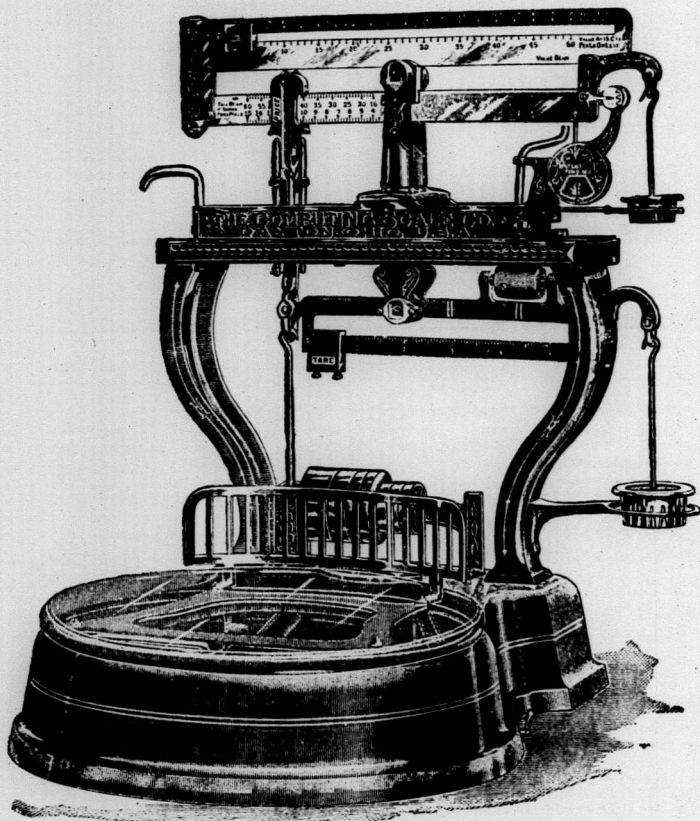
Off His Guard.

One Monday morning bright and clear
 In a grocer's shop not far from here
 A traveller entered with his grip
 And on the counter he did sit.
 "In the list of births the other day
 I see a son and heir has come your way
 Now as you're getting low on gum
 Buy it with a baby jumper, just for fun."

The grocer had a big broad grin
 'Twas his very first child—the image of him
 And it tickled his pride and vanity too
 For the neighbors were fooled—they predicted two.
 "Oh, I guess you had better send one along
 "See it's a good one—well made and strong".
 (To the brand of gum he gave never a thought
 'Twas the jumper alone he really bought.)

The jumper and gum arrived in time—
 The surprise to his wife was simply sublime.
 "You dear old sweetheart" she fondly said
 As she kissed his cheek and stroked his head,
 "I saw one down town the other day
 "But considered two dollars too much to pay."
 The surprise on his face was not so sublime
 As he turned the two dollars around in his mind.
 " 'Twas listed at five, now just let us see
 "What that baby jumper did really cost me.

"Invoice six fifty plus the freight
 "The traveller said gum would sell for eight.
 "I could buy the gum in the regular way
 "For three dollars and fifty-five cents we'll say.
 "The jumper then cost two ninety five
 "Without the freight—I've been skinned alive.
 "My trade demands these popular brands
 "Tutti Frutti and Beeman's and Whites' Yucatan."



On Guard.

King System sat from morn 'till night
Perched on the counter in the light,
Where he could see his subjects work
And keep a tab on every clerk.

He made his edicts strong for all,
That a fractional pound, no matter how small,
Had its value; and, as King of Weight,
He annexed it to his vast estate.

His subjects—well, they learned at last,
That days of waste, and loss had passed.
They learned to love their King; and he
Always maintained strict equity.

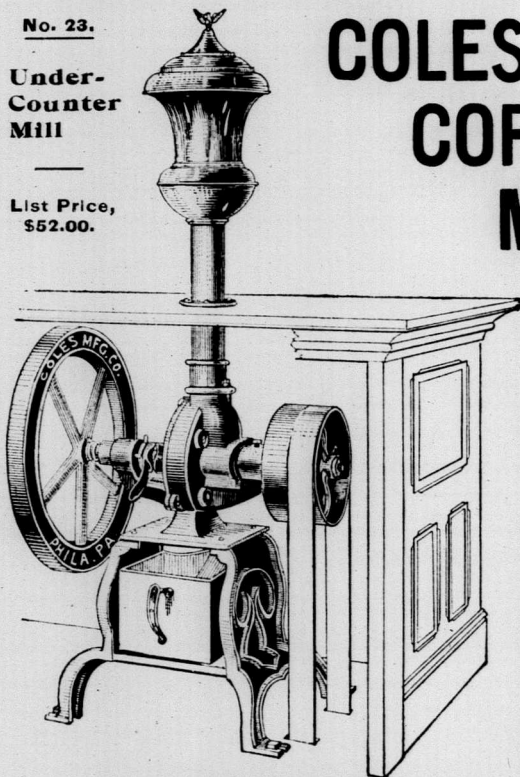
The Computing Scale Company DAYTON, OHIO.

Money-Weight Scale Co., No. 47 State st., Chicago, Ill.
E. E. Meeker, No. 52 Franklin St., New York, N. Y.
J. B. Poirier, Dist. Agent, No. 1662 Notre Dame Street,
Montreal, Que., Canada.
L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto,
Ont., Canada.
White & Ecclestone, Dist. Selling Agents, Vancouver, B.C.

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Cof-
fee.

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

**A GREAT
LABOR-SAVER.**

Our Grinders
wear longest.

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

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

Rowntree's

Chocolates and Pastilles

The "Court Circular" says of the Chocolates:

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says:

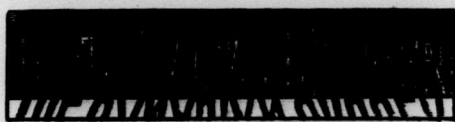
"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by
the manufacturers of

Elect Cocoa and Elect Lemonade.

Agents for Canada:

For Quebec, Ontario and the Maritime Provinces:
MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.
For Manitoba, Northwest Territories and British Columbia:
THE HUDSON'S BAY CO., WINNIPEG.



President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

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

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MANCHESTER, ENG. 18 St Ann Street,
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WINNIPEG Western Canada Block,
J. J. Roberts.
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NEW YORK 176 E. 88th Street.

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

A DEPRESSED CHEESE MARKET.

THE cheese market is at present in a precarious condition. Although values range from 2 to 2 3/4 c. per lb. below those of last year, the English demand is decidedly flat, and there are many pessimists who fear that the depression which has set in will prevail throughout the fall season.

On the other hand, it would seem that it would not take much to place the market in a better shape. To date Montreal shipments of cheese are about 326,000 boxes behind those of last season, while the American decline brings the amount up to 400,000 boxes. This falling off amounts to about 30 per cent. of the total shipments from the United States and Canada. As yet the English demand is rigidly confined to actual wants, and has been so for weeks. It is now estimated that there are at least 400,000 boxes held in cold storage in Montreal awaiting a profitable turn of the market.

The trouble seems to be that the Englishmen are not anticipating their future wants as they generally do at this time of year. The policy proved disastrous last year and

they are evidently afraid to make the venture again, at least under present conditions.

Very little June and July cheese is now moving, and the reason is not far to seek. They cost, on the average, 9 1/2 c. at country points, so that 10c. would have to be realized to let them out. This is equivalent to 47s. or 47s 6d., while fresh August goods are being sold at 46s. Considerable dealing is going on in Quebec goods at 8 1/2 to 8 3/4 c., and, at present, the best Ontario makes cannot sell over the wire at more than 9c. How buyers can afford to pay 9 to 9 3/16c. at country boards is a mystery. But they keep on doing so.

They must be depending upon statistical proof of better times ahead. There is a marked contraction in England on account of the drouth experienced in July and August, and the same circumstances must affect the output here. In addition, many factories have lately turned from the production of cheese to the manufacture of butter, which must also limit the Canadian output this fall. Reciting these facts, The London Times calculates that cheese must be dear next season. Certainly, if there should be a continuance of the usual consumption in England, the demand ought to come soon and with it better prices. But the question is: Has John Bull's consumption fallen off this year?

LOOKING AFTER WEST-INDIAN TRADE.

PICKFORD & BLACK, Halifax, advise THE CANADIAN GROCER by letter that they have recently established a bureau on each of their ships running to Bermuda, Barbadoes, Trinidad and Demerara for the distribution of literature about Canadian industries.

Manufacturers who have any printed matter relating to their products would do well to send a few hundred copies to Pickford & Black. There is a large trade to be done in such lines as flour, butter, cheese, oats, hay and other farm produce, biscuits, confectionery, boots and shoes, lumber and other manufactured goods, and with the steamship connection now established between Canada and the countries to the south, our people should avail themselves of the opportunities to enlarge their export trade.

CANADIANS AND MR. MCKINLEY.

CANADIANS have not pleasant recollections of Mr. William McKinley as a politician. The United States tariff of 1890 which bears his name had some of its armament directly and designedly pointed against Canada. And although the results were more to our good than to our injury, on account of the energy it caused us to develop in regard to British trade, it has not by any means caused us to fall down and worship the tariff which Mr. McKinley and his fellow Congressmen set up in 1890.

But when the hand of the assassin laid him low the hearts of Canadians were scarcely less deeply touched than those of President McKinley's own people. Nowhere was indignation more pronounced than in Canada, and nowhere was there a more unanimous wish expressed that lynch law had not settled with the cowardly assassin before the recognized law of the United States had taken possession of him.

The people of the United States and Canada may not, perhaps, be brothers, but they are cousins, and a crisis like the present reveals it.

Whatever Mr. McKinley was in 1890, his course as President of the United States has greatly softened the feelings of Canadians toward him. He never acted the part of a Grover Cleveland, and in his two Presidential election campaigns the sympathy of the great majority of the people in this country has been with him. Now, when his life is in grave danger, and the nation stands trembling, Canadians feel almost as deeply as if they were direct sharers in the trouble which overshadows the neighboring republic.

THE SITUATION IN CURRANTS.

The currant market in Greece is about 6s. below the highest point; but prices now seem to have settled down, for the time being, at least, at the present basis.

There is a feeling, evidently well grounded, that the shippers in Greece have been unduly holding the market up. A good many buyers in Canada have consequently been holding off. Now, that prices have been reduced to a lower level, they have shown more disposition to operate, and some fairly good orders have been cabled from here during the past week or two.

WILL THERE BE RECIPROCITY ?

IT was significant that the day before President McKinley was shot he should have made a speech that attracted world-wide attention. We have reference to his speech on reciprocity.

The importance of the speech lay in its strong advocacy of the principle of reciprocal trade with the outside world.

"In these times of marvellous business energy and gain," he said, "we ought to be looking to the future, strengthening the weak places in our industrial and commercial systems, that we may be ready for any storm or strain. * * * We must not repose in fancied security that we can forever sell everything and buy little or nothing. * * * The period of exclusiveness is past. * * * Reciprocity treaties are in harmony with the spirit of the times; measures of retaliation are not."

For some months the commercial world has had an inkling now and then that the views of Mr. McKinley in regard to the commercial policy of the United States had become greatly modified since he, 11 years ago, launched the famous tariff bill which bears his name. And his utterance on Friday last more than confirmed these inklings.

Mr. McKinley, although President of the United States, is still a politician. And not only that but he is the high priest of the system of national trade exclusiveness which he himself acknowledges has served its day. Coming then from such an authority, it is folly to attempt to attach no importance to Mr. McKinley's new profession of faith.

It should also be remembered that Mr. McKinley is not alone in this matter. As we pointed out the other day the Chambers of Commerce of Boston, Chicago and other places; the National Manufacturers' Association and the Business Men's Association of New York have all recently passed strong resolutions in favor of reciprocity. Only the day before the President made his speech the Executive Committee of the National Association of Manufacturers, at a meeting held in Philadelphia, passed a resolution calling for a national conference on reciprocity and appointing the officers of the association, with others, to be a com-

mittee to make arrangements for the same. Then the platform of Mr. McKinley's own party in Iowa contains a plank favoring "such changes in the tariff from time to time as became advisable through the progress of our industries and their changing relations to the commerce of the world."

A strong sentiment in favor of reciprocal trade with foreign countries is undoubtedly developing in the United States. And the recent speech of President McKinley is a reflex of it.

We do not believe that this conversion to reciprocity is born of sorrow for the sin of exclusiveness, which has been so strongly characteristic of the United States during the past decade. What it is more probably born of, is the threatened danger of retaliation by the foreign countries whose markets they desire to possess. "The period of exclusiveness is past," simply because the business men of the United States are awakening to the fact that it does not pay to perpetuate it.

To be convinced, however, "that the period of exclusiveness is past," and to be at the same time seized of the true underlying principles of reciprocity are two different things. To be candid, we do not believe that the people of the United States have yet become sufficiently educated in this particular. At any rate, if they have they must have made wonderful progress since the days when reciprocity with the United States was a desideratum which Canada sought with more earnestness than wisdom.

We fear that the reciprocity the majority of those in the United States are craving for is still somewhat of the jug-handled description. Until fruits more meet for repentance are shown than those yet exhibited, we do not look for many practical results from the new policy of President McKinley and others who are pulling with him in the same boat.

The subject is made all the more interesting to Canada from the fact that the Industrial Commission, which has for a year or more been investigating the trust question in the United States, has just made public the text of a statement on the subject of reciprocity with this country, in

which it is asserted that Canada, considering her population, is the best customer the United States has in the world, but "that we are in danger of losing this important market because of our indifference and short-sighted independence. Last year," continues the text, "Canada purchased American goods to the value of \$17.50 per capita of her population, while the United Kingdom, which is our next largest purchaser, took but \$13.25. Germany took \$3.60; Argentina, \$3; Mexico, \$2.65; France, \$2.15; Italy, \$1.10; Japan, 70c.; and Brazil, 60c. The 6,000,000 people of Canada purchased of us last year more than the 60,000,000 people who live on the American Continent south of the Rio Grande."

The merchant who has not the courage of his own conviction is not likely to make much of a mark in the commercial world.

PRICE OF LARD ADVANCING.

REVIEWING the lard situation a month ago, THE CANADIAN GROCER ventured the prediction that stocks of lard might again show another increase this month, as the high prices being paid for live hogs would bring all available supplies to market, but that in September arrivals would again fall off and the market would be firmer than ever up to December.

The certainty of a stiff fall market for hog products has revealed itself even sooner than we expected. Instead of stocks of lard held at world's ports increasing during August, they have decreased from 229,029 to 208,259 tierces, a decrease of about 21,000 tierces. Stocks are over 50,000 tierces below those of last year and little more than one-third of what they were reckoned to be on September 1, 1897.

Canada still feels the stringency. During the past month there has been a fairly heavy demand for lard and prices in Montreal have advanced from ½ to 1c. per lb., pails now being worth \$2.35 to \$2.45. At the same time compound lard is affected and prices have scored an advance of ¼c. per lb.

At present the outlook is for a still stronger market. In spite of the high prices of hogs, the farmers are not marketing them freely and packers are compelled to pay \$7 to \$7.50 for good live hogs.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

PPRIVATE mail advices from Jamaica report the outlook for the coming crop of oranges as being very fine, with estimates placing the yield at 20 per cent. larger than was the case last year. Mail advices from Florida state that estimates on the coming crop figure up to 2,000,000 boxes, and Californian advices report a probable output of 25,000 to 26,000 carloads of oranges.

THE SITUATION IN RICE.

Wm. G. Hale & Co., writing from Saigon under date of August 1, say of rice: "Stocks in the interior are diminishing rapidly, and when the outstanding contracts with Java, Philippines and Europe, falling due to a great extent during this month, come to be fulfilled, there would not be much grain left for export. Owing to scarcity of supplies and a better inquiry from China, our prices are stiffening daily and dealers are reluctant to bind themselves for forward delivery. The weather has proved wet enough during the period under review and field operations are continued under more propitious circumstances."

NEW CROP SMYRNA FIGS.

Paddock & Fowler have received samples of the new crop Smyrna bag figs and report the same to be in good condition. It is stated that the first arrival of new figs is looked for about September 17. The second shipment will be about one week later. New figs, first arrival, offer at 12c. for 2-in., 13c. for 2¼-in., 14c. for 2½-in. and 15c. for 2¾-in., in 10, 12 and 14-lb. boxes for layers. Bag figs, due in October, offer at 5c. for prime naturals and 5½c. for fine.—New York Journal of Commerce.

ALASKA SALMON PACK.

A despatch from Seattle says: "Some sockeye packing still continues and total Puget Sound spring pack, now including corrections, by your correspondent's private advice, will be 1,250,000 cases. The Pacific Packing and Navigation Co.'s three Puget Sound groups' canners have actually 482,000, including Ainsworth and Dunn cannery, 109,000 cases; Pacific American, 14,500; Fair Haven Canning Co., 58,500. Important Western Alaska advices to-day show heavy pack by all canneries. Humpbacks are running light on Puget Sound. The demand is reported heavy, low prices forcing consumption."

CANNED VEGETABLES IN THE STATES.

Fortunate will be the firm which manages to accumulate a stock of canned goods, because, outside of salmon, there appears

to be absolutely nothing in tin that will not be in short supply for the average of demand during the winter. This condition of steady demand for each article in its season has put the packers who have been able to work into an excellent humor with themselves. Go where you will among the canning houses throughout the United States, wherever they have been able to get up any supply, they will tell you what an extraordinary demand there has been for their brands of goods. Many of them ignore the general scarcity, and attribute the demand to the special favor the public has shown for their special pack. Some sections believe there are plenty of peas, whilst the great pea sections of the United States are literally cleaned. Many of them would like to think that tomatoes are not at all scarce, but they are all afraid to take future orders, even at the prevailing prices of 90 to 95c. per dozen. Just here let us say that the situation of tomatoes in Maryland might be very deceptive to a young and inexperienced observer. Never did the vines look better or healthier, and they are fairly loaded with large green tomatoes; but an inspection of the plants discloses the fact that there are actually no blossoms, and the green tomatoes on the vines are ripening extremely slowly, so much so that they still continue to bring high prices on the market stalls, and the packing is reckoned by some as not yet having commenced. This delay in the ripening of the fruit, and also the absence of blossoms, is due to the amount of wet weather we have had and the considerable lack of much-needed hot sunshine. It is good weather for growing green tomatoes, but the poorest imaginable, except frost, for getting ripe ones. The serious consideration in the case is that, with the development of no new blossoms, we have an assurance of no new fruit; in other words, the crop of 1901 is virtually entirely in sight on the vines at this time, and it will be almost impossible to develop more tomatoes before frost arrives, as the absence of blossoms has virtually cut off the future supply. Under these circumstances, we have no hesitancy in saying that tomatoes have not yet reached their highest point in value, but we regard this condition as more of a disaster than an advantage, because it is merely the result of a curtailed pack and a general loss of the season's opportunity.—The Trade, Baltimore, Md., September 6.

A WEALTHY COLORED GROCER.

Topeka, Kan., has a negro grocer who rose from delivery boy to clerk and partner and sole manager of a grocery business that

now amounts to \$180,000 a year. His name is Clay Odell and he employs 15 clerks, and for two years has secured the contract for supplying all the State institutions of Kansas with groceries. How many white grocers would like to change places with him? A business of \$180,000 a year is much larger than the average and out there in Kansas must loom particularly large.—New York Merchants' Review.

DISPENSING WITH THE SALESMEN.

WE hear nothing further of the progress making with the big wholesale grocery combination, with its almost fabulous capital, but the more we consider its chances of success on a non-salesmen basis, the more we feel that the thing is likely "to die a-borning."

What brilliant and ephemeral schemes have been born in the past of that self same delusion regarding the ease with which the services of salesmen could be dispensed with, and the profits to be made by doing so.

At about the time certain hired scribes and lobbyists of capitalists were preparing the way for the trusts, as they are commonly called, a number of articles appeared in print, telling how many billions of dollars were uselessly spent for drummers' services in the United States every year, and it was carefully pointed out how this vast sum of money could be saved by consolidating the management of the different industries. The consolidations became facts, but there has been no saving. If any travelling salesmen have lost their jobs, the trusts have pocketed the salaries, hence nobody has yet had a chance to test the brilliant theories of the writers above referred to.

But, in very truth, the difficulty of paralyzing the competitive spirit has been so great that nearly as many, if not quite as many, salesmen are needed to-day in the world of trade as were formerly required, and attempts to obstinately persist in doing business without their services only recoil upon the heads of the trust managers. Coming right upon a seemingly-luxuriant blossoming of the cooperative theory of buying goods, which also looks to the travelling man's overthrow, this jobbing combine is to many salesmen particularly distasteful and offensive, but we would reassure them. The salesmen will be doing business at the old stand long after the \$100,000,000 jobbing combine has been forgotten.—New York Merchants' Review.

A five barrel petroleum well was discovered near Tilsonburg, Ont., some days ago, and a much stronger one has since been dynamited.

ABOUT CEYLON TEAS.

We are not claiming that our judgment in this line is always "infallible," but we have long experience coupled with the "distinct advantage" of having built a business without parallel in the history of the world's Tea Trade. Pretty safe proposition to pin your faith to—

"SALADA" Black or
Green.

"Salada" Ceylon Green Tea will displace Japan just as sure as "Salada" black has displaced all other black teas.

"SALADA," Toronto or Montreal.



You will know how to treat the man who tries to convince you that something else is "just as good" when you order

CELLULOID STARCH

IT HAS NO EQUAL

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

PEANUTS.

Along with other lines we handle Peanuts, not the ordinary nut you see so much of in Canada, but the

JUMBO Peanut. It is the finest that comes into the Country. We deal only in the choicest. It will pay **you** to do likewise.

~~~~~  
**THE CANADA BISCUIT COMPANY, Limited**

Office Phone: Main 3624.  
Warehouse Phone: Main 3676

King and Bathurst Streets,  
TORONTO



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

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

## ONTARIO MARKETS.

Toronto, September 12, 1901.  
GROCERIES.

THE travelers have again resumed their respective routes and business through them is again assuming its normal condition. No particularly striking features have developed during the week. A good business is being done, particularly in sugar. Yellow sugars are 5 to 10c. per 100 lb. lower. Raw sugars are dull and easy in the outside markets. A good deal of interest is still centred around canned goods. There have been some transactions in canned vegetables during the week and the tone of the market is steady. In regard to canned salmon a great deal of uncertainty prevails as to prices and very little business is being done. Currants have shown further decline in the primary market, but values are steadier at the present basis. Valencia raisins are still weak. Prunes are dull and unchanged. Spices rule firm and a steady business is being done. Teas are still attracting but little attention and coffees are quiet.

### CANNED GOODS.

There has been no material change in the situation since last week. There have been some transactions in round lots of canned tomatoes during the week, both on syndicate and non-syndicate goods. Although the weather continues favorable for packing operations, the fact that the syndicate packers have covenanted to put up 30 per cent. less than they did last year is undoubtedly giving the market a steadier tone than it would otherwise possess. Some of the packers appear to have already sold their allotted output of tomatoes, buyers having been notified to that effect by certain of them. Very little buying is being done by retailers, business being largely of a sorting-up character. The ruling price for tomatoes is 85c., for peas 80c. up, and for corn 75c. up. The feeling is still rather weak in regard to canned salmon. The well-known standard brands remain unchanged, and in spite of the large pack

on the Fraser, a local wholesaler who tried to get his order for a certain standard brand increased by a few hundred cases at the original price was informed by the packers that they could not accept any more business. As we stated last week, low prices are being quoted on private and other than standard brands. Prices are weak in England, and this week a Toronto house was asked to make an offer on 3 000 cases of unlabelled goods lying in Liverpool. Very little business is being done in canned salmon on the local market. Fraser River sockeye on spot is being quoted at \$1.50 to \$1.75, according to brand, and Northern sockeye at \$1.40 to \$1.50. Quotations on futures are: Fraser River sockeyes, \$1.42½ for 5-case lots and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30; pink salmon, 95c. to \$1; cohoes, \$1.05 to \$1.10. The demand for canned meats is falling off, but there is still a fair business being done.

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

### COFFEE.

There is not much doing. It is difficult to get desirable green Rio coffees of good color on the primary market, and stocks here are in consequence getting light. The outside markets are dull and easy. We quote: Green Rio, No. 7, 7½c.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9¼c.

### SYRUPS AND MOLASSES.

There has not so far been much improvement in the demand for syrups. Some new lines of syrups in tins are being put upon the market this season. In molasses business is, if anything, a little better than it was.

### RICE AND TAPIOCA.

Business continues steady in both rice and tapioca. We quote B rice at 3½c. per lb. and Japan and Java at 5½ to 6c. and tapioca 4¼ to 4½c. per lb.

### SPICES.

Pepper is held firm and stocks are gradually declining in the primary markets. In New York stocks are getting low in all kinds of spices except cloves, which are easy, although without quotable change.

### NUTS.

Tarragona almonds are slightly easier than a short time ago, and in nuts generally

there is not much disposition to operate on account of the uncertainty as to price.

### SUGAR.

The demand during the last week or ten days has been quite heavy. Some country retailers have even ordered sugar forward by express. The refineries have pretty well worked off their surplus stock, and some difficulty is now being experienced in getting prompt shipment. Certain grades of soft sugars have advanced 5c. per 100 lb. in New York during the week, but granulated sugar is without change. In Canada, yellow sugars are 5 to 10c. lower. The raw sugar market is dull, and beet sugars are, at the time of writing, quoted at the lowest price on record, namely, 8s. per cwt. After touching that figure the price recovered a little, but a subsequent reaction brought the quotation again to 8s. At 8s. the price is on the parity of 4c. for 96 per cent. centrifugal at New York, where sales of the latter class have been made at 3¼c. per lb., although cargoes since arriving are held at 3¾c. Stocks of raw sugars in importers' hands in New York are heavy, being at the end of last week over 49,000 tons, as compared with nothing the same time a year ago. The meltings in the United States last year were 36,000 tons, against receipts of 17,543 tons. The demand for raw sugar in the United States is active, and the refineries are two weeks behind with their orders.

### TEAS.

There has been, perhaps, a little more inquiry for Indian and Ceylon teas, but transactions are still few. The market is, however, a little steadier for Ceylon teas than it was. According to the latest mail advices from London rather more animation was noticeable in the market, and all teas sold at firm prices, especially the higher grades. This improvement is held to be due to the better quality of many of the arrivals. The advices from London in regard to Indian tea say that although the quantity brought forward was much smaller the market showed little disposition to purchase at current prices. The auction consequently passed slowly with a further slight decline, even good teas meeting with rather less competition.

### FOREIGN DRIED FRUITS.

CURRANTS—Although the primary market has shown further evidences of weakness, prices appear to be fairly steady at the present basis. Prices are now down about



6s. per cwt. from the lowest point. The first direct steamer for Canada, the Escalona, sailed from Patras on Wednesday. The demand continues fair, although of a hand-to-mouth character. Fine Filiatras are being offered by the wholesale houses to arrive at 7 to 7½c., and Patras at 7¼ to 8½c. Ruling prices from stock are 9c. for Filiatras, 10½c. for Patras and 12½c. for Vostivzas.

**VALENCIA RAISINS**—Are held firm in the primary market, but goods on spot here are still weak, with holders anxious sellers at 4 to 4½c. for fine off stalk and 5 to 6c. for selected.

**PRUNES**—Very little doing. Californian prunes are quoted at the following: 30 40's, 8 to 8½c.; 40 50's, 7½ to 8c.; 50 60's, 7 to 7½c.; 60 70's, 6½ to 7c.; 70 80's, 6 to 6½c.; 80 90's, 5½ to 6c.; 90 100's, 5 to 5½c. French prunes, 3½ to 4c.

#### GREEN FRUITS.

The past week has been one of the most active of the season. Peaches, plums and pears are arriving in large quantities, and, as the demand keeps brisk, the market is active. Grapes are not yet coming in as freely as they probably will soon, but there is already a big movement in them. A few lawtonberries are still selling. Blueberries are done. Watermelons, canteloups, etc., are still offering freely. The best arrivals of Jamaica oranges are noted this week. They are of good flavor and color, and readily bring \$6.50. Sweet potatoes are now offering at \$4 per barrel. Apples are steady at from \$2 to \$3.25 per barrel. We quote as follows: Pears, 20 to 40c. per basket; peaches, 30 to 40c. for white and 60c. to \$1 for red; plums, 25 to 40c.; apples, 25 to 40c.; egg plant, 20 to 25c.; tomatoes, 10 to 25c.; cucumbers, 10 to 15c.; gherkins, 35 to 45c.; peppers, 25 to 50c.; grapes, in 10 lb. baskets, 15 to 20c. for Champions and 20 to 25c. for Moore's Early and Moyer's; muskmelons, 25 to 35c. per crate of 12; watermelons, 15 to 25c. each; bananas, \$1.75 for 1st and 75c. to \$1 for eight-hands. New Verdill lemons are offering at \$3.75 to \$4.25 per box, and late Valencia oranges are steady at \$4.

#### COUNTRY PRODUCE.

**EGGS**—Owing to the arrival of many bad eggs the market is dull, except for the best stock, which is worth 13c. per doz. Other grades range from 8c. per dozen up, and are hard to sell.

**BEANS**—The high price is affecting sales, but, as the offerings are none too large, the market is well sustained at \$2.15 to \$2.25.

**HONEY**—Prices are stiffening as the demand has proven to be liberal. We quote:

9 to 10c. for extracted clover and \$1.75 to \$2 for No. 1 clover comb.

**DRIED APPLES**—There is practically nothing doing in a jobbing way in dried apples, and little in evaporated. The latter are still quoted from 7½ to 8c. nominally.

**POTATOES**—The market keeps firm, as the demand absorbs all offerings at from 60 to 65c. per bush.

**DRESSED POULTRY**—There is not much doing. Prices are steady. We quote: Chickens, 45 to 50c. per pair; hens, 45 to 50c. per pair; ducks, 60 to 70c. per pair.

**LIVE CHICKENS**—The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until September 26, for spring chickens, not less than two lb. each, 5½c. per lb. For ducklings, not less than four lb. each, 4c. per lb. For hens (including last year's birds) 4c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

#### BUTTER AND CHEESE.

**BUTTER**—The market continues dull, especially for dairy grades. There is practically no demand for inferior grades. We quote as follows: Dairy prints, 17 to 18c.; best tubs, 16 to 16½c.; poor to medium grades, 12 to 15c.; creamery prints, 21 to 22c.; boxes, 20c.

**CHEESE**—The market is even easier than a week ago, and it is now difficult to get more than 9½c. for finest cheese.

#### FISH.

The demand for prepared fish is improving as new cod is on the market. A report from Newfoundland states that the catch of cod has not been up to the average. Prices are unchanged, however. Fresh fish is in steady demand at unchanged prices. We quote: Fresh fish—Spanish mackerel, 12½c.; codfish, 6c.; whitefish, 7 to 7½c.; trout, 7½c.; halibut, 15c.; sea salmon, 20 to 25c.; haddock, 6c.; herring, 4c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 per basket. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. n box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

#### VEGETABLES.

Sweet potatoes are 25c. cheaper. Citrons are offering at 30 to 35c. per doz. Otherwise there is no change. We quote: Carrots and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 20 to 30c. per doz.; radishes, 15 to 20c.; watercress, mint and parsley, 20c.; cauliflower, 75c. to \$1.25; celery, 40 to 65c.; cabbage, 30 to 50c.;

corn, 6 to 8c.; cucumbers, short, 10 to 15c.; tomatoes, 10 to 20c. per basket; butter beans, 20 to 25c. per basket; dry onions, \$1.25 per bush.; new potatoes, 75 to 80c. per bushel; gherkins, 50c. per basket; egg plant, 30 to 35c. per basket; sweet potatoes, \$4.25 per bbl.

#### HIDES, SKINS AND WOOL.

**HIDES**—There is a good demand. We quote: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

**SKINS**—Lambskins and pelts are 5c. higher. Otherwise there is no change. We quote: No. 1 veal, 8 lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1; lambs and pelts, 40c.

**WOOL**—Prices are unchanged, and the market is fairly active. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—There is little change. Manitoba No. 1 hard is quoted at 85½c. grinding in transit, or 83½c. Toronto and west. Ontario wheat is quoted at 70c. at outside points, middle freights. More activity is noted on the Toronto street markets. Wheat is ¼c. lower, but oats are 2 to 3c. dearer. Peas are now quoted at 68 to 70c. We quote as follows: Wheat, white and red, 71 to 73c.; goose, 67 to 69c.; oats, new, 38 to 40c.; rye, 52c.; barley, 49 to 51c.; peas, 68 to 70c.

**FLOUR**—A decline of 10c. is noted in Manitoba flour. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4.05; Manitoba strong bakers', \$3.75; Ontario patents, \$3.70 to \$3.80; straight roller, \$3.40.

**BREAKFAST FOODS**—There is no change, but rolled oats and oatmeal are decidedly stiff. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.35 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

Grant Bros. intend opening a general store in Batoche, N.W.T.

Walter Findlay, general merchant, Echo Bay, Ont., has sold his stock to M. C. Drew, of Grimsby. "I still intend to read THE GROCER," writes Mr. Findlay.

Alexander Woods, lately of the Crown Lands Department, Quebec, and formerly of the grocery firm of Hossack & Woods, grocers, Quebec, died at his home in that city on Monday.



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70 and 72 Front St. E., Toronto.

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The  
**DAWSON** Commission  
Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

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

**QUEBEC MARKETS.**

MONTREAL, September 12, 1901.  
**GROCERIES.**

**T**HERE is a satisfactory expansion  
going on in the wholesale grocery  
business, and the markets seem to be  
uniformly steady. Sugar is locally 5 to 10c.  
lower on yellows; granulated is unchanged.  
Foreign raw markets continue to decline.  
There is a better demand reported for Japan  
teas with trading active in last year's im-  
portations. China greens are rather scarce  
and eagerly sought for. The canned goods  
market presents nothing new this week.  
Wholesalers are firm in their views, and  
canners continue to report short pack, and  
the likelihood of further shortages. The  
standard brands of Fraser River sockeye  
salmon are still quoted at \$4.60 and \$5.10  
f.o.b. Coast, but private brands have sold  
at the reduced figure this week. The  
foreign dried fruit markets are steadier this  
week except in the case of currants which  
have declined another shilling on the week's  
cable offerings. Valencia raisins are steady,  
while the better grades of Sultanas have  
advanced 9d. Shelled almonds are 2s. per  
cwt. higher. There is some cheap tapioca,  
pearl and seed, being offered for delivery at  
the beginning of October. Halloween dates  
are higher, and dealers have raised their  
prices on goods to arrive to 4¼ to 4½c.  
There is a fair movement of spices, with  
nutmegs easy and gingers firm.

**TEAS.**

We have again to report an improved  
inquiry for Japan teas, ranging from 16 to  
18c., first cost, but it seems that there are  
very few third-crop teas offering, and the  
probability is that good teas of this class will  
be scarce. There is more inquiry for last  
year's teas up to 20c., as their style is bet-  
ter than that of this season's growth. Whole-  
salers are selling them at a loss, however.  
As for siftings and fannings, it seems im-  
possible to get them, although some sales of  
fannings have been reported at 7c.  
One of the features of the tea trade at the  
present moment is the active demand for  
China greens. During the past two weeks  
several lots have been shipped to New York,  
and all good grades appear to be desirab'e  
property, both here and in the west. The  
primary market opened 20 per cent. higher  
this year than last, and as the crop is short  
people are beginning to be afraid that they  
will not be able to fill their wants. The  
latest despatch from Shanghai, dated  
August 8, says that Congous have received  
more attention from American buyers, and  
values have advanced considerably in con-  
sequence. "It now looks as though the  
Chinese teaman would be able to dispose of  
all his teas this year, which at one time

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

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seemed improbable." Pingsueys remain steady; a large business continues to be transacted in lines at firm rates. Hysons continue in strong demand, while medium Moyunes can be quoted a tael lower than opening prices. Settlements of Coventry and Pingsuey teas to date amount to 71,542 half-chests, as compared with 102,083 last season. Exports of green amount to 3,165,402 lb., against 4,455,987 last year, and of Congous, 7,486,768, against 14,157,769 last year.

## SUGARS.

Since our last report, foreign markets for raw sugar have weakened, and yellows are 5 to 10c. lower locally. Raw beet is cabled at 8s., a decline of 3 to 4½d., while centrifugal, 96 test, is offered in New York at 3¾c., a decline of ¼c. This turn of the market is supposed to be in sympathy with the likelihood of a heavy crop of beet and cane. Montreal refiners are selling at \$4.40 for granulated and \$3.65 to \$4.30 for yellows. The demand is seasonably fair.

## MOLASSES.

There is nothing new to interest in the molasses market. The jobbing price of small lots remains at 29c., and goods would seem to be good value at that price, as the market is quite firm.

## CANNED GOODS.

An important Ontario canner who was in the city this week corroborated our various reports in regard to the shortage in the pack of all kinds of fruit and vegetables. "In the spring abundance was promised in almost every line. First the crop of strawberries fell off and the pack was disappointing. Raspberries came next in turn and here again the pack was very small. Currants and gooseberries have been a very poor crop, and peaches have turned out to a half crop. The apple crop is almost an entire failure. Peas at first looked well but turned out extremely poorly, and now the chances of a full pack of tomatoes and corn grow poorer every day." Dealers are growing firmer every day in their ideas on canned goods. Tomatoes are quoted at 85 to 90c., corn at 80c., and peas at 80 to 95c. We quote fruits as follows: Strawberries, \$1.50; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.90 for 2's and \$2.65 for 3's; sliced pineapple, \$2.30, and \$2.45 for grated; 3-lb. apples, 90c.; red pitted cherries, \$2.00, and whites, \$2.15. There is no change in the salmon situation. On standard brands such as "Clover Leaf" there has been no reduction in price announced, while one broker received a letter this week saying that the canner's syndicate had reduced prices by

60c. per case. Fraser River sockeye is quoted at \$1.45 for falls for future delivery, and \$1.60 for flats, while Rivers Inlet sockeye is offered at \$1.32½ in small lots. There are private brands of Fraser River fish offered at \$5.00 a case, and Rivers Inlet at \$4.80.

## SPICES.

The primary nutmeg market is reported easy, otherwise there is no change to report. Business is fairly good. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 16c.; Jamaica, 25c.

## RICE AND TAPIOCA.

Tapioca, pearl and seed, is being offered for delivery at the beginning of October at a price less than 3¾c., affording a splendid opportunity to get in a cheap stock. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¾c. per lb., and tapioca, 3¾ to 3¾c.

## FOREIGN DRIED FRUITS.

CURRANTS—The currant market keeps on gradually declining, until now it is 1s. below last week's figures. The ss. Escalona, with the first direct shipment of currants on board for Canada, left Greece for Montreal on Wednesday. Spot currants maintain their former level at 9 to 10c. For future delivery, fine Filiatras are quoted at 5¾ to 6¼c., and cleaned, 6¼ to 6¾c.; cleaned in 1-lb. cartons, 8c., and finest Vostizza currants, in half-cases, 7¾ to 8¼c.

VALENCIA RAISINS—The Valencia raisin market is steady for new fruit, no change being reported this week. Spot goods continue to be slaughtered at 3¾c. for fine off-stalk, and 5c. for selected.

SULTANA RAISINS—To arrive first half of October, Sultana raisins, good medium, are quoted at 9¼ to 10c. This week the primary market shows a slight advance of 9d. on better grades, common remaining unchanged.

FIGS—Comadre figs to arrive are worth 3¾ to 3¾c. in tapnets, and Eleme figs in 10-lb. boxes \$1.05 to \$1.10.

DATES—Hallowe dates are higher again, and jobbers are now quoting 7¾ to 8¼c.

EVAPORATED APPLES—The market remains firm and shows no change this week, spot goods being worth 8 to 8½c. What

the new pack will be worth is not yet determined, but 9½c. will probably be asked.

PEELS—English peels for late delivery are quoted at 10 to 11c. for lemon, 10½ to 11½c. for orange, and 14½ to 15½c. for citron peel.

## NUTS.

Pure Mayette Grenoble walnuts to arrive, in 220 lb. bales, are quoted at 11 to 12c. Sicily filberts in 220-lb. bales are offered at 8½ to 9½c., and Tarragona almonds, in bags of 110 lb., are offered at 10¾ to 11¾c. Shelled almonds will be worth 26c.

## GREEN FRUITS.

The demand is not very active, and, indeed, the light demand for pears has caused an overstock. Other fruits are moving freely. We quote: Californian Valencias, \$5 to \$6 per box; Messina lemons, 300's, \$3.25 to \$4.50; 360's, \$2.75 to \$3.50 per box; Verdilli lemons, \$3.75 to \$4.75 per box; pineapples, 20 to 30c.; Canadian apples, 15 to 25c. per basket; Californian plums, \$1.50 to \$2 per box; peaches, \$1.50 to \$1.75; limes, \$1.50 per box; Ontario peaches, 30 to 50c. per basket; Ontario plums, 35 to 50c.; cocoanuts, \$3.25 per bag of 100; Californian Bartlett pears, \$3.00 to \$3.50 per box; watermelons, 20 to 25c.; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.35 to \$1.50; Canadian pears (baskets), 30 to 40c.; Bartlett pears (bbls.), \$2.00 to \$4.50; Clapp's Favorite (bbls.), \$2.00 to \$3.75; Ontario muskmelons, 25 to 60c. per crate.

## COUNTRY PRODUCE.

EGGS—A fairly good demand is being experienced from the other side for fresh Canadian 15-lb. stock, sales of which have been made over the cable at 7s. 6d. c.i.f. There has also been some inquiry for pickled goods at prices ranging about 6s. 10d. Up to date, exports have been 8,079 cases less than for the corresponding period last season.

HONEY—There is still a good demand for white clover honey in comb, which sells at 10 to 10½c. Extracted white clover honey is not much inquired for, and prices are easy at 7½ to 8c.

POTATOES—The market is quiet with a downward tendency, but prices are irregular. At Bonsecours market, sales are being made at 75c. per bag. On track, they are quoted at 60c. per bag.

ASHES—Receipts are light; first pots are worth about \$4.25 to \$4.35, and second pots around \$3.90 to \$4.

## FLOUR AND GRAIN.

FLOUR—The market is quiet on the whole with an easier feeling. Spring wheat flour is quoted at a wide range of prices with an easier feeling all around. We quote as



# REMOVAL

## TO THE TRADE :—

I am now in my new building, corner of St. Paul and St. Gabriel Sts., where the installation of my office, machinery, etc., is complete and all my goods are in store. Without having very expensive fixtures I have all the necessary commodities and great facilities for the shipping of goods, which I will deliver even quicker than in the past. You are cordially invited to pay me a visit and give me a chance to show you the best assorted stock of Teas, Coffees and Spices.

### TO ARRIVE--Ex Str. "Empress of China" :

#### From Shanghai, China.

- 166 Catties, Imperial Gun Powder Tea, good leaf and good liquor, at 12c.  
88 Catties, Pea Leaf Gun Powder Tea, fine, well made leaf and choice liquor, at 18½c.

#### From Hankow, China.

- 10 Half-Chests, Choice and Fancy, New Season, 1st Crop Ning Chow, genuine English Breakfast Congou, at 40c.  
50 Half-Chests, Curiously Choice New Season, Ning Chow, genuine English Breakfast Congou, a beauty, at 25c.  
5 Half-Chests, Scented Orange Pekoe, at 35c.

#### From Tamsui, Island of Formosa.

- 10 Half-Chests, Oolong, Soy Lau, at 35c.—high quality and flavor are in this tea.

#### From Yokohama, Japan.

- 463 Half-Chests, natural leaf, "Condor XXX," at 19c. ; "Condor V," at 25c. ; "Condor LX," 27½c.—in lead packets—Japan tea.  
100 30-lb. boxes, "Condor XXX" Japan, 19½c.

#### From Hiogo, Japan.

- 109 Half-Chests, "Condor XXX" Japan, at 19c.  
1,001 Packages, making a total of 2,212 packages imported direct since the 1st of June this year.

It will be sufficient for you to see the samples of these teas to be convinced of their real value—ask for them.

"NECTAR" TEA--blend of blacks in lead packets,  
MADAM HUOT'S COFFEE,  
"CONDOR" VINEGAR--100 grains,

"CONDOR" TEA, Japan, in lead packets,  
"CONDOR" MUSTARD--the only pure,  
"OLD CROW" VINEGAR--75 grains,

are goods which deserve a trial order—Send it along and have the best—Speciality of high-grade Teas, Coffees, Spices and Vinegars—Wholesale.

## E. D. MARCEAU - MONTREAL



follows: Manitoba spring wheat patents, \$3.95 to \$4.15; winter wheat patents, \$3.65 to \$3.90; straight roller, \$3.30 to \$3.40; in bags, \$1.60 to \$1.67 1/2 and Manitoba strong bakers', \$3.50 to \$3.80.

GRAIN—We quote: No. 1 spring wheat, 75 to 76c. afloat September; peas, 81c.; rye, 59 to 59 1/2c.; No. 2 barley, 54c.; oats, 38 1/2 to 39c.; buckwheat, 56 1/2 to 57c.; corn, 59 to 59 1/2c.

OATMEAL—Advices from the west say that quite a lot of new business has transpired for export at satisfactory prices. The market here is steady at \$4.10 to \$4.20 in wood and \$2 to \$2.05 in bags.

FEED—The market is still on the easy side, without much change in values, sales of carlots of Ontario bran being reported at \$16. Shorts are scarce and are quoted at \$17.50 to \$18; mouillie, \$19.50 to \$24.50.

BALED HAY—The market remains firm for old baled hay under a good demand and light supply. No. 1 is scarce and commands \$11 easily, while \$10.50 is paid for No. 2. In new hay the market is quiet at \$8 to \$8.50 for No. 2.

**LIQUORS.**

**SCOTCH WHISKIES.**

|                                                   | Per case of quarts.        |
|---------------------------------------------------|----------------------------|
| Roderick Dhu                                      | \$9.50 less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve                    | 10.50                      |
| Usher's G.O.H.                                    | 13.00                      |
| Gaelic, Old Smuggler                              | 9.75                       |
| Greer's O.V.H.                                    | 9.50                       |
| Old Mull                                          | 9.75                       |
| Sheriff's One Star                                | 10.25                      |
| " V.O.                                            | 10.50                      |
| Kilmarnoch                                        | 9.75                       |
| Doctor's Special                                  | 10.00                      |
| House of Lords                                    | 10.75                      |
| Bulloch, Lade & Co.—                              |                            |
| Special blend                                     | 9.25                       |
| Extra special                                     | 11.00                      |
| John Dewar & Sons—                                |                            |
| Extra special                                     | 9.50                       |
| Special liqueur                                   | 12.25                      |
| Extra                                             | 16.50                      |
| James Ainslie & Co.—                              |                            |
| Highland Dew                                      | 6.75                       |
| Glen Lion, extra special                          | 12.50                      |
| J. Brown & Co.—                                   |                            |
| Duke of Cambridge                                 | 12.00                      |
| Mitchell's—                                       |                            |
| Heather Dew                                       | 7.00                       |
| Special Reserve                                   | 9.00                       |
| Mullmore                                          | 6.50                       |
| W. Teaches & Sons—                                |                            |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |

**CANADIAN WHISKIES.**

|                              | In barrels per gal.            |
|------------------------------|--------------------------------|
| Gooderham & Worts, 65 O.P.   | \$4.50                         |
| Hiram Walker & Sons          | 4.50                           |
| J. P. Wiser & Son            | 4.49                           |
| J. E. Seagram                | 4.49                           |
| H. Corby                     | 4.49                           |
| Gooderham & Worts, 50 O.P.   | 4.10                           |
| Hiram Walker & Sons          | 4.10                           |
| J. P. Wiser & Son            | 4.09                           |
| J. E. Seagram                | 4.09                           |
| H. Corby                     | 4.09                           |
| Rye, Gooderham & Worts       | 2.20                           |
| " Hiram Walker & Sons        | 2.20                           |
| " J. P. Wiser & Son          | 2.19                           |
| " J. E. Seagram              | 2.19                           |
| " H. Corby                   | 2.19                           |
| Imperial, Walker & Sons      | 2.90                           |
| Canadian Club, Walker & Sons | 3.60                           |
|                              | Less than one bbl. per gallon. |
| 65 O.P.                      | \$4.55                         |
| 50 O.P.                      | 4.15                           |
| Rye                          | 2.25                           |

**CHAMPAGNE.**

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

|                         | Per Case. |
|-------------------------|-----------|
| Comte de Castellane—    |           |
| Cuvee Reservee { Quarts | \$12.50   |
| " { Pints               | 13.50     |
| Carte d'Or              | 15.00     |

|                                              |         |           |
|----------------------------------------------|---------|-----------|
| Champagne Ve Amot—                           |         |           |
| Carte d'Or                                   | 16.00   |           |
| " Blanche                                    | 13.00   |           |
| " d'Argent                                   | 10.50   |           |
| Pommery—                                     | Quarts. | Pints     |
| Sec and Extra Sec                            | \$28.00 | \$30.00   |
| Mumm's—                                      |         |           |
| Extra Sec                                    | 28.00   | 30.00     |
| Moet & Chandon—                              |         |           |
| White Seal                                   | 28.00   | 30.00     |
| Brut Imperial                                | 31.00   | 33.00     |
| Perrier-Jouet—                               |         |           |
| Brut                                         | 28.00   | 30.00     |
| Reserve Dry                                  | 28.00   | 30.00     |
|                                              | GIN.    |           |
| Pollen Zoon—                                 |         | Per Case. |
| Red, cases of 15 bottles                     |         | \$9.75    |
| Green, " 12 "                                |         | 4.75      |
| Violette, " 12 "                             |         | 2.45      |
| P. Hoppe "Night Cap" Brand—                  |         |           |
| Red, cases of 15 bottles                     |         | 10.50     |
| Green, " 12 "                                |         | 5.25      |
| Yellow, " 15 "                               |         | 10.75     |
| Blue, " 12 "                                 |         | 5.40      |
| Poney, " 12 "                                |         | 2.50      |
| Draught—                                     |         | Per Gal.  |
| Hogsheads                                    |         | \$2.95    |
| Quarter casks                                |         | 3.00      |
| Octaves                                      |         | 3.05      |
| De Kuyper—                                   |         |           |
| Violet, 2 doz. cases                         |         | 5.30      |
| Green, " "                                   |         | 6.00      |
| Red, " "                                     |         | 11.50     |
| White, " "                                   |         | 4.00      |
| Terms, net 30 days, 1 per cent. off 10 days. |         |           |
| In five-case lots, freight may be prepaid.   |         |           |
| Key Brand—                                   |         |           |
| Red cases                                    | 10.25   |           |
| Green " "                                    | 4.85    |           |
| Poney " "                                    | 2.60    |           |
| Melcher's—                                   |         |           |
| Infantes (4 doz)                             | 4.75    |           |
| Picnic                                       | 7.75    |           |
| Poney                                        | 2.60    |           |
| Blue cases                                   | 4.75    |           |
| Green " "                                    | 5.50    |           |
| Red " "                                      | 10.25   |           |
| Honeysuckle, small                           | 7.90    |           |
| " large                                      | 15.25   |           |

**BUTTER AND CHEESE.**

BUTTER—The market is steady for choice fresh and fancy creamery, but the great bulk of the offerings are dull and hard to dispose of. The quality of butter coming forward has certainly been inferior, on account of the drought. Some Manitoba creamery has come to this market and has sold at 17 to 17 1/2c. It is solid boring, but poor flavor. Local fancy creamery is worth 20 1/2 to 21c., and second grade, 19 to 19 1/2c.

CHEESE—A year ago finest cheese was worth 11 1/8 to 11 1/2c. on this market, and was active at the price; to-day it is slow, at 9 3/8 to 9 1/2c. The country markets have mostly gone at 9 to 9 1/4c. Stocks in the city amount to about 400,000 boxes.

**NEW BRUNSWICK MARKETS.**

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., September 12, 1901.

THERE is fair business. Markets are firmly held with but few exceptions. The new system of selling sugar continues to be a matter of interest. As it only went into force on September 1 it is early to speak of results, but the movement has many strong supporters. These feel that as the plan has been worked for years in the United States and Ontario markets successfully it can be worked with equal success here. In prices the more marked change of the week is in barley, but many lines are higher, such as gallon apples,



The perfect carpet and clothes cleaner. Grocers: Send for our special offer.  
**ENTERPRISE SPECIALTY CO.,**  
 83 Bay Street, TORONTO.

Victoria B. C. Commission Merchants

**PATTON & SONS**

Wholesale Produce

and  
**Commission Brokers**

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

Consignments Solicited.  
 Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

Toronto Fruit Merchants.

**..CALIFORNIA ORANGES..**

CANADIAN BERRIES,  
 " CHERRIES.

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

ALL AT LOWEST MARKET.

**HUSBAND Bros. & Co.**

82 Colborne St., Toronto

Telephone Numbers—Main 3428, Main 54.

**NEW GOODS.**

JUST WHAT YOU WANT.

MAIORI LEMONS,  
 JAMAICA ORANGES,  
 JERSEY SWEETS,  
 SPANISH ONIONS.

We have all four lines.

ORDER AT ONCE

**CLEMES BROS. TORONTO.**

JAMES McINTOSH, 34 Yonge St., TORONTO  
 Sole Agent in Canada for



the unequalled cleaner. The C. P. R. have TREBLED their use of it for Carpets, Plush Seats, etc.



evaporated apples, butter, cheese and barrelled pork and beef. The weather continues warm and dry.

**OIL**—In burning oil sales are very large. This is perhaps the busiest season of the year; at least it is as far as the salesman is concerned. Prices are lower than last fall. Market is steady. In lubricating oil this is the quiet season. Values are firm. Cod oil holds quite high, prices being higher than at this time last season. The receipts are at least no greater than last year, when there was not enough to last, so the high prices will likely hold. Candles and wax are unchanged. Candles are rather lower than last year.

**SALT**—In Liverpool coarse salt there is a fair stock held, but some 7,000 bags are shortly due. No further shipments are expected for some time. Prices are rather firmer. There has been a particularly good demand. Fine salt is unchanged. We quote as follows: Liverpool coarse, 56 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl., 20 lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**GREEN FRUITS**—Bananas have been out of the market for a few days, but dealers are again supplied. Owing to the many other fruits offering there is rather less demand. The first West Indian oranges were received during the past week. The quality was good. In Californian fruits, receipts are small. A few oranges, pears and peaches are being received. Eastern barrel pears arrive freely, but much of the stock is very poor. For best goods full prices are asked. Some good Nova Scotian stock has been received. Canadian peaches are to hand. Stock is rather ripe and prices are quite high. Ontario grapes are freely received, and prices tend lower. In plums, Nova Scotian stock supplies the trade. Prices are quite low. American and New Brunswick apples have the sale. Nova Scotian stock is not yet received. It is said the crop there is about 75 per cent. Owing to a shortage west prices will be high.

**DRIED FRUITS**—Raisins are the topic of interest. Some new Valencias are daily expected. Dealers have done very little in regard to fall stocks. A few Malagas, 3-crown loose 50 lb. boxes, have been bought. prices are quite low. At present quotations they will cost about 2c. less than Californian 3-crown did at the opening price of last season. Californian prunes will be higher than last year, particularly small sizes, which are used here. Evaporated apples

# Clark's Concentrated Soups

PRIME QUALITY,  
HANDSOME LABELS,  
14 VARIETIES.

They Retail at **TEN CENTS** a tin

**EPPS'S** GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

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

In Manitoba, BUCHANAN & GORDON, Winnipeg

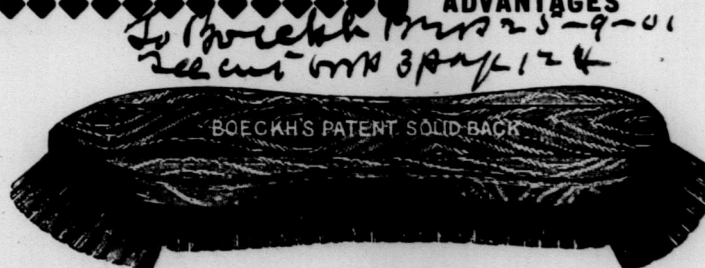
THE MOST  
NUTRITIOUS.

# COCOA

Anything that is reliable,  
Anything that will satisfy your customers,  
Anything that will sell readily, } **IS WORTHY  
OF YOUR  
CONSIDERATION.**

**Boeckh's  
Brushes  
AND  
Brooms**

**EMBRACE  
ALL  
THESE  
ADVANTAGES**



**BOECKH BROS. & COMPANY, Toronto, Ont.**



# TEAS For the Wholesale Trade

Japans, Congous, Indian, Ceylon, Oolongs, Pingsuey, Gun-powders, China Greens.

WRITE FOR QUOTATIONS.

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

are very light and high prices are expected. Dried are firmly held.

**CANNED GOODS**—There is little of interest. In vegetables, prices are quite well maintained, considering the old stock held. Prices, however, show no profit, either on the cost of last year or of new goods this year. While peas are higher in the west, local prices are little changed. In fruits, pears are freely offered. Strawberries are unchanged. Peaches are higher. Gallon apples are much firmer, and higher prices are looked for. Blueberries are scarce. In lobsters, the market is hardly as firm. American meats are somewhat easier, though bacon has been advanced. Salmon and local fish are unchanged.

**PRODUCE**—Eggs, while rather firmer show little change. Both receipts and sales are light. The warm weather affects business. Butter is coming in rather more freely as price advances. The output in New Brunswick will be light. In cheese, factories complain very much of a shortage of milk. Prices are rather higher.

**SUGAR**—The selling of sugar on the card price, which means all Canadian sugar offered by the different dealers, quoted the same at any point for the same grade, causes a firmer market and rather higher figures. In yellows, but two grades are offered.

**MOLASSES**—In local market the situation is unchanged. The bulk of the stock held is Porto Rico, and some further arrivals are expected. Sales are light. Some Barba-

does is offered, but little of any other grade is here.

**FISH**—In dry cod, prices are rather easier. The higher figures earlier in the season caused too free receipts for present demand, and prices went off. Season is yet early. Dry pollock are dull. New smoked herring are quite freely received. While prices are about as for some time past, the tendency is easier. It is expected the supply will be better than last year. Pickled herring are rather lower, but stock is good. In pickled shad, the supply will be very small and price high. All fresh fish is scarce. We quote: Large and medium dry cod, \$3.25 to \$3.50; small, \$2.50 to \$2.60; haddies, 5 to 5½c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$1.75 to \$1.85 per half bbl.; Canso herring, \$5 per bbl., \$2.75 halves; Shelburne, \$4.50 per bbl.; \$2.25 per half bbl.; shad, 10 to 12c.

**FLOUR, FEED AND MEAL**—In flour there is but a fair movement. There is little change, but prices quite firm. Cornmeal is held at the high prices and does not move as freely. In oats, new are quoted rather below prices which have ruled. Oatmeal is also rather easier. In beans, new are offered well under present prices, and local market is dull. Sales are light. Barley has advanced and split and blue peas are held at high prices. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00;

medium, \$3.60 to \$3.70; oatmeal, \$4.15 to \$4.20; cornmeal, \$3.00 to \$3.10; middlings, \$22 to \$23; oats, 45 to 48c.; hand-picked beans, \$2.50 to \$2.55; prime, \$2.40 to \$2.45; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.50 to \$4.55; barley, \$4.10 to \$4.20; hay, \$12 to \$14.

### ST. JOHN NOTES.

C. A. Chouillou called on the trade this week.

E. A. Goodwin is doing the Pan-American.

C. H. Peters, of Baird & Peters, is enjoying a holiday trip west.

J. Harvey Brown, tea importer, is very much improving his store by putting in large plate-glass windows.

W. S. Clawson & Co., representing Libby, McNeil & Libby, reports quite an active demand for American canned meats.

Mr. Bradshaw, of I. D. Bradshaw & Co., Toronto, was in the city during the past week. Mr. Bradshaw has a growing trade here.

J. Hunter White, representing Jose Segalerva, Malaga, is offering loose muscatels and other grades of Malaga fruit at low figures. The firm feeling causes the opinion that Californian raisins will open quite high, and leads to business in the above.

Glasgow & Wilson, general merchants, Notch Hill, B.C., have opened a branch store at Salmon Arm, B.C.

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



## MANITOBA MARKETS.

WINNIPEG, September 9, 1901.

THE weather has been fine all week, with a few local showers, but nothing to hinder the finishing of harvesting or threshing operations. Wheat is being delivered at country elevators at the rate of 100,000 bushels per day, but in a day or so these receipts will be double. Sufficient threshing has been done to settle the question of the amount of crop, and grain men are now confidently figuring on 50,000,000 bushels. The price is also good, being 67c. at closing to-day for number 1 hard. Nearly two-thirds of the wheat already marketed has gone No. 1 hard. There is a marked contrast between the tone of business to day and that of a corresponding date last year, when almost every mail brought cancellation of orders or curtailments. Now repeat orders are coming in every day and wholesale houses are working overtime to fill orders. The large number of cattle being shipped is also putting a lot of money in circulation. There are few changes of price to note for the week.

**FLOUR**—A good trade has been done all week and prices remain firm at last week's figures: Lake of the Woods, Five Roses, \$2.00; Red Patent, \$1.85; Medora, \$1.45; XXXX, \$1.15. Ogilvies, Hungarian patent, \$2; Glenora patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.50; Imperial XXXX, \$1.15.

**CEREALS**—Demand in all lines is normal and no change in prices. It is to be noted, however, that white beans are easier in tone, no change having taken place in prices.

**DRIED AND EVAPORATED FRUITS**—New Valencia raisins (Denia fruit) are due to arrive in 10 days. Price for first shipments will probably be \$2.25 per box for fine off-stalk, but the crop is plentiful, so that lower prices may be looked for. It is probable that Valencias will be cheaper than muscates. New currants will not arrive for another three weeks. Late reports indicate a large crop of a better sample than at first estimated.

**EVAPORATED APPLES**—Have made another advance, and are now quoted at 10½c. Supplies are scarce.

**CANNED GOODS**—Market in all lines is firm. Raspberries have advanced, and are quoted at \$3.25, being an advance of fully 20c. per case on the opening price here. We quote: Strawberries, \$3.25; corn, \$1.95; peas, \$1.90; and tomatoes, \$2.20 to \$2.25 per case.

**SUGAR**—Very active demand and prices firm and unchanged.

**CANNED SALMON**—New salmon is expected to arrive shortly and prices are not so high as at first quoted. It now seems fairly certain that prices will not be as high

as at first predicted. Sockeye talls will probably open at \$6 and cohoes at \$5, while for humpback salmon \$4.50 will be the idea.

**GREEN FRUITS**—The market is fairly well supplied and sales average about two cars per day of mixed varieties. There is an especially active demand for all classes of preserving fruits. Ontario plums are arriving in very unsatisfactory condition, but the tomatoes and pears in 20 lb. baskets are good, and find ready purchasers. A few Ontario grapes in 10-lb. baskets arrived by express and are in excellent condition. Prices are about as follows: Oranges, \$4 to \$6, according to variety; lemons, \$6; peaches, \$1.50 per crate; Washington plums, \$1.35; Californian silver prunes, \$1.75; gross prunes, \$2; Tokay grapes, \$4; Ontario grapes in baskets, 75c.; Ontario pears, in baskets, 75 to 90c.; Ontario tomatoes, in baskets, 50c.; Ontario apples, in bbls., \$5; Washington pears, in boxes, \$3; Californian pears, \$4.

**VEGETABLES**—Owing to short crop in United States, American buyers are making vigorous bids for potatoes, one firm asking for the tender of 30 car loads. Our crop here is good, but not abnormal, so the price of "murphies" is likely to rule high during the coming winter.

**BUTTER**—Creamery butter is plentiful and not in very active demand, prices still ranging from 16¼ to 16½c. at the factories. Nearly all purchases are going through to Montreal. In dairy butter the supply is liberal and the quality inferior. Prices range from 11 to 11½c. net Winnipeg.

**CHEESE**—The demand is fair and the supply rather small, for the time of the year. Prices run from 7¼ to 7¾c., according to quality, while 8c. was paid for two lots during the week. This was for immediate local consumption.

**EGGS**—The supply is fair, but the quality is inferior. Price, 13c. Winnipeg.

## NOTES.

Mr. T. Brough, formerly with Scott & Chambers, Hamiota, has taken a position of manager in charge for Fairly Bros., of Carberry.

Much sympathy is felt here for Mr. J. S. Jones, manager for the McCredy Manufacturing Co., on the sudden death of his wife during his temporary absence from the city. They had been married less than a year.

Mr. W. S. Lazier, salesman for the District of Alberta for the National Cash Register Co., returned from an extended holiday in the east on Saturday and leaves for the west on Tuesday.

## HOW HE RATTLED THE CONDUCTOR.

A BIG, good-natured-looking Irishman boarded a street car and took a seat far in the front. He showed evidences of being a hard-working citizen in his clothing and the smudge on his face and hands. In his mouth he wore his treasure, a black, short pipe, which showed evidence in its color and in its pungent odor of months of tender nursing and petting.

The conductor saw the pipe. The rules said: "Three seats in the rear for smokers." The man with the pipe was three seats from the front. The ire of the transit company's retainer rose accordingly. He was a bit of an Irishman himself.

"D'y know th' rules of the company?"

"Oi do not."

"Can't ye read?"

"Oi kin not."

"No schmokin'."

"Who's a schmokin'?"

"Ye've yer poipe in yer mouth."

"Oh, have Oi! Oi've me shoes on me fate, too, and Oi ain't walkin'."

"The conductor retired temporarily defeated in the battle of wits. Presently he came back to the assault.

"Did Oi get yer fare?"

"How do Oi know if you got it or dhe company? Shure Oi didn't hear ye ring up."

The conductor was so "rattled" this time that he rang up four transfers instead of the four nickels that he had collected.

## PERSONAL MENTION.

Mr. Innes, of The Simcoe Canning Co., was calling upon his Montreal customers this week.

S. Davis & Sons, cigar manufacturers, Montreal, are opening a branch factory at 56 Colborne street, Toronto. Only high-class cigars will be made.

The grocery store of Arthur Coulbeck, Brantford, Ont., was entered last week, the safe opened and goods scattered about generally. The thieves secured little cash and did not take away much goods.

## BRITISH BUSINESS CHANCES.

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

## FREE INSERTION

in "Commercial Intelligence," to the Editor 'SELL'S COMMERCIAL INTELLIGENCE,' 168 Fleet Street, London, England.

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

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



## PROPER HANDLING OF HAMS AND BACON.

WHERE hams are to be wrapped in paper, it is important that a careful selection of the wrapping material be made. All papers, although they may have the glazed appearance when applied, do not show the same result. A little experience might illustrate this best. On a visit to one of our distributing stations in Portland, Me., I found the workman busy picking small pieces of paper from the hams, the pieces being the size of a dime, on the average, and tightly embedded into the meat surface to such an extent that rubbing them with a cloth did not remove them, and the picking off of each individual piece was necessary. On a consignment of 200 or 300 hams this was

### A SERIOUS QUESTION.

It was found that this was from the paper wrapped around in the packing house. A new brand of paper, which was supposed to be a great improvement over the old kind, was introduced. We took an ordinary piece of paraffine parchment and tried it in grease, and found that it would go to pieces the same as it had done on the hams. While water produced no effect on the paper, when grease came in contact with it, it was destroyed after a few hours' contact.

### A SERIES OF EXPERIMENTS

were started to see what paper could be used, and the result was that fully half the paper offered for the purpose was useless. Finally a paper was found that was quite soft in its make up, and would resist the action of grease from the hams. I regret that I do not know the brand of this paper, but it stopped a large amount of labor at the receiving end of the shipments, and the writing of many sharp letters from the sales end.

### THE MAKING OF PICKLE

for curing hams and bacon is an important part of the industry. A tank of from 240 to 400 cubic feet capacity is filled with salt, through which a stream of water is kept running. An overflow pipe, which has its connection an inch or two from the bottom, permits the brine to flow away. The law of specific gravity, which carries all liquids at their level, due to their own weight, brings the brine of the greatest strength to the bottom of the tank, and from here it flows into a second tank, clear brine. There is another law of nature, which is not generally known, and that is that water at 60 degrees temperature, Fahrenheit, takes up its greatest amount of salt, and as it varies from this, either hot or cold, it deposits the salt in the bottom of the

receptacle; therefore, when we wish the brine to stand at 100 degrees on "Baume" scale of solution we must have a temperature of 60 degrees Fahrenheit. We cure hams at a temperature of 40 degrees Fahrenheit; therefore, use a salt solution of 84 degrees "Baume," as all salt that has been held above this amount has precipitated and settled to the bottom.

After the brine solution is complete and has settled into the second tank, it is strained to take out any particles of dirt held in suspension, and then sugar is added to make the sweet pickle. Formerly fine granulated white sugar, such as we are familiar with on our tables, was used; but within a few years the introduction of saccharine has been made, and has driven out to a great extent the use of sugar. One of the chief reasons that saccharine was successful was on account of its economy. After the pickling has been completed there is a large quantity of the water left; in fact, all the water, with a reduction of probably 25 per cent. of the sugar and salt originally put therein. This brine becomes "ropy," and if used too long will become sour. It may be used again by reboiling and then cooling it. One packing house which is more advanced than its neighbors, has erected

### A WATER COOLING TOWER

for the cooling of this brine. Starting with a temperature of 180 deg., the brine is brought to 70 deg. in one cycle through the blower, and thereafter it is cooled to 40 deg. by being brought in contact with coils in which ammonia gas is being circulated. During this clarifying and cleansing process the brine must necessarily be brought to its original strength, both of salt and sugar. Usually this brine is used the second time for the curing of bacon, and finally it finds its last resting place in the sewer, still loaded with sugar and salt, and in addition therefore to the germs which produce the serious fungi growth which is so harmful in its results to the packing house industry. Cleanliness in all this operation is imperative. I believe my readers comprehend that

### THE QUESTION OF CLEANLINESS

does not come from the love of keeping clean, but from the necessity of checking any possible chance for germinating the fungi which come in a thousand different forms and mean destruction to the product being manufactured. The germinating seeds can easily be destroyed, either by washing with hot water or by a generous use of whitewash made of strong slaked lime and water; this to be applied to the ceilings,

walls, posts, and a good, liberal spitting on the floor. The tanks or hogsheads holding the pickled meat receive a good scrubbing with a brush and water in which a strong solution of washing soda has been placed. This cleaning process should be done at the terminating of each pickling before a new lot of meat is put into the tanks or pickling vats. In preparing bacon, care must be taken to have the pieces all of one size, so that they may be sliced and the pieces put into paper boxes holding 1 lb., each package being wrapped up in paraffine paper.

### THE SLICING

is done by machine knife, and all strips of bacon brought to one size by a power press operated by air pressure. Bacon prepared in this way will bring 5 to 8c. per lb. more than when sold in strips, principally because the householder does not want to trouble himself to slice the meat, and also because all pieces of bacon so sliced become of even thickness and are cooked in the pan uniformly.

In shipping hams before being wrapped, the branding machine comes in place, and the strips of bacon, which are sold in large pieces, are also branded. To the uninitiated this seems to be an advertisement, and unquestionably a great benefit comes from it, but to the owner and superintendent more importance than advertisement attaches to this branding. The question of being able to identify their own product is an important one. In all cases where there are manufactured goods of a perishable nature, it is customary for the maker to guarantee his goods, and if a piece of bacon becomes

### RANCID OR RUSTY,

or a ham becomes filled with "skippers," the pieces are returned with a blessing from the purchaser. Boston and New York packers have repaid many a ham or bacon sale where the meat was shipped from a western house. The long time of shipments gave a chance to change the meat and a dealer who would swear point blank that these hams came from an eastern house, the house, rather than lose a customer, would refund the amount of money laid out in the sale. The branding machine stopped this abuse, and placed the loss where it belonged. It is needless to say that the branding of meats originated in the eastern cities.—Francis H. Boyer in *Ice and Refrigeration*.

The contract for the new million-bushel elevator which the Montreal Harbor Commissioners propose erecting in Montreal harbor has been let to J. O. Jamieson, of Montreal, for \$642,000.



# CURRENT MARKET QUOTATIONS

September 12, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 23.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

|                                       | Montreal. |           | Toronto. |        | St. John, Halifax. |       |
|---------------------------------------|-----------|-----------|----------|--------|--------------------|-------|
|                                       | 10 14     | 10 14 1/2 | 17       | 18     | 18                 | 19    |
| <b>BUTTER, CHEESE AND EGGS</b>        |           |           |          |        |                    |       |
| Dairy, choice, large rolls, lb.       | 16        | 17        | 16       | 17     | 17                 | 18    |
| " " pound blocks.....                 | 16        | 17        | 16       | 17     | 17                 | 18    |
| " " tubs, best.....                   | 15        | 16        | 15       | 16     | 15                 | 16    |
| " " tubs, sec. grade.....             | 15        | 16        | 15       | 16     | 15                 | 16    |
| Creamery, boxes.....                  | 21        | 22        | 21       | 22     | 21                 | 22    |
| " prints.....                         | 21        | 22        | 21       | 22     | 21                 | 22    |
| Cheese, new, per lb.....              | 10        | 11        | 9 1/2    | 10     | 10 1/2             | 11    |
| Eggs, new laid, per doz.....          | 18        | 19        | 17       | 18     | 17                 | 18    |
| <b>CANNED GOODS</b>                   |           |           |          |        |                    |       |
| Apples, 3's.....                      | 1 00      | 1 00      | 90       | 1 00   | 1 00               | 1 10  |
| " gallons.....                        | 2 25      | 2 50      | 2 25     | 2 40   | 2 00               | 2 25  |
| Asparagus.....                        | 2 20      | 2 25      | 2 00     | 2 40   | .....              | ..... |
| Beets.....                            | 1 00      | 1 00      | 95       | 1 10   | .....              | 1 10  |
| Blackberries, 2's.....                | 1 40      | 1 30      | 1 40     | 1 70   | 1 50               | 1 80  |
| Blueberries, 2's.....                 | 80        | 85        | 80       | 85     | 95                 | 1 00  |
| Beans, 2's.....                       | 80        | 85        | 80       | 85     | 90                 | 95    |
| Corn, 2's.....                        | 75        | 80        | 80       | 85     | 80                 | 85    |
| Cherries, red, pitted, 2's.....       | 2 25      | 2 30      | 2 10     | 2 25   | 2 30               | 2 40  |
| " white.....                          | 2 25      | 2 30      | 2 00     | 2 25   | .....              | ..... |
| Peas, 2's.....                        | 80        | 85        | 80       | 85     | 85                 | 90    |
| " sifted.....                         | 95        | 1 05      | 90       | 1 00   | 1 10               | 1 15  |
| " extra sifted.....                   | 1 05      | 1 15      | 1 25     | 1 30   | 1 20               | 1 25  |
| Pears, Bartlett, 2's.....             | 1 50      | 1 60      | 1 50     | 1 50   | 1 75               | 1 80  |
| " " 3's.....                          | 1 90      | 2 00      | 2 00     | 2 40   | 2 00               | 2 25  |
| Pineapple, 2's.....                   | 2 00      | 2 40      | 2 25     | 2 50   | 2 15               | 2 25  |
| " 3's.....                            | 2 40      | 2 60      | 2 50     | 2 60   | 2 50               | 2 60  |
| Peaches, 2's.....                     | 1 75      | 1 95      | 1 75     | 1 90   | 1 75               | 1 80  |
| " 3's.....                            | 2 50      | 2 75      | 2 50     | 2 75   | 2 70               | 2 80  |
| Plums, green gages, 2's.....          | 1 30      | 1 35      | 1 10     | 1 25   | 1 30               | 1 60  |
| " Lombard.....                        | 1 20      | 1 25      | 1 00     | 1 10   | 1 10               | 1 50  |
| " Damson, blue.....                   | 1 00      | 1 25      | 1 00     | 1 10   | 1 10               | 1 30  |
| Pumpkins, 3's.....                    | 85        | 85        | 85       | 90     | 90                 | 1 00  |
| " gallon.....                         | 2 10      | 2 25      | 2 10     | 2 25   | 2 10               | 2 25  |
| Raspberries, 2's.....                 | 1 40      | 1 50      | 1 60     | 1 80   | 1 70               | 1 75  |
| Strawberries, 2's.....                | 1 50      | 1 75      | 1 60     | 1 75   | 1 50               | 1 75  |
| Succotash, 2's.....                   | 1 00      | 1 25      | 1 15     | 1 10   | 1 10               | 1 15  |
| Tomatoes, 3's.....                    | 85        | 87 1/2    | 80       | 85     | 90                 | 1 00  |
| Lobster, tails.....                   | 2 75      | 3 20      | 3 25     | 3 25   | 2 50               | 3 25  |
| " 1-lb. flats.....                    | 3 00      | 3 75      | 3 50     | 3 70   | .....              | ..... |
| " 1/2-lb. flats.....                  | 1 75      | 1 85      | 1 75     | 1 80   | 1 75               | 1 75  |
| Mackerel.....                         | 1 00      | 1 10      | 1 15     | 1 25   | 1 35               | 1 45  |
| Salmon, sockeye, Fraser.....          | 1 35      | 1 60      | 1 75     | 1 85   | 1 50               | 1 75  |
| " " Northern.....                     | 1 60      | 1 65      | 1 60     | 1 65   | 1 50               | 1 60  |
| " " Horseshoe.....                    | 1 00      | 1 15      | 1 25     | 1 30   | 1 25               | 1 50  |
| Sardines, Albert, 1/2's.....          | 12        | 12 1/2    | 12       | 13     | 14                 | 15    |
| " " 2's.....                          | 20        | 21        | 20       | 21     | 20                 | 21    |
| " Sportsman, 1/2's.....               | 11 1/4    | 12        | 12       | 12 1/2 | 12                 | 12    |
| " " 1/2's.....                        | 19        | 20        | 21       | 21     | 20                 | 21    |
| " key opener, 1/2's.....              | 9         | 11        | 10 1/2   | 11     | 16                 | 18    |
| " " 1/2's.....                        | 18        | 18 1/2    | 23       | 23     | 10                 | 11    |
| " P. & C., 1/2's.....                 | 20        | 22 1/2    | 23       | 25     | 23                 | 25    |
| " " 1/2's.....                        | 27 1/2    | 30        | 33       | 36     | 33                 | 36    |
| " Domestic, 1/2's.....                | 4         | 4 1/2     | 4        | 4 1/2  | 4                  | 4 1/2 |
| " Mustard, 1/2 size, cases.....       | 7         | 8         | 9        | 11     | .....              | ..... |
| 50 tins, per 100.....                 | 7 50      | 11 00     | 8 50     | 9 00   | 8 00               | 9 00  |
| Haddies.....                          | 1 00      | 1 00      | 1 10     | 1 15   | 1 00               | 1 10  |
| Kipperd Herrings.....                 | 1 00      | 1 00      | 1 00     | 1 00   | 1 00               | 1 10  |
| Herring in Tomato Sauce.....          | 1 00      | 1 05      | 1 00     | 1 05   | .....              | 2 00  |
| <b>CANDIED PEELS</b>                  |           |           |          |        |                    |       |
| Lemon, per lb.....                    | 10        | 10        | 11       | 12     | 12                 | 13    |
| Orange, ".....                        | 11        | 11        | 12       | 13     | 12                 | 13    |
| Citron, ".....                        | 15        | 15        | 15       | 17     | 15                 | 17    |
| <b>GREEN FRUITS</b>                   |           |           |          |        |                    |       |
| Oranges, Cal. late Valencias.....     | 4 00      | 4 00      | 6 00     | 6 50   | 5 10               | 6 00  |
| " Jamaica, per bbl.....               | .....     | .....     | .....    | 6 50   | .....              | ..... |
| Lemons, Messina, per box.....         | 3 75      | 4 25      | 3 00     | 3 50   | 5 00               | 5 50  |
| " Verdill.....                        | .....     | .....     | 3 50     | 4 00   | .....              | ..... |
| Bananas, Firsts, per bunch.....       | 1 75      | 2 25      | 1 75     | 1 75   | .....              | ..... |
| Apples, per bbl.....                  | .....     | .....     | 2 00     | 2 50   | 1 50               | 2 50  |
| Cocoanuts, per 100.....               | 3 25      | 3 25      | 3 25     | 3 75   | 3 00               | 3 25  |
| Ont. Peaches, per basket.....         | .....     | .....     | 30       | 1 00   | .....              | ..... |
| " Plums.....                          | .....     | .....     | 25       | 40     | .....              | ..... |
| " Pears.....                          | .....     | .....     | 20       | 40     | .....              | ..... |
| Lawtonberries.....                    | 8         | 10        | 7        | 7      | .....              | ..... |
| Watermelons, each.....                | .....     | .....     | 15       | 25     | 40                 | 50    |
| <b>SUGAR</b>                          |           |           |          |        |                    |       |
| Granulated St. Lawrence and Red.....  | 4 40      | 4 40      | 4 58     | 4 58   | .....              | ..... |
| Granulated, Acadia.....               | 4 35      | 4 35      | 4 13     | 4 13   | 4 40               | 4 80  |
| Paris lump, bbls and 100-lb. bxs..... | 4 90      | 4 90      | 5 08     | 5 08   | 0 06               | ..... |
| " " in 50-lb. boxes.....              | 5 00      | 5 00      | 5 18     | 5 18   | .....              | ..... |
| Extra Ground Cing, bbls.....          | 4 90      | 4 90      | 5 35     | 5 35   | .....              | ..... |
| Powdered, bbls.....                   | 4 55      | 4 55      | 5 10     | 5 10   | 5 55               | 5 80  |
| Phoenix.....                          | 4 25      | 4 25      | 4 48     | 4 48   | .....              | ..... |
| Cream.....                            | 4 30      | 4 30      | 4 38     | 4 38   | .....              | ..... |
| Extra bright coffee.....              | 4 15      | 4 15      | 4 23     | 4 23   | 4                  | 4 1/2 |
| Bright coffee.....                    | 3 95      | 3 95      | 4 13     | 4 13   | 3 70               | 3 75  |
| No. 2 yellow.....                     | 3 85      | 3 85      | 4 03     | 4 03   | .....              | ..... |
| No. 1 yellow.....                     | 3 75      | 3 75      | 3 93     | 3 93   | .....              | ..... |
| No. 1 yellow.....                     | 3 55      | 3 55      | 3 73     | 3 73   | .....              | ..... |

|                                      | Montreal. | Toronto. | St. John<br>Halifax. |
|--------------------------------------|-----------|----------|----------------------|
| <b>HARDWARE</b>                      |           |          |                      |
| <b>PAINTS AND OILS</b>               |           |          |                      |
| Wire nails, base.....                | \$2 85    | .....    | \$2 85               |
| Cut nails, base.....                 | 2 35      | .....    | 2 35                 |
| Barbed wire, per 100-lb.....         | 3 05      | .....    | 3 50                 |
| Oiled and Annealed Wire, No. 9.....  | 2 80      | .....    | 2 80                 |
| White lead, Pure.....                | 6 25      | .....    | 6 12 1/2             |
| Linseed oil, 1 to 4 bbls., raw.....  | 79        | .....    | 82                   |
| " " boiled.....                      | 82        | .....    | 85                   |
| Turpentine, single bbls.....         | 55        | .....    | 57                   |
| <b>SYRUPS AND MOLASSES</b>           |           |          |                      |
| <b>Syrups—</b>                       |           |          |                      |
| Dark.....                            | 1 1/2     | .....    | .....                |
| Medium.....                          | 2 1/2     | 30       | 32                   |
| Bright.....                          | 2 1/2     | 35       | 37                   |
| Corn Syrup, barrel, per lb.....      | 3         | .....    | 3                    |
| " " 1/2 bbls. ".....                 | 3 1/2     | .....    | 3 1/2                |
| " " kegs.....                        | 3 1/2     | .....    | 3 1/2                |
| " " 3 gal. pails, each.....          | 1 40      | .....    | 1 40                 |
| " " 2 gal. ".....                    | 1 05      | .....    | 1 05                 |
| Honey.....                           | 90        | .....    | 1 00                 |
| " 25-lb. pails.....                  | 1 20      | .....    | 1 40                 |
| " 38-lb. pails.....                  | .....     | .....    | .....                |
| <b>Molasses—</b>                     |           |          |                      |
| New Orleans.....                     | 22        | 30       | 23                   |
| Barbadoes.....                       | .....     | 29       | 60                   |
| Porto Rico.....                      | .....     | 38       | 29                   |
| Antigua.....                         | .....     | 42       | 36                   |
| St. Croix.....                       | .....     | .....    | 34                   |
| <b>CANNED MEATS</b>                  |           |          |                      |
| Comp. corn beef, 1-lb. cans.....     | 1 45      | \$1 60   | \$1 60               |
| " " 2-lb. cans.....                  | 2 70      | 2 95     | 2 80                 |
| " " 6-lb. cans.....                  | 7 90      | 9 60     | 8 75                 |
| " " 14-lb. cans.....                 | 16 50     | 23 00    | 20 00                |
| Minceo callops, 2-lb. can.....       | 2 75      | .....    | 2 60                 |
| Lunch tongue, 1-lb. can.....         | 3 00      | 3 90     | 3 00                 |
| " 2-lb. can.....                     | 6 00      | 7 90     | 5 80                 |
| English brawn, 2-lb. can.....        | 2 40      | 2 75     | 2 45                 |
| Camp sausage, 1-lb. can.....         | .....     | .....    | 2 50                 |
| " " 2-lb. can.....                   | .....     | .....    | 4 00                 |
| Soups, assorted, 1-lb. can.....      | 1 15      | 1 50     | 1 50                 |
| " " 2-lb. can.....                   | 2 40      | 2 45     | 2 20                 |
| Soups and Bouli, 2-lb. can.....      | 1 75      | 2 50     | 1 80                 |
| " " 6-lb. can.....                   | 3 50      | 5 85     | 4 50                 |
| Sliced smoked beef, 1/2's.....       | 1 65      | 1 70     | 1 65                 |
| " " 1's.....                         | 2 75      | 3 10     | 2 80                 |
| <b>FRUITS</b>                        |           |          |                      |
| <b>Foreign</b>                       |           |          |                      |
| Currants, Provincials, bbl.....      | .....     | .....    | 12                   |
| " " 1/2-bbls.....                    | .....     | .....    | 12 1/2               |
| " " Filletras, bbls.....             | 10        | .....    | .....                |
| " " 1/2-bbls.....                    | 10        | .....    | .....                |
| " " cases.....                       | 10        | 9        | .....                |
| " " 1/2-cases.....                   | 10 1/2    | 9        | 12 1/2               |
| " " Patras, bbls.....                | 11        | .....    | 12                   |
| " " 1/2-bbls.....                    | 11        | 10 1/2   | .....                |
| " " cases.....                       | 11        | 10 1/2   | .....                |
| " " 1/2-cases.....                   | 11        | 10 1/2   | .....                |
| Vostizzas, cases.....                | 14        | 15       | 12 1/2               |
| Dates, Hallooees.....                | 3 1/2     | 4        | 3 1/2                |
| " " Salrs.....                       | 3         | 3 1/2    | 4                    |
| Figs, 10-lb. boxes.....              | 70        | 90       | 10                   |
| " Mats, per lb.....                  | 3 1/2     | 3 1/2    | 3 1/2                |
| " 7 cr., 25-lb. boxes.....           | .....     | .....    | 16                   |
| " 1-lb. glove boxes.....             | .....     | .....    | 12                   |
| Prunes, California, 30's.....        | 8         | 8        | 10                   |
| " " 40's.....                        | 7 1/2     | 7 1/2    | 8 1/2                |
| " " 50's.....                        | 7 1/2     | 7 1/2    | 8 1/2                |
| " " 60's.....                        | 7         | 7        | 8                    |
| " " 70's.....                        | 6 1/2     | 6        | 7 1/2                |
| " " 80's.....                        | 6         | 5 1/2    | 6 1/2                |
| " " 90's.....                        | 5 1/2     | 5        | 5 1/2                |
| " " 100's.....                       | 5         | 4 1/2    | 5                    |
| " " Bosnia, A's.....                 | 5         | .....    | .....                |
| " " B's.....                         | 5         | 7 1/2    | .....                |
| " " U's.....                         | 5         | 6 1/2    | .....                |
| " " French, 50's.....                | 3 1/2     | 3 1/2    | 4                    |
| " " 110's.....                       | 3 1/2     | 3 1/2    | 4                    |
| Raisins, Fine oil stalk.....         | 4         | 4 1/2    | 8                    |
| " Selected.....                      | 4 1/2     | 5        | 9                    |
| " Selected layers.....               | 4 1/2     | 5        | 9 1/2                |
| " Sultanas.....                      | 8         | 10       | 10                   |
| " California, 2-crown.....           | 5         | 5 1/2    | 12                   |
| " " 3-crown.....                     | 6         | 6 1/2    | 9                    |
| " " 4-crown.....                     | 6         | 6 1/2    | 9 1/2                |
| " " seeded, 3-cr.....                | 9 1/2     | 10       | 10 1/2               |
| " Malaga, Lon. layers.....           | 1 50      | .....    | 2 25                 |
| " Black baskets.....                 | .....     | .....    | 2 50                 |
| " Blue baskets.....                  | .....     | .....    | 2 80                 |
| " Dehesa clusters.....               | 2 75      | 3 00     | 3 25                 |
| " Choice clusters.....               | .....     | .....    | 3 50                 |
| <b>PROVISIONS</b>                    |           |          |                      |
| <b>Dry Salted Meats—</b>             |           |          |                      |
| Long clear bacon.....                | 11        | 11 1/2   | 12                   |
| <b>Smoked meats—</b>                 |           |          |                      |
| Breakfast bacon.....                 | 15        | .....    | .....                |
| Rolls.....                           | 12        | 12 1/2   | 11                   |
| Medium Hams.....                     | 14        | 13 1/2   | 14                   |
| Large Hams.....                      | 13        | 12 1/2   | 13                   |
| Shoulder hams.....                   | 12        | 12       | 8                    |
| Backs.....                           | 15        | 15       | .....                |
| <b>Meats out of pickle ic. less.</b> |           |          |                      |
| <b>Barrel Pork—</b>                  |           |          |                      |
| Canadian heavy mess.....             | 21 00     | 20 50    | 19 00                |
| short cut.....                       | 22 00     | 22 00    | 19 00                |
| Plate beef.....                      | 12 50     | 12 50    | 14 00                |
| Lard, tierces, per lb.....           | 11 1/4    | 11 1/4   | 11                   |
| Tubs.....                            | 11 1/4    | 11 1/4   | 11 1/4               |
| Pails.....                           | 12        | 12       | 11 1/2               |



**VIEWS ON THE UNITED STATES AND CANADIAN SALMON PACK.**

**I**N connection with salmon the Trade Register, Seattle, Wash., says: "The aggregate of all the canneries on the Sound is 1,150,000 cases. This may safely be taken to represent the pack. Probably 90 per cent. of the figures given is sockeye. Fraser River is credited with about 1,000,000 cases. Some few sockeyes are still being packed on the river. Fall fishing is going forward at Coast points. There are in sight some 2,750,000 cases of 1901 spring salmon, which is an unprecedented pack. But with low prices prevailing and the heavy work that is being put into sales this year there should certainly be room for 15 to 20 per cent. more salmon than the 3,600,000 cases of last year's pack. This consideration includes all the factors which enter into the salmon consumption question. If, therefore, the pack reaches 4,200,000 cases, there should be a reasonably good clean-up in the spring. With Alaska making a nominal pack, there will be fully 4,200,000 cases this year."

Commenting on the situation, The San Francisco Trade Journal has the following: "The pack of the Coast last year was as follows, in cases: Alaska, 1,534,745; British Columbia, 527,281; Puget Sound, 478,742;

Columbia River, 313,417; other points, 140,300; total, 2,994,485. The pack this year is placed as follows: Alaska, 1,500,000; British Columbia, 1,050,000; Puget Sound, 1,300,000; Columbia River, 290,000; other points, 90,000; total, 4,230,000. The estimate on Puget Sound is based on the pack to date of 1,100,000, and giving for the remainder of the season in pinks, chums, etc., 200,000 cases more. The scarcity of labor and cans cut down the pack on the Fraser River and also on Puget Sound, as did the scarcity of labor on the Columbia River."

**SHIPMENTS OF BRITISH TEA TO AMERICA.**

The following is in part from the tea report of Gow, Wilson & Stanton, London:

A substantial increase took place in the quantity of Indian and Ceylon tea shipped to North America during the first half of 1901, compared with the same period of 1900.

The prolonged efforts made to capture the black tea market in that continent have at length borne tangible fruit.

If planters will only turn their attention with equal vigor and determination to the production of suitable green and unfermented tea, there exists a far larger and

more encouraging outlet than was ever the case with black tea in North America. The necessity for doing this has been rendered more pressing than ever by the over supply of black tea and its consequent depreciation in value.

**INDIAN TEA TAKEN IN NORTH AMERICA FROM JANUARY 1 TO JUNE 30.**

|                             | 1901.            | 1900.            | 1899.            |
|-----------------------------|------------------|------------------|------------------|
| Re-exports from U.K.        | 1,850,434        | 1,814,677        | 1,112,773        |
| Transshipments via U.K.     | 347,233          | 410,909          | 180,356          |
| Direct exports via China    | 176,229          | 122,905          | 96,133           |
| Direct exp'ts from Calcutta | 754,225          | 317,490          | 349,262          |
| <b>Total lb.</b>            | <b>3,318,336</b> | <b>1,705,972</b> | <b>1,698,344</b> |

**CEYLON TEA TAKEN IN NORTH AMERICA FROM JANUARY 1 TO JUNE 30.**

|                            | 1901.            | 1900.            | 1899.            |
|----------------------------|------------------|------------------|------------------|
| Re-exports from U.K.       | 2,445,237        | 1,584,408        | 1,437,594        |
| Transshipments via U.K.    | 1,087,099        | 697,132          | 161,294          |
| Direct exports via China   | 1,10,980         | 766,592          | 469,633          |
| Direct exp'ts from Colombo | 1,74,990         | 2,333,372        | 1,367,614        |
| <b>Total lb.</b>           | <b>6,318,346</b> | <b>5,331,504</b> | <b>3,436,510</b> |

Robert Ritchie, who has conducted a grocery business at the corner of Green and Germain streets, St. John, N.B., for twenty-five years, died at his home in St. John last week. He was 65 years of age. Two sons and one daughter survive him.

The corn mill of Ellis & Harvey, Wolfville, N.S., is being repaired and enlarged. A Robinson grinder, for cracking corn and oats for feed, has been put in. The capacity of the mill will be increased from 140 to 200 bbls. per day.

|                                        | Montreal. |      | Toronto. |      | St. John, Halifax. |      |
|----------------------------------------|-----------|------|----------|------|--------------------|------|
| <b>COFFEE</b>                          |           |      |          |      |                    |      |
| Green—                                 |           |      |          |      |                    |      |
| Mocha                                  | 24        | 23   | 28       | 25   | 30                 |      |
| Old Government Java                    | 27        | 22   | 30       | 25   | 30                 |      |
| Rio                                    | 10        | 7½   | 9½       | 12   | 13                 |      |
| Santos                                 |           | 9½   | 10½      |      |                    |      |
| Plantation Ceylon                      | 29        | 26   | 30       | 29   | 31                 |      |
| Porto Rico                             |           | 22   | 25       | 24   | 28                 |      |
| Gautemala                              |           | 22   | 25       | 24   | 26                 |      |
| Jamaica                                | 18        | 15   | 20       | 18   | 22                 |      |
| Maracaibo                              | 13        | 18   | 18       | 13   | 15                 |      |
| <b>NUTS</b>                            |           |      |          |      |                    |      |
| Brazil                                 |           |      | 15       | 16   | 8½                 | 9    |
| Valencia shelled almonds               | 31        | 32   | 30       | 35   | 22                 | 25   |
| Tarragona almonds                      | 11½       | 12½  | 13       | 14   | 13                 | 15   |
| Formegetta almonds                     |           |      | 40       | 44½  |                    |      |
| Jordan shelled almonds                 |           | 40   | 40       | 43   |                    |      |
| Peanuts (roasted)                      | 7½        | 8    | 8        | 10   | 9                  | 10   |
| " (green)                              | 6½        | 7    | 7        | 9    |                    |      |
| Cocanuts, per sack                     | 3 00      |      |          | 3 75 | 4 00               |      |
| Grenoble walnuts                       | 9½        | 10   |          | 60   | 70                 |      |
| Marbot walnuts                         |           | 9½   |          | 12½  | 9                  | 12   |
| Bordeaux walnuts                       | 7         | 8    |          | 11½  | 9                  | 10   |
| Sticily filberts                       | 9         | 10   | 10       | 11½  | 9                  | 10   |
| Naples filberts                        |           |      | 10       | 11   | 10                 | 11   |
| Pecans                                 | 10        | 12   | 13       | 15   | 12                 | 14   |
| Shelled Walnuts                        | 19        | 20   | 20       | 25   |                    |      |
| <b>SODA</b>                            |           |      |          |      |                    |      |
| Bl-carb, standard, 112-lb. keg         | 1 65      | 1 80 | 2 00     | 2 25 | 1 70               | 1 75 |
| Sal soda, per bbl.                     | 70        | 75   | 80       | 90   | 85                 | 90   |
| Sal Soda, per keg                      | 95        | 1 00 |          | 1 00 | 95                 | 1 00 |
| Granulated Sal Soda, per lb.           |           |      |          | 1    |                    |      |
| <b>SPICES</b>                          |           |      |          |      |                    |      |
| Pepper, black, ground, in kegs         |           |      |          |      |                    |      |
| " pails, boxes                         | 16        | 18   |          | 18   | 14                 | 15   |
| " in 5-lb. cans                        | 14        | 17   |          | 19   | 15                 | 16   |
| " whole                                | 15        | 17   |          | 19   | 12                 | 13   |
| Pepper, white, ground, in kegs         |           |      |          |      |                    |      |
| " pails, boxes                         | 26        | 27   | 26       | 27   | 24                 | 26   |
| " 5-lb. cans                           | 25        | 26   | 25       | 26   | 20                 | 22   |
| " whole                                | 23        | 25   | 23       | 25   | 20                 | 22   |
| Ginger, Jamaica                        | 19        | 25   | 22       | 25   | 20                 | 25   |
| Cloves, whole                          | 12        | 30   | 14       | 35   | 18                 | 20   |
| Pure mixed spice                       | 25        | 30   | 25       | 30   | 25                 | 30   |
| Cassia                                 | 13        | 18   | 20       | 40   | 16                 | 20   |
| Cream tartar, French                   |           | 25   | 24       | 25   | 20                 | 22   |
| " best                                 |           | 28   | 24       | 30   | 25                 | 30   |
| Allspice                               | 10        | 15   | 13       | 16   | 16                 | 18   |
| <b>WOODENWARE</b>                      |           |      |          |      |                    |      |
| Pails, No. 1, 2-hoop                   | 1 90      |      | 1 60     |      | 1 90               |      |
| " 3-hoop                               | 2 05      |      | 1 75     |      | 2 05               |      |
| " half, and covers                     | 1 75      |      | 1 70     |      | 1 75               |      |
| " quarter, jam and covers              | 1 45      |      | 1 20     |      | 1 45               |      |
| " candy, and covers                    | 2 70      | 3 20 | 1 75     | 2 70 | 3 20               |      |
| Tubs No. 0                             | 11 00     |      | 8 50     |      | 11 00              |      |
| " 1                                    | 9 00      |      | 7 00     |      | 9 00               |      |
| " 2                                    | 8 00      |      | 6 25     |      | 8 00               |      |
| " 3                                    | 7 00      |      | 5 85     |      | 7 00               |      |
| <b>PETROLEUM</b>                       |           |      |          |      |                    |      |
| Canadian water white                   | 14½       | 15½  |          | 16   | 16                 | 16½  |
| Sarnia water white                     | 16        | 17   |          | 16   | 16                 | 16½  |
| Sarnia prime white                     |           | 18   |          | 15   |                    | 15½  |
| American water white                   |           | 19   |          | 17½  |                    | 17½  |
| Pratt's Astral (barrels extra)         | 18½       | 19   |          | 17   |                    | 18½  |
| <b>Black— TEAS</b>                     |           |      |          |      |                    |      |
| Congou—Half-chests Kalsow              |           |      | 13       | 60   | 12                 | 60   |
| Moming Peking                          |           |      | 17       | 40   | 18                 | 50   |
| Caddies Peking, Kalsow                 |           |      | 35       | 55   | 35                 | 55   |
| Indian—Darjeelings                     |           |      | 20       | 40   | 20                 | 40   |
| Assam Pekoes                           |           |      | 18       | 25   | 18                 | 25   |
| Pekoe Souchong                         |           |      | 35       | 42   | 35                 | 42   |
| Ceylon—Broken Pekoes                   |           |      | 20       | 30   | 20                 | 30   |
| Pekoes                                 |           |      | 17½      | 40   | 17                 | 35   |
| Pekoe Souchong                         |           |      |          |      |                    |      |
| China Greens—                          |           |      |          |      |                    |      |
| Gunpowder—Cases, extra first           | 42        | 50   | 42       | 50   |                    |      |
| Half-chests, ordinary firsts           | 22        | 28   | 22       | 28   |                    |      |
| Young Hyson—Cases, sifted extra firsts | 42        | 50   | 42       | 50   |                    |      |
| Cases, small leaf, firsts              | 35        | 40   | 35       | 40   |                    |      |
| Half-chests, ordinary firsts           | 22        | 28   | 22       | 28   |                    |      |
| Half-chests, seconds                   | 17        | 19   | 17       | 19   |                    |      |
| " thirds                               | 15        | 17   | 15       | 17   |                    |      |
| " common                               | 13        | 14   | 13       | 14   |                    |      |
| Pingsueys—                             |           |      |          |      |                    |      |
| Young Hyson, ½-chests, firsts          | 28        | 32   | 38       | 32   | 30                 | 40   |
| " " seconds                            | 16        | 19   | 16       | 19   |                    |      |
| " Half-boxes, firsts                   | 28        | 32   | 28       | 32   |                    |      |
| " " seconds                            | 16        | 19   | 16       | 19   |                    |      |
| Japans—                                |           |      |          |      |                    |      |
| ½-chests, finest May pickings          | 38        | 40   | 38       | 40   |                    |      |
| Choice                                 | 32        | 36   | 33       | 37   |                    |      |
| Finest                                 | 28        | 30   | 30       | 32   |                    |      |
| Fine                                   | 25        | 27   | 27       | 30   |                    |      |
| Good medium                            | 22        | 24   | 25       | 28   |                    |      |
| Medium                                 | 19        | 20   | 21       | 23   |                    |      |
| Good common                            | 16        | 18   | 18       | 20   |                    |      |
| Common                                 | 13        | 15   | 15       | 17   |                    |      |
| Nagasaki, ½-chests, Pekoe              | 16        | 22   |          |      |                    |      |
| " " Oolong                             | 14        | 15   |          |      |                    |      |
| " " Gunpowder                          | 16        | 19   |          |      |                    |      |
| " " Siftings                           | 7½        | 11   |          |      |                    |      |
| <b>RICE, MACARONI, SAGO, TAPIOCA.</b>  |           |      |          |      |                    |      |
| Rice—Standard B.                       | 3 00      | 3 10 |          | 3½   | 3 25               | 3 40 |
| Patna, per lb                          | 4 25      | 4 50 |          | 4½   | 5                  | 5 6  |
| Japan                                  | 4 40      | 4 90 |          | 5½   | 6                  | 6 6  |
| Imperial Seta                          | 4 60      | 4 90 |          | 4½   | 5½                 | 6    |
| Extra Burmah                           |           |      |          | 4½   | 4                  | 5    |
| Java, extra                            |           | 5½   |          | 6    | 6                  | 7    |
| Macaroni, dom'ic, per lb., bulk        | 5         | 6    |          | 7½   |                    |      |
| " imp'd, 1-lb. pkg., French            | 8         | 12   |          | 9    | 10                 |      |
| " " Italian                            | 8         | 10   |          | 11   | 12½                |      |
| Sago                                   | 3½        | 4    |          | 4    | 4½                 | 5    |
| Tapioca                                | 3½        | 4    |          | 4½   | 4½                 | 5    |



TEA AND CASTE.

**A** CORRESPONDENT of Commercial Intelligence writes: "One of the forms to be taken by Lord Curzon's movement for extending the sale of Indian tea, we are told, is the creation of a taste for it among over 160 million native railway passengers. The tea offered them must obviously be ready for immediate use, it must be in the cup, or, to put the matter differently, cooked. Now this is where the difficulty comes in. The Indian, so long as his provisions are raw, takes little heed of the hands through which they pass, and is content to know that nothing he considers unlawful is mixed with them; it is only when they approach the fire that he surrounds himself with precautions, dictated to him by his caste. The hawker of Cashmere shawls, for instance, sends his coolies to buy his flour and curry-stuffs where they please; but the moment he sets about making his chupatties ready for cooking he orders the men to stand off lest they should

contaminate his food. So it is again with the meal given in the South to all comers on the occasion of religious festivals; while pariah women may sift the rice and peel and cut up the raw vegetables, none but high caste persons must approach the seething cauldrons under penalty of the dole being refused by everyone save the lowest of the low. You may also see a free drink of boiled milk or whey offered to all and sundry at a railway station, but by Brahmins alone. It would be a mistake fatal to the success of the industry if the usual refreshment-room attendants, naturally drawn from the classes that serve Europeans, were employed to press cups of tea upon natives. Machinery is to be erected at Delhi to show that there is nothing contrary to caste notions in the compression of brick tea, which, after all, is sold uncooked in the bazaars. It is far more necessary to render tea in the cup acceptable at the stations by entrusting its distribution to high-caste men."

HANDSOME NEW QUARTERS.

This week, Mr. E. D. Marceau has moved into his new quarters that he has been having fitted up for him at the corner of St. Paul and St. Gabriel streets, and we are not diverging a particle from the truth when we say he now has one of the neatest and most convenient warehouses on Montreal's famous wholesale street. The renovation that has gone on under Mr. Marceau's supervision has made this warehouse thoroughly modern, light and cosy in appearance and supplied with all the conveniences such a business can require. It is a four-storey building with a basement. With the trade, we wish Mr. Marceau all success at his new address, where, no doubt, he will sustain his reputation of being one of our most enterprising tea and spice merchants.

John R. Jackson, who has for some years been head clerk in The City Grocery Co.'s store, Vancouver, has bought out John Ker, 626 Westminster avenue, Vancouver.

A LITTLE ADVERTISEMENT ....

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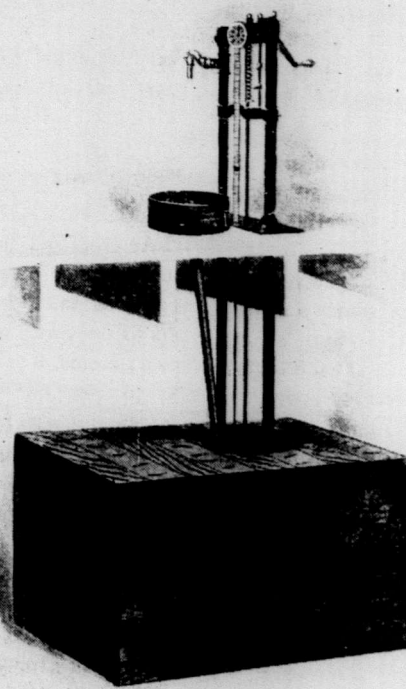
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## THE PROVISION TRADE.

The Markets—Good Meat at Two Cents per Pound—Miscellaneous Notes.

### GOOD MEAT AT TWO CENTS PER POUND.

ONE of the most promising branches of business in Paraguay is that of cattle breeding, because of the splendid quality of the pastures and because the country is one of the best watered in the world. The northern part of the republic is especially promising for starting cattle farms, as land there is of good quality and cheap. The cost of one square Spanish mile of land measuring 4 300 meters on each side is \$1,000.

Meat is cheap, perhaps cheaper than anywhere else on earth, since a bullock four years old is worth only \$10 in gold. The hide, tallow and grease being valued at one-half that sum, there remains say \$5 as the value of from 300 to 350 pounds of meat, being less than two cents per pound for meat of the best quality without bones. Under these circumstances, it is evident that it would be a most profitable business to establish a meat preserving factory for the manufacture of extract of beef, and of salted beef for the Brazilian and Cuban trade, where many thousands of tons of the last-named article are consumed annually by the native people.

Because of such an abundance of cheap meat, and desirous of encouraging the meat preserving industry, the Government of Paraguay has lately passed a law providing for the introduction, free of duty, of all things necessary for equipping such a factory, provided for the small export duty of 15c. gold on the finished product of each bullock or cow. Wages are exceedingly low. The present pay for a good laborer is but \$5 gold per month, or 15c. per day, including board.

### ROAST MUTTON, RAW IN 2-LB. CANS.

The cans used for this are generally 2-lb. tall cans and are prepared with pressure by water process.

The mutton for canning is prepared by removing all the large bones from it, but leaving small bones with the meat, these bones being in pieces sufficiently small to allow their being stuffed into cans. When the fresh meat is placed on the tables preparatory to putting into cans, a small quantity of salt is sprinkled over the fresh, raw meat. In small cans, such as the 2-lb. the mutton is stuffed into the cans raw while for the larger cans, as the 6-lb., the

meat is blanched for five or six minutes. The cans are capped after filling, the centre vent being left open as usual. The 2-lb. cans are then processed in the retort for one hour at 10-lb. pressure. The pressure is allowed to exhaust after the required period for processing, the cans withdrawn on the trays, and the vents quickly stopped.

The cans are again returned to the retort and are boiled off for one hour at 12 pounds' pressure.

In handling this article care should be taken not to open the cans too soon. Like canned roast beef, the cans are showered with cold water in the shower room until cool, after which they are put through the usual washing process, etc. The same care must be exercised here, as in the case of the roast beef cans, regarding having good, strong cans and caps.

The meat is stuffed into cans in the same manner as the raw beef, in canned roast beef, a machine operated by foot-power being employed. In this canning where a strong pressure is used, it is necessary and very essential to have the retort cover or door well and evenly bolted down tight.—National Provisioner.

### THE PROVISION MARKETS.

#### TORONTO.

As predicted last week, prices keep firm throughout. The demand is steady. We quote as follows: Dressed hogs, \$9.25 to \$9.50 per cwt.; mutton, \$5.50 to \$6.50 per cwt.; lambs, 8 to 9c. per lb.; beef carcasses, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8 to 9c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8 for best and \$6 to \$7 for mediums.

Almost every line is from ¼ to ½c. higher, and the market is firm since the advance. We quote: Long clear bacon, 11½ to 12c. Smoked meats: Breakfast bacon, 15c.; rolls, 12½c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams, 12c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20.50; Canadian short cut, \$22. Lard—Tierces, 11¼ to 11½c.; tubs, 11¼c.; pails, 12c.

#### MONTREAL.

"Anchor" brand of compound lard was advanced another 5c. this week, which gives one an indication of the tendency of

the market. Its strength is its chief feature. The demand remains fairly active for smoked meats. We quote: Heavy Canadian short cut messpork, \$22.00; Chicago clear pork, \$24.00 for heavy and \$23.50 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$23.00; hams, 13c.; bacon, 15.; lard, pure Canadian, \$2.40 to \$2.45; per pail; refined lard compound (Fairbank's), \$1.92 for 1 to 24 pails; \$1.90 for 25 to 49 pails; \$1.88 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 26-lb. pails, and 10¼c. in 50-lb. boxes, for Quebec.

ST. JOHN, N. B.

Barrelled pork is very firm at high prices. Sales are light. They are governed by actual needs. Beef is also rather higher, but has not advanced equal to pork. Lard is still very high, with the sale fair.

WINNIPEG.

Cured meats are very firm at last week's quotations. Lard advanced 10c. the 20-lb. pail, and is now quoted at \$2.45.

The new canning factory at Brooke, Ont., will probably start operations this week.

A new grocery and provision store has been opened in Georgetown, Ont., by L. Spence.

Ed. Kelly, grocer, Sarnia, Ont., has given up his retail business and will engage in a commission business.

John Woodman, an employe of The Somerville Canning Co., Hamilton, was caught by the police in an attempt to give away some of the company's goods to two of his friends.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

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

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

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

D. GUNN, BROTHERS & CO.

78-78-80 Front St. E. - TORONTO.



**Buy...**

**REGISTERED**  
*Bow Park*  
**BRANDS**

**PICKLES** for your  
**best trade.**

PREPARED BY

**Shuttleworth & Harris,**  
BRANTFORD, ONT.

The demand for

**REGISTERED**  
*Bow Park*  
**BRAND**  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
BRANTFORD, ONT. LIMITED

**HAMS**

**Sugar Cured**  
**Bright**  
**Juicy**  
**Well Flavored**

There are no better Hams made than Fearman's "Star Brand." If you have not proved this, send us a sample order.

**F. W. FEARMAN CO.**  
Limited

**Pork Packers and Lard Refiners,**  
**Hamilton, Ont.**

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



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



**TORONTO CATTLE MARKET.**

The sub-committee of the Property Committee of the Toronto City Council have prepared a report advising improvements and enlargements to the Toronto Cattle market, which are estimated to cost over \$25,000. The report states that the cattle market at present comprises eleven and one-half acres, with accommodation in the annex for 1,000 cattle and 2,500 hogs, and in the market proper for 2,246 cattle and 2,500 sheep, or altogether a storage capacity for cattle on market days of 164 cars. The largest receipts on any day this year were 104 cars.

The report recommends that four additional acres be secured and large sheds be erected thereon, giving room for 1,000 more cattle. It is also proposed to make new arrangements for keeping the market clean; that the weigh scales be removed to a more central location; that the present offices and caretaker's cottage should be removed to the north side of Wellington avenue, thus giving room for 100 more cattle, and that proper receiving yards be constructed alongside the G.T.R. The committee, in conclusion, recommended that an interim appropriation of \$10,000 be made to proceed with the work.

**INQUIRIES REGARDING CANADIAN TRADE.**

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's Office in London, Eng.

1. Inquiry has been received from a correspondent in Rome for quotations of Canadian oak, unsawn; presumably oak logs.
2. A gentleman who is about to proceed to Canada with a commission to purchase butter in the centres of production, asks for information respecting the situation of factories, creameries, etc., and particulars concerning same.
3. Several business men who are shortly starting business in South Africa as general merchants, with departments for hardware, fancy goods, crockery, groceries, etc., are desirous of hearing from Canadian manufacturers requiring representation.

[The names of the firms making the above inquiries, can be obtained on application to the editor of THE CANADIAN GROCER.]

Inquiries received at the Canadian Section of the Imperial Institute:

4. A firm of manufacturing chemists asks for names of Canadian shippers of molybdenite.
5. Another inquiry has been received for the names of Canadian shippers of hay.
6. An Anglo-Australian house wishes to obtain a few Canadian agencies for Australia in soft goods, etc.
7. Information regarding the copper resources of Canada is desired by persons who might be willing to acquire a well-developed property of quality suitable to their requirements.
8. An inquiry has been made for the addresses of Canadian manufacturers of chair stock.
9. A Canadian wood-working company wishes to hear from United Kingdom house prepared to contract for regular supply of hardwood flooring; blocks of best quality.

**THE COWAN CO., Limited, TORONTO**

MANUFACTURERS OF CHOICEST

**Coatings for Confectioners**

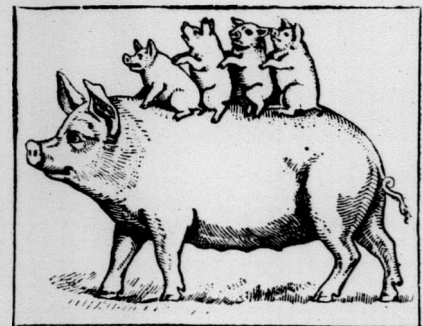
DARK CHOCOLATES ARE

**O.K., Beaver, Black Pearl, and Ebony**

LIGHT CHOCOLATES ARE

**Triumph, Pearl and Empress**

THESE GOODS EITHER WITH OR WITHOUT VANILLA.

**FARMERS' CO-OPERATIVE PACKING CO.  
OF BRANTFOD, LIMITED.****Absolutely  
Pure****LARD**

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

**WE GUARANTEE OUR LARD TO BE ABSOLUTELY PURE.**

*Lard in Tierces, in 50-lb. Tubs, in 20-lb. Palls,  
in 5-lb. Tins, in 3-lb. Tins.*

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

**Our Brands Give Satisfaction.**

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

**Hot Weather Specials**

READY FOR LUNCHEON:

**BOILED PORK HAMS,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,**

**BOILED BEEF HAMS,  
HAM, CHICKEN and TONGUE  
SAUSAGE.**

**The Park, Blackwell Co., Limited**

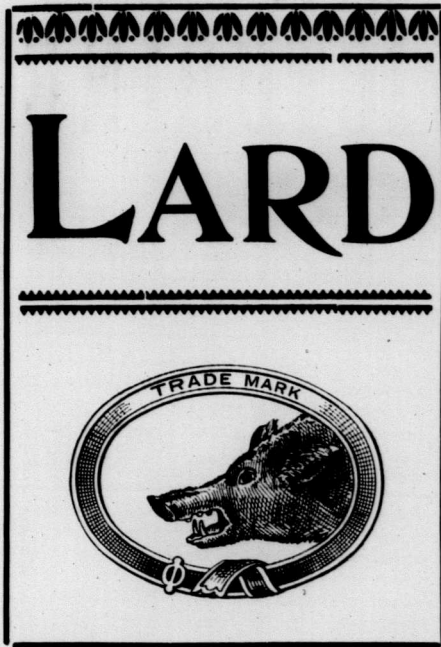
Packers and Exporters,

**TORONTO, CANADA.**

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

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





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

No hog lard is as pure and wholesome as Fairbank's "Boar's Head" Standard Refined Lard Compound. This brand is the oldest on the market, commanding the preference of consumers everywhere.

Fairbank's "Boar's Head" Standard Refined Lard Compound commands a better price than hog lard at times when hog lard is cheap; at present our "Boar's Head" Brand is sold at 1½c. to 2c. per lb. less than hog lard.

Fairbank's "Boar's Head" Standard Refined Lard Compound is composed chiefly of vegetable oil, and on account of its purity and wholesome quality is preferred to hog lard by those who have tried it. It will go further in cooking than any hog lard.

Write for quotations on Fairbank's "Boar's Head" Standard Refined Lard Compound. It will give satisfaction to your trade and increase your profits. We guarantee the quality.

Fairbank's "Boar's Head" Standard Refined Lard Compound is packed in the following sizes:

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

# THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

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.

IT doesn't matter whether it is a case of being **TOO FAT** or **TOO THIN** Bread, Cakes, etc., made from

## "SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition.

Samples and prices on application to

**E. A. SHOEBOTHAM**  
CANADIAN AGENT,

St. James' Park, LONDON, Canada.



ESTABLISHED 1869

## Geo. Stanway & Co.

Brokers and General Commission Merchants

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

Correspondence Solicited.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## GOYERS MAPLE BLEND SYRUP

A good seller. Every can guaranteed. No loss.

**WARREN BROS. & CO.**  
TORONTO.

## QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retails at  
10 Tablets for 10 Cents.

## SLEE, SLEE & CO., Limited

Tower Bridge Brewery, LONDON, ENG.

## FOR English Malt Vinegars.

Ontario Agents

**John W. Bickle & Greening.**  
HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.



## COURTESY TO CUSTOMERS.

**I**N this boasted and boastful age when by-products of every sort are being converted into cold cash, a man ought to investigate himself occasionally to see if anything is going to waste which might be utilized. Courtesy has a commercial value as much recognized and sought after as capital, and yet some men are not cultivating it but let the opportunity go to waste, while they are growling at fortune's scanty favors. In fact, courtesy has a value above cash, for you cannot go into the market and buy it with money or its equivalent. If the commercial agencies rated men correctly they would invoice their moral and mental qualities just as much as their stock, fixtures and accounts.

The entries might appear something like this in the scale of 100:

Honesty, 75 per cent.

Executive ability, 90 per cent.

Courtesy, 95 per cent.

And so on through the list of attributes which make up a man's character.

It is a fact that a man's reputation for honesty and ability enters largely into his rating, and justly so, and yet I know men with a fair amount of both and a stack of dollars on top of them, who failed because they were cranky, or crabbed, or unpleasant to deal with.

Courtesy in business ought to be regarded as much of an asset as honesty, and among employes it ought and does in many places command a premium in the shape of higher salary or advancement in position.

I know of a popular restaurant, made so not because they serve better or more appetizing dishes than others, but the proprietor is a brisk, genial man, welcoming his guests with an appreciative word, and his waiters are polite and pleasant and really seem to belong to the same race of people as yourself, while the cashier is so affable that all through the meal you anticipate the pleasure of paying her.

It is evidently no accident that these people are associated in business together, but the proprietor knows that people come again to a place made pleasant and attractive by courteous treatment. The general public will even go to considerable personal inconvenience and overlook many objectionable features for the sake of dealing with one who succeeds in pleasing them. I knew a man whose business did not seem to suffer in the least because of his sharp practices because he had such a frank, friendly manner that people would rather be swindled by him than treated fairly by his less courteous competitors. Now, this is not an argument for winning manners and dishonest practices, but an illustration

of what can be done notwithstanding a known reputation for trickery. Add to the courteous treatment the most unimpeachable honesty and the combination is doubly strong.

As an illustration of how much the ladies are influenced by the bearing of those who serve them, two women sitting near me in a railroad car were telling their troubles. The older lady was complaining, apparently with some cause, of the treatment she had received from the ticket agent and the inconvenience it had caused her. On account of that the entire system from section hands to general manager was condemned, a boycott declared, and when she reached the home of her friend, who was an official of the road, it was promised that the offending ticket agent should be punished in a manner befitting his offence! And the younger woman opined that such employes ought to lose their positions. It is a "dead" certainty that the railroad or the store which allows its employes to be disobliging to its patrons is going to lose its patronage and the lady patrons will be the first to go.

It may be that a railway company can exist without its lady patrons, I don't know about that, but I do know that a merchant who loses his lady customers may as well close his doors. The women are the principal buyers of merchandise, whether they hold the purse or not.

I have often seen that demonstrated. A man may look at goods and partially select what he thinks necessary, but if he does, he will usually say, "I will have my wife call and look at them before you send them up," and when he comes with her to show her what he has selected, she will say with the utmost unconcern, "O, that isn't what I want at all," and calmly proceed to make her own selections. It is because ladies are the largest patrons of the store and because they are easily attracted or repelled by the manner of the salesman, that no merchant can afford to ignore the business value of courtesy.—Uncle Reuben in Furniture Journal.

## VISIT FROM A KINGSTON GROCER.

Mr. W. Hobart Dyde, president of the Retail Grocers' Association, Kingston, Ont., and a member of the firm of James Redden & Co., of that city, has been spending a few days at the Pan-American and Industrial Expositions. He left Toronto, on his return home, on Monday night. Mr. Dyde is an enthusiastic association man, and while in Toronto spent some time interviewing officers of the local association with a view to exchanging ideas on association work. The Kingston association, which is in its first year, is doing fairly, but Mr. Dyde believes it can do better. If it does not it is not likely to be any fault of his.

No more Blue Mondays

## VICTORINE

(THE CLOTHES WASHER)

has made weak women strong and wash-day a pleasure.

This great washing compound contains seventeen ingredients.

No Alkali to Injure.

Write for sample.

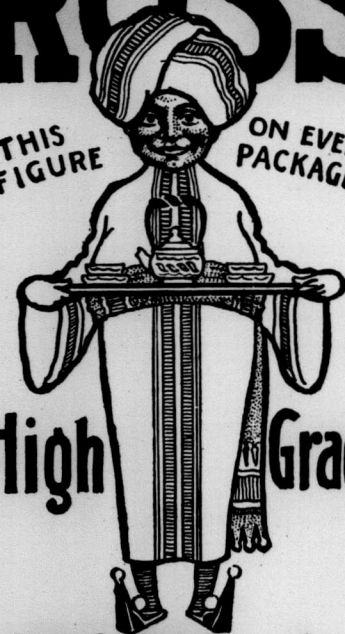
VICTORINE (Incorporated)  
MONTREAL.CLOTHES  
PINS...

Selected and full count, in packages of 4 doz.—6 doz.—12 each to a case.

This makes a very attractive shelf display line. Also in cases of 5 gross, large and small sizes. Ask for quotations.

BOECKH BROS. & COMPANY,  
TORONTO.Manufactured by  
WM. CANE & SONS MFG. CO.  
Limited,  
NEWMARKET.

ROSS'

THIS  
FIGUREON EVERY  
PACKAGE

High Grade

TEA

We have never heard, or had reported to us, a grocer saying that Ross' Pure Ceylon Tea did not please his customers. It can't help pleasing, it is all pure, unadulterated High Grade Ceylon Tea. Remember, too, that Ross' is the only pure Ceylon Tea on the market. All others are, more or less, mixed with China and other teas!

THE ROSS TEA CO., - - TORONTO.



# Ceylon and Indian Teas— Black or Green.

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

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

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

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.



**BUSINESS CHANGES.****DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

**J**OSEPH HARVEY, general merchant, L'anse au Foin, Que., has assigned, and V. E. Paradis has been appointed provisional guardian.

Joseph A. Leboeuf, grocer, Valleyfield, Que., is absent from that place.

Frechette & Frere, general merchants, East Angus, Que., have assigned.

Gagnon & Caron have been appointed curators of J. H. Savoie, grocer, Montreal.

Bilodeau & Chalifoux have been appointed curators of J. A. Leboeuf, grocer, Valleyfield, Que.

A meeting of the creditors of Robert Hockley, tobacconist, Edmonton, N.W.T., has been held.

James M. Meikle, general merchant, Cardinal, Ont., has assigned to George A. Dana, Brockville.

Joseph Lafrance, baker, Montreal, has assigned, and a meeting of his creditors will be held on September 17.

The creditors of Mrs. Beaudet, general merchant, St. Pierre le Brequets, Que., meet to-day (Friday) to appoint a curator.

The creditors of J. H. Cummings, general merchant, St. Prime, Que., meet to-morrow (Saturday) to appoint a curator.

Wm. McGinn, grocer, Guelph, Ont., has assigned to W. E. Buckingham, and a meeting of his creditors will be held to day (Friday).

**PARTNERSHIPS FORMED AND DISSOLVED.**

Leber & Leduc, confectioners, Maissonneuve, Que., have dissolved.

Palmer & Smith, general merchants, Maple Creek, Man., have dissolved.

Durand Bros., commission dealers in grocers' sundries, Vancouver, have dissolved.

Sigurdson Bros., general merchants, Hnausa, Man., have dissolved. S. Sigurdson continues.

A. & H. Foreman, grocers, Collingwood, Ont., have dissolved, and Henry Foreman retires; succeeded by Foreman Bros.

Murphy Bros., cigar dealers, etc., Renfrew, Ont., have dissolved partnership, and the business will be continued by C. J. Murphy.

**SALES MADE AND PENDING.**

John M. Dowdall, grocer, Ottawa, has sold out.

J. D. Little, general merchant, Jemsey, N.B., has sold out.

The stock of J. R. Dufresne, tobacconist, Montreal, has been sold.

Charles Couturier, general merchant, St. Mathieu, Que., has sold out.

The stock and fixtures of the estate of John Cars, general merchant, Port Haney, B.C., have been sold.

The assets of Mrs. W. H. Costigan, grocer, Montreal, have been sold.

F. W. J. Ball, grocer, London, Ont., is advertising his business for sale.

The assets of J. L. Hould, general merchant, Gentilly, Ont., have been sold.

Joseph Henry, confectioner, London, Ont., is advertising his business for sale.

R. Maynard, general merchant, Kirkwell, Ont., is advertising his business for sale.

The assets of J. H. Savoie, grocer, Montreal, are to be sold on September 16.

The assets of the estate of J. E. Verret, general merchant, Becancour, Que., are to be sold.

Thomas Dobie, general merchant, Mooresburg, Ont., is advertising his business for sale.

The stock of the estate of W. T. Beadles, general merchant, Erie and Salmo, B.C., has been sold.

The stock of George T. Potvin, general merchant, St. Gedeon, Que., has been sold at 34c. on the dollar.

The stock of the estate of R. H. Fair & Co., grocers, Winnipeg, Man., has been sold at 40c. on the dollar.

The stock, etc., of the estate of L. A. Wright & Co., grocers and crockery dealers, Picton, Ont., is advertised for sale by auction on September 17.

**CHANGES.**

S. F. Wible, grocer, Essex, Ont., has sold out to H. Allen.

P. Beaudin & Frere have registered as grocers, etc., in Montreal.

J. A. Brunet & Co., grocers, Montreal, have been succeeded by E. Belair.

D. W. Anderson, general merchant,

Harrow, Ont., has sold out to W. R. Royce & Co.

John Kerr, grocer, Vancouver, has sold out to John Jackson.

Mrs. W. Calder, grocer, Kentville, N.S., is giving up business.

Joseph Harel, grocer, Montreal, has sold out to Charles Couturier.

D. Mason & Co. have registered as wholesale grocers in Montreal.

Melvin & McKinley, cigar dealers, Halifax, are giving up business.

Mrs. Herbert, grocer, St. Thomas, Ont., has sold out to Ellen Richardson.

Dargis & Precourt have registered as grocers in Shawenegan Falls, Que.

Demers & Larose have registered as general merchants in Thedford, Ont.

Knowlton & Pibus have registered as flour and grain dealers in Knowlton, Que.

R. H. House, grocer, etc., St. Thomas, Ont., is advertising his intention of selling out.

Gagnon & Frere have registered as general merchants in Ste. Anne du Sault, Que.

E. M. Embree, grocer, Amherst, N.S., has been succeeded by Embree & Trenholm.

Moore & Hall have bought out the Farmers' Exchange, general store, Olds, N.W.T.

Peter Sorreil, confectioner and fruiterer, Selkirk West, Man., has sold out to Mrs. Pearson.

**DEATHS.**

L. A. Estey, general merchant, Grand Falls, N.B., is dead.

John Clark, general merchant, Tatamagouche, N.S., is dead.

**POPULARITY**

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

**"BOBS"****CHEWING TOBACCO**

In 5 and 10c. Plugs.

**BOBS costs you only 36 cents, and pays a good profit.****BOBS is well advertised.****BOBS is selling well in almost every store from the Atlantic to the Pacific.****BOBS is A BIG PLUG FOR LITTLE MONEY**

Made by

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



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

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

Excelsior Macaroni  
White Castile Soap

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

**"Chief Keokuk"**

Pickles and Condiments.

**"Montrose"**

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

**KEOKUK PICKLE CO.**

KEOKUK, IOWA, U.S.A.

**Refrigerators**

BUY

**EUREKA**

it is the best.

WHY?

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.  
2nd. Because the system of circulation of air is perfect.  
3rd. Because it is well built.  
Further information can be obtained in catalogue which is free.

Address,

Eureka Refrigerator Co.

This cut represents No. 13.

54 Noble St., Toronto



**KEEP COOL!**

**Georgia Watermelons**

First car of the season just arrived.

Extra Fancy Bananas, Pineapples, Oranges, Lemons.

**CANADIAN** Tomatoes, Raspberries, Cherries, Currants, etc.,  
arriving 3 to 5 times daily per express.

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

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

**GRIMBLE'S** English Malt

Six **GOLD** Medals **VINEGAR**

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



**"CAPSTAN" BRAND**

Package and Bulk **MINCE MEAT.**

**PACKAGES**— $\frac{1}{4}$  gross in case.

**BULK**— $\frac{1}{4}$  pails, 6 in. crate.

60 lb. **TUBS**

100 lb. "

25 lb. **PAILS**

75 lb. **TUBS**

500 lb. **BARRELS.**

Sold by all wholesale grocers.

Sole Manufacturers—

**The Capstan Mfg. Co., - Toronto.**

**DWIGHT'S**



**SODA**

**THE MOUTH WATERS**

when reading our cook book, but to taste buns and pastry made with

**Dwight's Cow Brand Soda**

—that's the test!

Ask your customers about it.

**JOHN DWIGHT & CO., TORONTO**

**LICORICE..**

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

**YOUNG & SMYLIE**

Established 1845.

**BROOKLYN, N.Y.**











SODA.—COW BRAND



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

SOAP

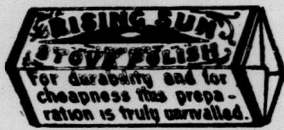


Gloriola Soap, per gross..... 12 00  
Straw Hat Polish, per gross..... 10 20

STOVE POLISH.



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



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



STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.  
No. 1 White or Blue, 4-lb. cartons 0 06 3/4  
" " " 3-lb. " 0 05 3/4  
Canada Laundry " " " 0 04 3/4  
Silver Gloss, 6-lb. draw-lid boxes 0 07 1/2  
Silver Gloss, 6-lb. tin canisters.. 0 07 1/2  
Edwards'g Silver Gloss, 1-lb. pkg. 0 07 1/2  
Kegs Silver Gloss, large crystal 0 06 1/2  
Benson's Satin, 1-lb. cartons.... 0 08  
No. 1 White, bbls. and kegs ..... 0 05  
Benson's Enamel, per box..... 3 00  
Culinary Starch—  
Benson & Co.'s Prep. Corn..... 0 06 1/2  
Canada Pure Corn..... 0 05  
Rice Starch—  
Edwardsburg No. 1 White or  
Blue, 4-lb. lumps..... 0 08

KINGSFORD'S OSWEGO STARCH



SILVER } 40-lb. boxes, 1-lb. pkgs. 0 06 1/2  
GLOSS } 6-lb. boxes, sliding cover 0 08  
PURE—40-lb. boxes 1-lb. pack.... 0 07  
48-lb. " 16 3-lb. boxes 0 07  
For puddings, custards, etc.  
OSWEGO } 40-lb. boxes, 1-lb. 0 07 1/2  
CORN STARCH } packages .....  
ONTARIO } 38-lb. to 45-lb. boxes, 0 06  
STARCH } 6 bundles .....  
STARCH IN } Silver Gloss ..... 0 07 1/2  
BARRELS } Pure ..... 0 06 1/2  
BEE STARCH.  
Cases, 64 pkgs. 48's..... \$5.00  
1/2 Cases, 32 pkgs. 24's..... 2.50  
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—  
Canada Laundry, boxes of 40 lbs. \$0 04 1/4  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs.... 0 05 1/4  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lbs... 0 05 3/4  
4-lb. " " " " " 0 06 3/4  
Barrels, 175 lbs..... 0 05  
Kegs, 100 lbs..... 0 05  
Lily White Gloss—  
1-lb. fancy cartons, cases 30 lbs. 0 07 1/4  
6-lb. toy trunks, 8 in case 0 07 1/4  
6-lb. enameled tin canisters,  
8 in case ..... 0 07 1/4  
Kegs, ex. large crystals, 100 lbs. 0 06 1/2  
Brantford Gloss—  
1-lb. fancy boxes, cases 36 lbs... 0 08  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs, per case 3 00  
Celluloid Starch—  
Boxes of 45 cartons, per case... 3 50  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 05  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 06 1/2  
Crystal Maize Corn—  
1 lb. packages, boxes 47 lbs.... 0 06 1/2

"SNELLINGS PATENT"



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



Cases each 60 1-lb..... 0 85  
" " " 60 1/2-lb..... } 0 85  
" " " 120 1-lb..... }  
" " " 120 1/2-lb..... 0 36



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

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

TOBACCO.

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

WOODENWARE

BOEKH BROS. & COMPANY.  
Washboards Leader Globe..... 1 55  
" Improved Globe..... 1 65  
" Standard Globe..... 1 80  
" Solid Back Globe..... 1 90  
" Jubilee (perforated)... 2 10  
" Crown ..... 1 45

F.o.b. Toronto.

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

YEAST.

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



TEAS.

SALADA CEYLON.

Wholesale. Retail

Brown Label, 1's ..... 0 20 0 25  
" " " 1/2's ..... 0 21 0 26  
Green Label, 1s and 1/2's..... 0 22 0 30  
Blue Label, 1s, 1/2's, 1/4's and 1/8's.. 0 30 0 40  
Red Label, 1s and 1/2's..... 0 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  
" " " 1/2-lb. " " " " " 0 20  
Blue Label, retail at 30c..... 0 22  
Green Label " 40c..... 0 28  
Red Label " 50c..... 0 35  
Orange Label, retail at 60c..... 0 42  
Gold Label, " 80c..... 0 55

BROWN BRAND

Wholesale Retail.

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

We are always glad

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

MACLEAN PUB. CO., Limited  
Montreal. Toronto.

WE STOCK

NO. 197

SYRUP PUMP  
AND MEASURE.

Highly commended by those who  
KNOW. (Ask for circular).

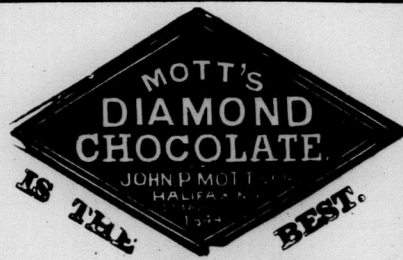
WALTER WOODS & CO.  
HAMILTON.

Soap

"IMPERIAL" and  
"SNOW"

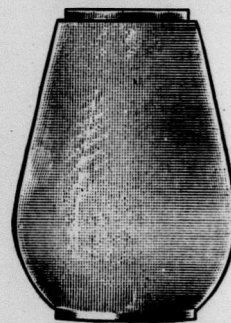
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NOW IN STORE.

Perkins, Ince & Co., - Toronto.



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MOTT'S

ARE YOU USING OUR



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or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Limited

Shredded Whole  
Wheat Biscuit

For sale by all  
Wholesale Grocers.

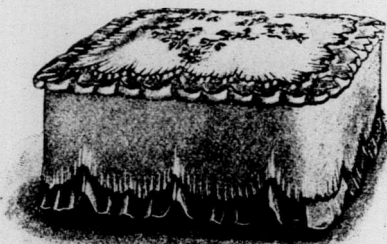
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61 Front St. E., TORONTO.







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We have just issued our new Catalogue for the coming season. It's a daisy, and yours for the asking.

Have you tried our Mail-Order Department?

Write to us for illustrations or prices of anything you are needing in

|                                 |                                 |
|---------------------------------|---------------------------------|
| White Granite and Printed Ware, | Fruit Jars,                     |
| Dinner, Toilet and Tea Sets,    | Decorated Opal and Fancy Goods, |
| Fancy China of all kinds,       | Lamps and Lamp Goods,           |
| Cut Glass,                      | Decorated Souvenir Goods,       |
| Rich Pottery Vases, etc.,       | Rockingham and Cane Ware,       |
| Lamp Chimneys,                  | Lanterns.                       |

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TORONTO and WINNIPEG.

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## Wethey's Condensed Mince Meat

proves that its sales are not in any way affected by other brands.

*It always pleases*

## J. H. WETHEY,

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New Season's

# Candied Peels

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

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

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