## PAGES

MISSING


SELL
ONLY THE BEST!

In Competition with the World we have received the

## Highest Awards

Made . . .

These substantiate our claim that : : : :

## Colman's

 Mustard

Ask your grocery house for particulars. It is possible they may suggest some other brand, if they have not tried "IMPERIAL." Insist on "IMPERIAL," it will pay you many times over.

## Your Customers Cannot Expect <br> to get the best results with their pickles, sauces and catsups unless they use the very highest quality in Vinegar. There's a great deal in the Vinegar, and they know it, and leave it to you to send them the grade that gives the most perfect results. <br> That's <br> "IMPERIAL" White Wine Vinegar every time.

The Vinegar that is used by the most successful and prominent pickle and sauce manufacturers in Canada to-day. No experimenting with "Imperial." The best for all purposes where Vinegar can be used.
AND NOTE THIS FACT-

Just the price of ordinary standard Vinegar.


## 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 Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Goif-sicks, $1 \%$;
box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, Curved Stem Pipes, 200 to box. Write for illustrated catalogue.
R. \& J. RANSFORD, Clinton, Ont.


YOUNG \& SMYLIE<br>Established 1845.<br>BROOKLYN, N.Y.



## Wheat Marrow.

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

## Stephens' Malt Vinegar.

# Macurquarht's Worcester Sauce. 

A rich, full-bodied Table Sauce that gives zest to appetite and trade. Bottled in England; not shipped in bulk and bottled here. A high class Sauce at a low price.
ld by leading wholesalers.
A. P. TIPPET \& CO., Agents,

Montreal.
Toronto.


## IT'S HARDLY NECESSARY

to tell you that you must get hold of

## "MARGUERITE" CIGARS

when you want the best selling Canadian Cigar. There is no other cigar at same or any other price so widely and favorably known as "Marguerite." We stand behind you in handling these cigars. You have our guarantee to back you up. Are you ready to place another order now ?

## Geo. E. Tuckett \& Son Co.,

## SUIT THE SMOKER.

When you sell a man cigars be sure you sell him cigars that will please him so that he will buy them again and often. That's what I do. My customers buy of me year after year, in increasing quantities. That's because their customers like my cigars.

## J. Bruce Payne,

Cigar Mfr.
GRANBY, QUE.

Help to build up your trade.

> Syeling Band Pickles

Every time you sell this brand of pickles to a customer it puts a link in the chain that holds his trade.

Our pickles are put up in an attractive form and they never fail to satisfy.

## T. A. LYTLE \& CO.

124-128 Richmond St., West, TORONTO.

## \}

A Steady Rise -00
has grown in popular favor steadily. It is not a sky-rocketa brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of $W$ heat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

## MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

THE TILLSON CO., Limited, Tillsonburg, Ont.

## JAPAN TEA



JAPANESE TEA-HOUSE GARDEN

JAPAN TEA is most assuredly the tea par-excellence for those who appreciate delicacy of Havor and purity. It has all the qualities that combine to make a perfect tea.

It is always clean and wholesome, for the soil and climate of Japan are peculiarly adapted to the growth of the tea plant in perfection.

Merchants everywhere in Canada are selling it. Are you?

JAPAN CENTRAL TEA TRADERS' ASSOCIATION.
Trafalgar Chambers, Sun Life Building
Tel. Main 4142.
mONTREAE, CANADA.


## IMPERRIL MAPLE SYRUP

The Standard from Ocean to Ocean.
Merit Acknowledged Superiority Admitted.

## YOUR MONEY BACK

if not satisfactory.
ROSE \& LAFLAMME, Agents Montreal.

WHITTEMORE'S POLISHES.
THE WORLD'S STANDARD.
THE OLDEST AND LARGEST MANUFAGTURERS OF SHOE


The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.


CHOICEST PROOUCTIONS FROM MOST FAVORED DISTRICTS IN GREECE.


THE DOMINION BREWERY CO., LIMITED Brewers and Maltsters TORONTO Manufacturers of the Celebrated

## WHITE LABEL ALE

 ASK FOR IT AND SEE THAT OUR BRANDIS 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


## IN STORE

## BARBADOS RAW SUGAR

 in barrels. bright, excellent flavor. SPECIAL VALUE in MOLASSESWe are headquarters for best molasses in original packages. First car arriving about October 1 oth of choicest Barbados, in puncheons, barrels and $1 / 2$-barrels. Quality cannot be surpassed. This shipment is well sold. Special prices for orders to arrive. We can interest you in all grades of fruits.

## Grocers' Wholesale Company, Limited, Hamilton.

 CORRESPONDENCE SOLICITED
## The Canadian Grocer

$\infty \infty$ AND GENERAL STOREKEEPER. $\infty \infty$

Yol. XVI.
MONTREAL AND TORONTO, OCTOBER 3, 1902.
No. 40.

## ADVERTISING COMMENTS.

THIE power of persistent and exten-
swe advertising has been recently sive advertising has been recently
dumonstrated by the success of Sational Biscuit Company of Jersey whose "Uneeda" biseuits and their soors are pretty well known to the ral public. Being in the grocery line following extract from the annual It of Chairman Green, of the board lirectors, should interest Canadian hants
When our company started," he said, II goods were sold almost entirely in We determined that the true way .ll was in small, air-tight, moistureif packages. We soon found that we hit propular taste, and the " Uneeda" Ind was iollowed by many other packput up in In-er-seal form. We have hed consumers almost wholly through rtising, and results have been far ond our hopes. In the past year the al sales increased to $\$ 38,625,135$, a gain $\because 2,185,975$, or 6 per cent., and the its increased to $83,(670,115$, a gain of L, (1011 over the previous year. During past year the company invited its hoves to invest in its stock, and they taken over 4,000 shares."

## Acme Tea Company of Philadel-

 of which Thomas P. Hunter is (ient, now controls 110 grocery stores hat city. But this is not the surpris part of the matter. When it is furexplained that the first of these tores was started only 17 years ago the modest capital of $\$ 100$, then it bee seen that there is something omenal about this growth. The busiwas started in Thomas P. Hunter's trading as The Acme Tea ComIn 1900 The Acme Tea Company incorporated for $\$ 1,000,000$, with a up capital of $\$ 700,000$. This stock whed by employes of the company, the controlling stock is owned by mas P. Hunter. The Acme Company sts all its own cofiee. It manufac-tures a great many of its own goods and has grown and canned special goods un der its own brand. Mr. Hunter hopes to hate a grocery store on every corner of Phildelphia.
If it were asked, what more than any thing else has brought about this mat velous growth, a good many people would be inclined to say that the judi cious advertising, which the firm has al ways used. has had a great deal to do with its success. Mr. Hunter, himself, is a firm believer in the effectiveness oi up-to-date advertising, and attributes great things to it. The Acme Tea Company at present uses a quarter-paqe adrertisement in every Philadelphia paper on Mondays and Thursdays.

## Suppose a grocer gets in a line of goon

 which he is convinced is absolutely the best of its kind in a certain commanity He knows that none of his competitor: has as good goods and he also hnow: that the population of the town buys approximately the same bulk of these goods from each grocery store. Now how is the general mass of the popula tion gring to know that his goods ar any better than those of the other gro cers. if he doesn't explain the superiorits of his stock through the public pres: A commonsense, plain, and truthiul state ment of the good points of his wares $\mathrm{i}_{\text {s }}$ absolutely necessary if he would make headway.Advertisers should remember that the papers camot do more than hali the work in making a success of any busi ness. A paper will bring the inquiry but the advertixer must do the real selling. Just there is where he is inclined to shirk. He semis a circular, or catalogue and then sits down with folded hands to wait for orders. He should do more. He should follow up his catalogue with let ter: not one or two, but many-until he finally gets his order. He goes to considerable expense to get a prospective

Customer, and then lets him oret awas through not " keeping everlastingly at him." If all adsertisers had ar ex-tum atic plan of following up inquitios suc eseses would be many mom than they are now.-Iudd's July Jottings.

The adrertising manager of a large wholesale grocery firm beliewes that retail will find it more remmerative to feature" lines of goods that bring in a decent profit rather than to advertis cuts in sugar and the unprofitable staples. The grocer who keeps a super excellent stock of cherses, condiments irmits, and higherpriced ware, says he an afford to advertise them almost $e$ clusively. leasing the sugar trade to the man around the corner who sills a dol lar's worth for ninety-nine and a hali路
People of this comatry have been edu cated to go to the newspapers to fiml where to ese for what they meed. This is so true that no well-informed man will Aeny it. It follow: that the adrertise who uses the newspapers will get the con tomers. This does not mean that the mew-spaper is the only means for suceess iul adertisinge bout it is the miversalls approwed medium, athough some who be heve in it mas employ other methond a well. All beliete in its merit, white all (d) mot give pre-minence to any other Free colice and tea, served to shoppers during the busiest hours of the dav, are store attractions that cost very little and are productive of invaluable prestige Women appreciate little attentions. Good store service has some of the qualities of good restarant service. The ingrediont of a dollar dimner mav not cost nearl as much in proportion as those of the 2.) -ent meal, but the tact shown in sem ing makes the dimer ansolutels distm-t The service of a store ought to express the management's good-will to and con scientious care for patrons. The serving

Don't forget that we guarantee the

## Sun Daste Stove Dolish.

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

## MORSE BROTHERS, CANTON, MASS.,

## Proprietors Rising Sun Stove Polish and Sun Paste Stove Polish.

(i) -mall luxuries like tea and coftice costery litle compared to some forms of adopted it in a town would secure a distinction that cotald hardly be taken away from it by suisequent imitators.- Print-

## SUCCESS AS A GROCER.

TE. subject which 1 am about to
diectuss is a very broad one and forer: a vast field of thought, but I will endeavor to follow it chost. . ...
inriefly, tonching only on those pointwhich 1 consider the stepping stones to access a- a grocer, says 1). Mansfield in Inland Grocer
In thi- business, as in any other, it is necessary in order to be successiul that the ferson should have had some experi whee and also that his inclinations should ise along this line. New and startling ditticulties will beset him on all sides unheos he han by actual experimete learnel how to thrn ande these obstacles or chac by careinl management surmount them.
If his training has been in the country town, he should by all means locate there : if in the city, there he should begin fii- bu-iness, for the difierence in conducting bosiness in the country and in the ity would be so great that he could carcely hope to succeed should he move from one to the other.
Une of the greatest difficulties which a trocer may meet is the accumulation of tale yond in the store, cansing a. dead weight on his hands. This difficulty an only be overcome by great care in buying and selecting your stock. Watch wour stock carcfully. heop a good as forment on hand and yet be slow in buying more than your trade demands oi perishable commodities.
Be iriendly with your neighbors. Be united in your labors and, above all clee. do. not tor duped into a price-cutting conist, which will surely result in injury b yourseli.
Strive to keep your store popular and t ent good living prices. Often stores
with the beet patronage are receiving the best prices.
low comes the question which confronts all business men and which must be answered by each and every merchant individually, and that is the question, Shall it be cash or credit?:" 1 have been in business deven years and have -pent much thought and effort on this subject. In my business I am unable to follow a cash system on account of the farmers inability to meet their obligations through the months in which they have small returns from their farms. I therefore give a limited credit and make a study of the ability of each individual. 1 learn his circumstances thoroughly and know just how much credit I can saiely wive him. In many instances I ieel saie in saying that 1 know their circumstances better than they know themselves.
Care must alou be taken in collection. Away- choose an opportune time for prowing them to meet their obligations. Never ark a man to pay you when you know he hasn't a cent to pay with. Witch him closely and seize the first opportunity when he has the cash. In most caser, unless very hard pressed, he will meet his oblizations like a man. I have always attended to this department personally and can safcly recommend this method to others as 1 have had good results.
Kepp your business full of life. Be enthusiastic in your work. Enthusiasm is catching. four clerks will get your spinit and husthe, too, without being driven. Say th them, "Come on with me," and et them feel that you are not airaid to trust them, but let them bear responsibility : and above all, do not shirk re--ponsibility yourseli.
Never waver when it is necessary to say ' No." Do not send your clerk, but step' up and tell the customer yourself. He will have greater respect for you and it will avoid embarrassment for the clerk.
Never advertise what von cannot do and do not intend to do. The disappointment which would result among your
trade would cause them to lose confiden in you and in your business
Be prompt in replying to your con spondents. This may seem but matter, but it means volumes. ter how little you are concerned with matter in hand, reply promptly, showi at least this courtesy to the correspe dent. That very letter may open 11 way to a friendship which in later yeat may not onlv be very pleasant but profitable.
keep your credit good that you m buy as low as possible and therefor able to meet all competition and retain legitimate profit.
Lastly, avoid buving from too mat firms. Select good houses and stay them. Be prompt in meeting your obl gations and let them ieel that they depend upon you for prompt paymer Then should you meet with misfortus and be obliged to ask for favor for short time, you may expect it to. granted freely, as they can put confiden in your integrity and will also feel under obligations to you ior the confidence ? have placed in their business and 1 patronage you have given them. Som merchants reason that there is no friem ship, in the business world, but I difit from them. I am buying now from th houses I commenced dealing with, and during the vears of our business assoc tions I have found no truer friends. believe that in order to make a thorough success of the grocery business you should win the confidence of all with whom you have business relations.

## "TERSE TANK TALKS."

A neat, well-gotten-up, booklet contain ing a great many truths pertaining the economical and convenient storag and handling of coal oil and gasoline i published by S. F. Bowser \& Co., Fort Wayne, Indiana, under the title above given. Anyone interested in handling oil at a profit will do well to write this firm for their little booklet, which they will send postpaid free of charge

## DO IT NOW

Glance over your supply of Coffee, Mustard, Tea, Syrup, Extracts, Salmon, Baking Powder, etc., and replenish with "EMPIRE" brands. They make a fine display.

Note our warning in last week's Grocer re buying from others.
Lucas, Steele \& Bristol, wholesale oroces, Hamilton, Ont.

THE ONLY YEAST WITH CREAM IN IT-JERSEY CREAM.
We find people are getting tired of ioc. and I5c. Baking Powders, and are buying our strictly high-grade

## Jersey Cream Baking Powder

This is as it should be. To give it an extra push our travellers are authorized to give you special inducements during the month of October in 5 -case lots. See them or write to

## LUMSDEN BROS., HAMILTON AND TORONTO.

THE ONLY YEAST WITH CREAM IN IT-JERSEY CREAM.

## James Turner \& Coo.,"w Hamilton

Wholesale agents, and controllers of the following.
Each line a quick seller, yielding a good profit to the grocer.
Every line well known, and it is hard to keep a first-class store without such :

## TEAS

RAM LAL'S" Pure Indian package Tea, packed on the Gardens in India.
KHAKI," Pure Indian package Tea, packed on the Gardens in India.
MASCOT" package Tea, Black, Mixed, or Ceylon Green.
GOLDEN AGE" package Tea, Black, Mixed, or Ceylon Green.
ZEAS, bulk
"RANGNUGGER" bulk Tea, Black, in 100-1b. tins. BUSBY" Japan, pale liquoring Tea.

## COFFEES

" MECCA"-The peer of all Coffees.
"DAMASCUS"-A beautiful, flavory, fine drinking Coffee. "CAIRO"-A heavy-bodied, strong Coffee (without Rio). "OUR OWN"-A Rio Coffee, put up from high-type Coffee.

## Other Groceries

Bensdorp's Royal Dutch Cocoa.
Rowat's Scotch Pickles, all shapes.
'H. \& H." SOAP.
Taddy's English Tobacco, "ORBIT."
Taddy's English Tobacco, "PREMIER NAVY."
Taddy's English Cigarette Tobacco, "MYRTLE GROIE.

## MANUFACTURERS OF

SIGNAL" BROOMS, "STANDARD" BROOMS, MINING BROOMS (wire strings)

\section*{| NEW | Now in Store |
| :--- | :--- |}

$\left.\begin{array}{l}\text { GOODS } \\ 1902 \\ \text { PACK }\end{array}\right\}$

## THOS. KINNEAR \& CO.,

Wholesale Grocers,

## Choice Apricots, 25-lb. Boxes <br> ". Peaches, 25-lb. 50-lb. "

## HINTS TO BUYERS.

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

AFULL assortment of Crosse \& Blackwell's goods, including peels, pickles, sauces, etc., has just arrived in store with Grocers' Wholesale Co., Limited.
New Malaga raisins were delivered by Lucas, Steele \& Bristol last week.
Grocers' Wholesale Co., Limited, offers Van Houten's cocoa at right prices.
Labrador herrings, bbls. and halves, are in store with Lucas, Steele \& Bristol.
The Davidson \& Hay, Limited, are selling a fine quality of Spanish onions at a low price.
Ask Lucas, Steele \& Bristol for kippereens. They have them in cardboard boxes.
The Davidson \& Hay, Limited, have just received a consignment of Loggie's 2.lb. "Eagle" brand blueberries.
Spanish onions in crates are offered at low figures by The Eby, Blain Co.. Limited. Special quotations in round lots.
The T. Kinnear Co. have received large shipments of Jose Part select saisins, dried Californian peaches and apricots, of which they are now ready to dispose.
"Our sage, savoury, poultry dressing,etc., in screw top jars are sellers," say Lucas, Steele \& Bristol.
A shipment of fine Filiatra cleaned currants in half-cases has just been received by The Davidson \& Hay, Limited.
The Eby, Blain Co., Limited, have a large stock of Sultana raisins which they are offering at special quotations in round lots. These are especially suitable for bakers and confectioners.
Close buyers should communicate with The R. \& J. H. Simpson Co., Guelph, Ont., when open to buy new cleaned Filiatra currants in cases and half-cases for delivery about November I.
" Golden Imperial" pickling vinegar, offered by Lucas, Steele \& Bristol, is absolutely good and will keep pickles for any time.
The R. \& J. H. Simpson Co., wholesale grocers and tea importers, Guelph, Ont., have just received a car of New Orleans molasses in bbls. and half.bbls. which they are offering at a special price.
The Eby, Blain Co.. Limited, have just completed extensive alterations and additions to their mill and report that they are now in a position to fill all orders for " Wheat- $\mathrm{O}_{\mathrm{s}, \text {," the ideal breakfast food. }}$

# NEW CLEANED CURRANTS 

GET OUR PRICES.

## THE DAVIDSON \& HAY, LIMITED <br> Wholesale Grocers. <br> TORONTO.

## TRADE CHAT.

$T^{\mathrm{H}}$HE shipment of oysters from Prince Edward Island commenced last week. The first lot was shipped to Montreal by S. C. Craswell, North St. Eieanors.

1. O. Cameron, late with The Hudson's Bay Co., is starting a general business at Michipicoten River.
'Salada'" Tea Co. have been so rushed with business they have found it necessary to work every night.
i). R. McIntyre, general merchant, of Belmont, was married on September 24 to Miss Edith Browne, of Winnipeg.
Mrs. Florence L. Smith, wife of Edward N. Smith, grocer, Sarnia, died at her home September 26 , at the age of 27 years and 2 months.

A prominent fruit grower of Queenston, Carl E. Fisher, was appointed last week to the registrarship of deeds for the County of Lincoln.

Among the exports to the United States from Canada last week were $8 \mathrm{I}, 172 \mathrm{lb}$. of "Salada" Ceylon tea.

The grocery business conducted for a number of years by Walter J. S:ewart in

Thornbury has been purchased by W. F. Rolph, of Stayner.
The Government cold curing rooms for cheese at Woodstock, Brockville, Cowansville and St. Hyacinthe were closed at the end of September, and will not be reopened again until next summer.

The premises of Watt \& Gordon, who keep a wholesale grocery and liquor store in Montreal, were visited last week by burglars and $\$ 125$ was carried off from the office safe. This is five times that this building has been entered by burglars.

On September 20 the fish-curing establishment of Leonard Bros., St. John, N.B., were visited by fire. The firm had a large quantity of fish in stock, which, owing to the excellent services of the salvage corps, was for the most part removed. The amount covered by insurance is said to be small.

The refrigerator car service on the Canadian Pacific and Canadian Northern for the handling of perishable freight during the summer was discontinued last week, the weather now being sufficiently cool to ship this freight by ordinary box car. The heated car service will be inaugurated as soon as severe weather sets in.

A record crop of peas this year is that of Jas. McComb, of Arnott, near Chatsworth, Ont. Mr. McComb had nine acres of peas, which, when threshed, produced 360 bush., an average of 40 bush. to the acre. This pea is called "The Chancellor," and was selected by Mr. McComb from four varieties submitted to him for testing purposes from the Experimental Farm at Guelph.

## P. E. I. LOBSTER RATCHERY.

According to The Charlottetown Guardian, Professor E. E. Prince, Dominion Fishery Commissioner, purposes to visit that town shortly to report upon the most desirable site for a lobster hatchery.
This hatchery, which is due to the efforts of the Fishery Department to conserve the lobster industry, will have sufficient capacity to hatch from the spawn 100 to 150 ,000,000 of little lobsters yearly. Of course, much of the lobster spawn and even many of the young lobsters will be destroyed by other creatures of the deep, but there will still be sufficient, it is expected, to replenish the waters of the Island with these crustaceans. $\qquad$
T. B. Cramp, Orillia, has moyed into the new store which he has lately had erected.


## beefin england.

ALETTER from George McMicken, A former Winnipegger, who now resides in London, Eng., as agent of the Great Northern Railway steamship lines for Europe, to a friend in Winnipeg contains some interesting information.
Beefsteaks in London, Mr. McMicken writes, are dear to many, and soon will be dear to everybody. The price is now up to 1s. 6 d . per lb . This is worse than Klondike prices. Supplies of beef in England just now are scarce, and prices are commensurate with the scarcity. One of the London dealers, Mr. McMicken says, in discussing prices in a newspaper interview, said: "The ring are limiting supplies. The people must have beef, and the ring know it. Hind quarters are selling at $7^{1 / 4}$ to $9 \frac{1 / 2}{}$ d. per lb. wholesale. I know that is. per lb. was paid for rumps. That means that unless something is done to relieve the market, beefsteaks will be retailed at is. 6 d . per lb. Many people will he unable to pay the price.'
Prices, it is expected, Mr. McMicken writes, will not go down until the embargo on Argentine cattle is taken off, or until Canada can send more supplies. The present year for the cattle exporter of Canada should be a good one.

## COLD STORAGE IN NEWFOUNDLAND.

The slump in the price of fish, and the cargoes of fish now on the return to this port unsold, are an object lesson that ought not fail to warn all those whose business it is to look after the welfare of the counrty and the dangers ahead. Why is the price of fish going down? Why are cargoes of fish returning unsold? Simply because we are slowly, but surely, being elbowed out of the Mediterranean markets by French and Norwegian competition. This is not so much due to quantity, as to quality. What has killed our sale of herring is now doing the same to our codfish, and without appearing to be a Cassandra we warn our merchants, as well as the country, that cold storage-that is the export of our codfish fresh-is the only remedy for the danger which, even as we write, is in sight. What better proof, what stronger argument do we require than to know that in the month of September some Newfounland cargoes of fish are returning from the Mediterranean
undelivered and unsold? This ought to be enough for all to unite and look around for a remedy for an evil which threatens a worse crash than that of the bank and commercial failures of 1894 . Let us write cold storage for our fish high on our banners; let it be our new policy; let all strive to help in bringing it about, and thus avert a common calamity which is now threatening us.-Herald, St. John's, Newfoundland.

## a mew graduated scale.

The following circular has been addressed to the Canadian jobbing trade by the principal packers in Canada, whose names are signed below :
Dear Sirs, - With a view of uniformly adjusting the price of small packages of pure lard and compound lard over tierces, and thereby doing away
with considerable confusion that results in one with. considerable confusion that results in one
producer asking a higher or lower price than his producer asking a higher or lower price than his
competitor, we, the undersigned, have agreed to competitor, we, the
the following scale:
graduated scale for small packages of
pure lard and lard compound. Effective October I, 1902.
60 and $50-\mathrm{lb}$. tubs, $1 / \mathrm{c}$ c. Over Tierces.
Half-barrels.
$1 / \mathrm{c}$.
Half-barrels,
20-lb. wood pails,
1o-lb. tins

| 1o-lb. tins, |
| :---: |
| $5-\mathrm{lb}$. |

${ }_{3}^{5-\mathrm{lb} .}$
It is confusing for one jobber to have a quota-
ion from one concern for an assorted car of tub and pails at $1 / 4 \mathrm{c}$. over tierces, and from another concern at $1 / 2 \mathrm{c}$. or 5 sc., although the tierve basis price may be the same. A regular scale will per-
mit all jobbers to ask a uniform advance, and all mit all jobbers to ask a uniform advance, and all
producers to quote their goods at the tierce basis ${ }^{\text {prose }}$ prith a like advance for small packages.

Yours very truly,
The Brantford Packing Co.
The Collingwood Meat Co., Limited.
The Collingwood Meat Co
F. W. Fearman Co., Limited

Fowler's Canadian Co., Limited.
D. Gunn Bros. \& Co.,

The Ingersolt Packing Co.
The Palmerston Pork Packing Co., Limited
Robert Thompson \& Co. Limited.
The Geo. Matthews Co., Limited.
B. \& M. Rattenbury.

## outbreak of hog cholera.

The hog cholera is now causing much alarm to farmers and hog dealers in the neighborhood of London, Ont. Over a week ago Dr. J. H. Tennant, Government veterinary surgeon, discovered a serious outbreak of this disease in East Tilbury, and under his direction 289 hogs were killed within four days. Rumors of hog cholera in other districts of the same locality are prevalent, but have not yet been confirmed.

Despatches from Welland also show that hog cholera has broken out in Willoughby,
where H. H. Bean, of Black Creek, had 25 hogs slaughtered by order of the inspector. Symptons of the desease are reported elsewhere in the same locality.

## CheEse-making im new brunswick.

According to the statements of Mr. Mitchell, Dairy Superintendent of Kings, St. John, Queens, Westmoreland, and Albert, New Brunswick, the output of butter in this district will exceed that of any previous season. As in other parts of Canada creameries are becoming more popular in this section, as the farmers see it is more profitable and labor saving to receive cash direct for their milk, than to manufacture and market their own butter. A praiseworthy feature of the New Brunswick creamery is that the milk is subjected to the Babcock test and is paid for in accordance to its richness in butter and fat.

Already 6,000 boxes of cheese, averaging 75 lb . each, have been shipped to England, in addition to large quantities to the West Indies, where there is an increasing demand for New Brunswick butter. That sent to the English market is shipped in square boxes containing 56 lb .

Difficulty is experienced in obtaining a sufficient number of qualified men to take charge of the local creameries, and at present several young men from Prince Edward Island are at the head of the local butter factories.

## SWIFT \& Co. IN HAMILTOM.

The business of the Fowler's Canadian company, Hamilton, Ont., was taken over by Swift \& Co., of Chicago, on September 29. For several days stock-taking has been going on in connection with the deal, and everything was practically settled before the Swifts took over the business.
The Swifts intend to largely extend the pork packing business in Hamilton. They will put up a large plant, and will get in shape for doing a big section of the business in Canada. It is said by a Hamilton papern that the packing-house to be erected will be the largest one in the Dominion.
William Walker, who managed the Fowler Canadian business, remains in office. He is now the managing-director of the Swifts' packing-house business, and also manager of the Hamilton Stock Yards Co., which has been merged in the Swift enter-

## All Bacon mo Hams

cured by this company are done after the Irish process, which has made Irish Bacon famous the world over. We guarantee a cure and quality equal in every respect.

OUR LARD is absolutely pure, and we are confident of repeat orders wherever it receives a trial.

These are some of our varieties: Breakfast Bacon, Short Roll Bacon, Long Roll Bacon, Wiltshire Bacon, Cumberland Bacon, Long Rib Bacon, Long Clear Bacon, Back or Windsor Bacon, Long and Short Cut Hams, etc.

The Farmers Co-Operative Packing Co. of Brantford, Limited.

## SAUSAGE.

October is with us once more and with it the opening of the Sausage Season. This will be welcomed alike by storekeepers and customers. By the former as affording him a farger selection of meats that will pay him a good profit, and the latter as furnishing a variety of dainty foods not possible to be had in the warmer months. Last season we handled more of this class of goods than in any previous year, and we are prepared to take care of all orders with which we may be favored. We shall be glad to have your orders to ship by ixpress every day, or as you may require during the week.

## QUALITY GUARANTEED.

Fresh Pork Sausage, in large and in sinall casings. English Brawn or Head Cheese.
Frankfurter Sausage.
Ham, Tongue and Chicken.
Beef Bolognas,

- Blood Pudding.

Liver Sausage.

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

When you have any
BUTTER EGGS
to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited
75=77 Colborne Street
Telephone Main 2491. Toronto. Long Clear Bacon.

Your trade demands the best quality obtainable. WE HAVE IT. Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application.

The Park, Blackwell Co., LIMITED. PORK PACKERS, TORONTO, ONT.
prise. Mr. Walker retains his position as manager of The Rosemary Co.'s business, which will also be eplarged.

WITH CAPITAL AT \$1,000,000.
The Dominion Packing Co., of Charlottetown, is applying for incorporation. B. F. Pearson, of Halifax, is one of the principal promoters. The capital is placed at $\$ 1,000,000$. The company ask power to run steamships in connection with their business.

BEGINNING TO PACK EGGS
The Wingham Times says that The Wing. ham Produce Co. and Wm. Armour \& Sion are commencing to pack their eggs for fall shipment. Improvements are also in order now at both of Wingham's produce establishments. Armour \& Son are preparing to build a brick cold storage building alongside their present premises, and The Wingham Produce Co. are building a large frame addition to their storehouse.

YEAR'S FOOD CONFISCATIONS.
Dr. McCarrey, chief food inspector of Montreal, has completed his annual report for 1 gol, showing just what confiscations, etc., were made during this period. The report is as follows
Number of samples of milk tested, 3 894; number of dainies inspected, 1.806 ; number of license permits issued, 568 ; number of gallons of milk confiscated, $6 \nmid$; number of cows inspected, ${ }^{11} .557$.

Animals slaughtered.-Cattle, 61.998; calves, 46.716 ; sheep, 82.359 ; hogs, 116.655

Animals confiscated.-Cattle, 70; calves, 457 ; sheep, 42 ; hogs, 91 ; bruised meat, $8,25 \mathrm{Ilb}$.
The following confiscations were made in butchers' stores: Beef, 246 ; poultry, 23 ; mutton, 246 ; veal, 973 ; pork, 2345 : fish, 12675 .

In fruit and other stores, 3.940 lb . of goods were seized.
One thousand pounds of impure ice were also confiscated.

> PORK-PACKING IN P. E. I.

Davies \& Fraser, Halifax, N. S., have submitted a proposition to the l'rince E.dward Island Government through Hon. B. Rogers, to equip a pork-packing, canning and cold-storage business there on condition that they can secure 30,000 hogs and 1,600 head of beef cattle per year. They do not specify any quantity of fruit etc., but will handle what offers of marketable quality. They ask for no concessions except exemption from taxation for 25 years

C. P. FABIEN Manufacturer of Refrigerators ano Ice Chests Diplomas
awarded at Montreal, Toronto and Ottawa Exhibitions.
Over 50 patterns to choose from. Proprietor of Aubin's Over 50 patterns to choose from. Proprietor of Aubin's
Patent Grocery Refrigerator. New Dominion, Imperial Patent Grocery Refrigerator. New Dominion, Imperiaa
Dominion, special improved Dairy Palace for Hotelsall hardwood.

3169 Notre Dame St., MONTREAL

FISH ano OYSTERS
WHOLESA工E.
The F. T. JAMES C0., Limited 76 Colborne street, TORONTO.

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Wrapping Papers
are strong, durable and good weight.
You will find them good in every way. And you can depend on them.
-All Orders promptly attended to
CANADA PAPER CO, Limited
TORONTO and MONTREAL.

## Austrian Suģar

 ON SPOT-.-TO ARRIVE or FOR IMPORT.Samples and quotations on application.

## ALEX. WILLS, <br> 27 St. Sacrament Street, MONTREAL

All first-class Grocers and Provision dealers should handle the

## "L. \& S." and "Imperial"

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

## Long Clear Bacon.

New cured, free from rust, light or medium weights. Write or wire us for quotations in case or car lots.

Fowler's Canddian Company, Limited
HAMILтon.
and that the Government secure cold storage on the Island steamers to Pictou. This proposition is a business one which contrasts favorably with that recently published. They will employ what labor is necessary as well as expend money to build a plant suited to the requirements of the business and as they are already in this business and bave made a success of it they can no doubt successfully handle it.

## THE PROVISIOW MARKETS.

 TORONTO.During the past week the hog market has declined considerably, and trade has been more sluggish than for months past, due, in great measure, to the bad weather. Beef has also declined. We quote: Dressed hogs, $\$ 825$ to $\$ 8.75$; beef carcasses, $\$ 5.50$ to $\$ 8.00$ per 100 lb .; hind quarters, $\$ 6.00$ to $\$ 9.00$ per $100 \mathrm{lb} . ;$ front quarters, $\$ 4.00$ to $\$ 5.50$ per $100 \mathrm{lb} . ;$ veal, 8 to 9 c . per lb ., and lambs, 6 to $6 \frac{1}{4} \mathrm{c}$. Select live hogs are worth $\$ 7.00$ and fat and lights, $\$ 6.75$ per 100 lb . Choice export cattle are worth $\$ 5.25$ to $\$ 5.75$ per 100 lb ., and lights, $\$ 4.25$ to $\$ 5$.
In provisions the business continues brisk and stocks are becoming very light. Prices remain steady. Quotations are as follows: Long clear bacon, II to $111 / 2 \mathrm{c}$. ; smoked breakfast bacon, $14 \frac{1 / 2}{2}$ to 15 C . ; roll, 12 to $121 / 2 \mathrm{c}$.; medium hams, $131 / 2$ to 14 c .; large hams, $121 / 2$ to 13 c .; shoulder hams, II to $111 / 2 \mathrm{c}$., and backs, $141 / 2$ to 15 c .; Canadian heavy mess pork, $\$ 21.50$; short cut, $\$ 23.50$ to $\$ 24$; lard, in tierces, $103 / 4$ to IIC. per lb.; tubs, II to II $1 / 4 \mathrm{C}$., and pails, III/4 to

I I $1 / 2 \mathrm{c}$.; compounds, $83 / 4$ to Ioc.; plate beef \$1 5 per 200 lb . bbl.

## MONTREAL.

The market for Canadian pork and provisions is steady under a fair demand, considering the season. In American barrel pork an advance has been made of 500 ., and wholesalers are now quoting in single barrel lots, Jones', $\$ 25.75$; Armour's, 30 40's, $\$ 28$; Armour's, $5060^{\prime} \mathrm{s}, \$ 27$. Apart from this there has been no new feature in the provision trade. In fresh killed abattoir dressed hogs, however, the market weakened somewhat, and $\$ 9.50$ per 100 lb . is now quoted. Since this decline of 25c. a steadier feeling prevails, and at present a fairly good demand is experienced. Quotations follow: Pure Canadian lard, $\$ 2.371 / 2$ to $\$ 2.40$ per pail. Fairbank's "Boar's Head" lard compound, $95 / 8 \mathrm{c}$. tierce basis, with extras as follows: $60-\mathrm{lb}$. tubs, $1 / 4 \mathrm{c}$. over tierce : 20 lb . tin pails, $1 / 4 \mathrm{c} . ; 20 \cdot \mathrm{lb}$. wood pails, $1 / 2 \mathrm{c}$. ; Io-lb. tins, $3 / 4 \mathrm{c}$.; 5 lb . tins, $7 / 8 c_{0} ; 3$-lb. tins, Ic. Snow White and Globe compound, $\$ 1.80$ to $\$ 1.90$ per pail ; Cottolene, $111 / 4 \mathrm{C}$. for $20-\mathrm{lb}$. pails and $111 / 8 \mathrm{c}$. for $60-\mathrm{lb}$. tubs, for Quebec and Ontario; hams, 12 to 14 c .; heavy Canadian short cut mess pork, $\$ 24.50$ to $\$ 25.00$; Canadian short cut clear pork, $\$ 23.50$ to $\$ 25.00$; American short cut clear pork, $\$ 24$ to $\$ 24.50$; American fat back, $\$ 24.50$ to $\$ 25.00$; bacon, Wiltshire, 14 to 15 c . per lb. extra plate beef, $\$ 14.50$ to $\$ 15.00$ per bbl.

ST. $\mathrm{IOHN}, \mathrm{N} . \mathrm{B}$.
In barrelled pork prices are held at full
figures. The sale is limited, particularly for this time of year. Beef is being more freely offered. Lard is still high and the market si firm. In fresh beef, domestic is freely offered at quite low prices. Oatario keeps quite high. There is a better demand for pork, and full prices are obtained. Mutton has a fair sale. Lamb is in large supply and keeps quite low. Only a light supply of veal received. We quote: Mess pork, $\$ 21.50$ to $\$ 22.50$; clear pork, $\$ 23$ to $\$ 24$; plate beef, $\$ 14$ to $\$ \mathrm{I} 6$; pure lard, tubs, 12 to $121 / 4 \mathrm{c}$. ; pure lard, pails, $121 / 4$ to $121 / 2 \mathrm{C}$.; compound, $91 / 4$ to Ioc. ; Fairbank's refined, $101 / 4$ to $101 / 2 \mathrm{c}$. ; domestic beef, 5 to 7 c .; Ontario beef, 7 to 9 c . ; pork, 8c. ; mutton, 5c. ; lamb, 6 to $6 \frac{1}{2}$ c. ; veal, 5 to 7 c .

## WINNIPEG.

In dressed meats the market remains unchanged for the week. The supply in all lines is good.

In cured meats, hams are quoted at 15 c . for small and $141 / 2 \mathrm{c}$. for large. All other prices are without change for the week.

## PROVISION NOTES.

Breault \& Chapman, butchers, Sandwich, Ont., have dissolved.

Minguay \& Co., pork dealers, etc., Levis, Que., have registered.

Nelson \& Lalonde are establishing a new butchering firm in Fort William.

The estate of the Dominion Butchers' Supply Co., Toronto, is to be wound up.

The book accounts and rolling stock of E . U. Lefebvre, butcher, Montreal, have been sold.

## 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. O. Beauchemin \& Fils, Montreal.

Cana by

## ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

IT is not too early to begin YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

## British West Indies

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

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

TRADE IN COUNTRIES OTHER THAN OUR OWN.
TEAS IN NEW YORK

Iring the lather pain of the week, there was consider Is in mow cop twas to arrive, and at full quatell pricos. sales reported in



 -T.p Fonchaw. The line businese contin
 cipally for iorward deliverice athl at inll (1.nibe- 29

## SINGAPORE PINEAPPLE

Refortine to sineapore pineapple, The Jaul Taylor Brown Co., New York, says: "W. are this day in receipt of adices by mail irmem singapure, datad August 21 , an formange the -hipment of 1,5 y) caves of
 our aromme. This letter alsor reports that the seawn had just dosed at that date anitl that it had heen ann extromety anpmotitable one for the packers, owning (1) the estromely low prices realized on thair proflucts. There is a supplementary sason in Hecember and Jannary. Whin some parking will be done, and onr Mr. Brown leanee here next menth, in whiter to be in singapore duning that anan for the purpocen of binging the parker attention to some improcencme in th. - tyle of parking, which we thimk will prone |nemericial to the trate here and in the 1 nited state.

## SULTANAS AND VALENCIAS EASIER

A heary drowline has taken plawe in the pini.. of sultama= sime then first arrival

 wh. At the reduction, howewer, and with the price on a beed with the Amprma market, and appuring fairly Allow, burnmes is bewoming active and 1.ny... - Merate with more conlidence. Two fill cargene are on the way, one bering nerarly dite, and when thear are on the marken the trawie may ise expected to awnur it uswal "avonis propertionThe market for Valemian has, during the. wank, hown a gradually dectinine onne, cark day thowing a dertine on the pre fions day of 6.d. to 1..: and the marhet

 Markn Review, sefter

## canned corn in the states

There is reported a considerable buying interow in offerings of lowa and Olio, cannell corn. with sales for shipments howe on the basis of 75c: for standards (...1. iantory for Ohio pack and 7oc. i....i).
factory for lowa pack. Some business in Southern park, Maine style, is reported at 75. A.obl fantory. Referting to the sithation a fen days ago a New York broker in conversation with The Journal of Commerce said: " Now that it is definitely known that Maine packers will make extremelv short deliveries, and that the state pack will mot be on the out--ide estimate over 50 per cent. deli,ers on contracts a consilerable buying inter$\Leftrightarrow t$ is developing in Western and southarn packis. Wholesale grocers have sold lowavily the the retail trade, and are seemingly anxious to purchase stock for sup, plying these contracts if possible. The -ituation is more serions than has been the case in years, for the reason that in lirst hands stocks are believed to be the lightest kinown in several seasons. There was a larger consumption of corn last season, I am told, than ever before, and this being the case the market now opens with a comparatively light carry over and short pack of the new. On the basis oi 7 7.e. f.o.b. factory for Ohio pack the Nestern warket is firm, and offerings are by no means pressing ior sale. Spot ofiThing: of state are light. In fact, I do not know where 1 could go and pick up any quantity at the present prices. Quotafions are largely mominal both on state and Maine offerings. Succotash has taken an upward tendency in sympathy with the hiseher tendency of corn.

## A THREATENED SCARCIIY OF CURRAMTS

Three further cargoes of new currants have arrived by the ss. Tuder, Cygnet and Gienoa. Althongh the market is now well supplied with all qualities, very little irait is at present on the way to Lon don, and should the demand continue as antive as it now is, it may be feared that by the culd of the month a temporary atarcity may be experienced. It is matter for regret that there should be any such danger, as under the conditions which have prevailed for many yoars, the Lomfon marhet, being acenstomed to be fed with liberal consigmments, and having arranged its operations on that basis, is always liable to considerable disturb, ance when that basis is not maintained. The quality of the latest shipments contimues to bear out the favorable impresfon produced by carlicr ones, and so far The erop may be said to be the best of remt years. Alarmist reports are from time to time received as to the condition of rain-damaged iruit, which may be thipped here later, but there is little use in meeting difficulties half wav, and probabll this. irnit when received will be less had than it is now represented. Demand for all qualities and from all classes of buyer is attive, and while sellers refrain
from any undue pressure, they show salutary disposition to meet buyers' quirements, and thus contribute much to the satisfactory condition of trade in thi article. No change in prices has taken place during the week except a little stifi ening in that of Provincial, and quota tions for all qualities are eminently reasonable.-Produce Markets' Review

## September 13

## CAMMED SALMON HIGHER IM LONDOM

The trade in spot salmon has been gen cral, and, in the aggregate, will no doubt prove to be above the average of formel years. Prices have further advanced, many holders preferring to carry their goods over to another season rather than sell them at the narrow margins which even the present advanced prices allow. A large business has been done in sal mon of the present year's pack, which will come to the markets in 190:3; fact, it is now diflicult to obtain ofier: in some descriptions, the packs having been almost entirely aisposed of. The quality of the existing stock of Alaska fish is rery good, and it is difficult explain why the margin which now ists between this description and the bet ter grades, should be so exceptionall wide. For instance, the dilierence be tween Alaska talls and Fraser talls now 6s. per case, a fact which would seem to leave no doubt that either the Alaska must advance or the Fraser de cline.-Produce Markets' Review, Septem ber 13 .

## COLOMBO TEA SALES.

Dodwell \& Co., Limited, Colombo, un der date of August 27, advise as fol lows: The offerings at to day's tea auc tion comprised $11,3 s 9$ packages equal to $1,171,253 \mathrm{lb}$., of which $1,12 \mathrm{~s}$ pachage. equal to $117,538 \mathrm{Hf}$., were withdrawn for higher limits. The sale passed with brisi competition for ali kinds at hardenine rates, demand continuing perfectly strone for broken grades, the finest kinds which realized very full rates. The market is in a strong position for fine teas, owing to the supply being insufficient meet the requirements of the trade. Common leai teas show an advance of do pe: II). on last week's rates; the price for clean liquoring pekoe Souchong is $3!1 /$ There is a good inquiry for sound liquor ing dusts and fannings, and prices keop very stcady. The average price for the sale held on the 13th inst. was 33e., a compared with 33 3 c. for the previons sale. The exports to the United Kingrom for the present month will be about millions, against 6 millions last year. Th, estimate for September shipmonts is put at 7 millions.

Charles Secord, baker and confectioner Pilot Mound, N.W.T., has sold out is Peter Vanderburgh.

## YOU CAN SELL 

BECAUSE IT IS A DELICIOUS BREAKFAST FOUD MADE ENTIRELY FROM THE FINEST WHEAT. all the phosphates and nutritive properties of the whole wheat are retained.

## 


#### Abstract

with first orders we supply samples in miniature bags. freight paid on 5 -Sack orders


# THE EBY, BLAIN CO., , mime <br> SOLE WHOLESALE DISTRIBUTERS <br> TORONTO. 

## COLOR AND ORDER IN A GROCERY STORE

CLOR plays a more important part in the arrangement of goods than most are willing to armit, say: 3. H. Allbee in Grocers' Criterion. It is olor that attracts and holds attention anywhere, even in the dingiest grocery tore. It is color which will stop a passer short in his tracks and compel him to look at a window regardless of his personal inclinations at the time, as , is color which makes a room look cheery or cold, according as it is used.
There is no question about this proposition. Color pleases every human being, from the most astute Caucasian down to the lowest form of humanity known. If the decorator of a store would follow the greatest of all instructors, Vature, he will discover at once that color in richest profusion has been lavishad upon very many of the humblest obient. whose origin is in the most lowly of places. Therefore; use color in plenty, not lond, garish color, but warm, pleasing sharles which will create a sense of satisfaction in the minds of those who -ce them.
Manufacturing grocers have recognized this devire for color in putting up the numerous package goods which are offered. There is an endless variety of -hades and combinations which afford unlimited opportunity for artistic display: on shelves or elsewhere. It requires an understanding oi color combinations, but that is not difficult to acquire, and once in possession of this knowledge very many incongruous and umpleasant arrangements will be prevented. Fonmerly it made no difierence. There were no package goorls, with the exception of coffee, Ha, and spices, and the packages in such cases were all alike. Grocers could place them on their shelves in any way and no contlict of color resulted. The coffee and tea packages were nearly always plain manila paper, printed in black, while apices had labels varying from yellow to
white. The printing was nearly always black, hence the impossibility of making up) anything that was satisfactory in the way of display.
Probably at the present time canned goods offer the most satisfactory assortment of artistic colorings from which to choose in making up a display. There is every imaginable color and shade intermixed with gold, silver and bronze deco rations. which enhance the appearance and greatly increase the decorative possibilities. It dosen't require any marked ability in such work to make a store like a sort of art gallery.
The shelves, as has been previously printed out, can be made convincing advertisements of the quality of the goods carried. It isn't enough that the stock is displayel upon the shelves. The tendency is to put up the goods in a sort of mixel mass, which suggests very many unpleas ant things. Order is essential. A gro cer's shelves can be made as attractive in their way as the shelves of a druggist Perhaps to a large propertion of people the attractions of a grocer's shelves will be considered much more satisiactory than the shelves of a druggist. But many very many, grocers can go to the drug gist and secure many hints in cleanlines. and orderls arrangement.
Emphasis should be laid upon thiquestion of orderly arrangement. Order is said to be heaven's first law. Why i not essential. But any successful man ager of large enterprises will tell you that order ought to be earth's first law. but it isn't, and a peep into the average grocery store confirms this suspicion.
Some grocers disligure their store front by outside displays, which are not only disagreeable under the most favorable conditions, but are positively disgusting as usually made up. Where one deals in green groceries, too, it is absolutely im possible to secure any sort of a display that can, by any stretch of imagination,
he called attractive. It is possible to make up a sood display oi potatoes o other vegetablis, but a mixture of berries, regetables, tropical iruits, and a miscellaneous solection of other species of groceries is a conglomeration sure to raise a conflict of sensations, it it dosen't raise ampthing else. And you can all rest certain that it will not, under any circumstances, raise your bank account. The most profit accules to the myriads of Hlies which consider such a display as legitimate prey. Prowling dogs and cats ${ }^{\circ}$ are irequent visitors, and their calls do not enhance the value oi iood products, Possibly other umpleasant acompaniments might be adduced without having to seek iar, but these iew are perhaps sufficient to indicate the general effect such displays produce.
As a matter of fact, a purchaser doesn't meed an entire regetable garden spread before her eyes to know what she wants. As a rule, regetables speediy wilt and lose flavor in the air and sumshine. Astute purchasers understand this and will mot patronize the average grorer ii a vegetable man who understands his business is near. Sometimes a display of fruits, which will not wilt or lose flavor in the sunshine, is a profitlose flavor in the sunshine, is a profit-
able investment, but there is more or less danger in it, and even this is not recomdanger in it, and even this is not recommended. Better by far leave your front
entirelv clear, utilizing your windows to entirely clear, utilizing your windows to their fullest capacity and arranging the interior of the store as artistically as possible. This method gives diguity to the appearance of your place of business and adds stability to your constituency(wo features of the utmost importance in building up a trade.
Wery arrangement of a store window and interior should contain a development of the idea of suggestiveness. In this way trade can be created and one's business greatly ealarged. If you can lead a customer to make more purchases than were originally intended merely bo ofies ing silent suggestions you will be performing what is frequently omitud from the average dealer's effort. Irging eiten fails. The proper method of suggestion never does. Therefore study it carefully and get so vou understand it thoronghly. It will help you succeed and therehy increase your income.

## In Business To Make Money?

The grocer who sells pure, white, dry, crystaline Windsor Salt is absolutely sure of satisfying the man or woman who buys it. Satisfaction is a pearl of great price, but you can't measure it in dollars and cents, because you can't sell it. Since "Windsor Salt" and "satisfaction" mean exactly the same thing, you sell a pearl of great price when you sell Windsor Salt.

If you are in business to make money there is no safer way to do it than to sell the best of its kind in staple goods-Salt is one of the staples. Windsor Salt is best by test!

## Windsor Salt Will Help !

The Canadian Salt Co., Limited, Windsor, Ont.



THE CANADIAN GROCER

## President: <br> JOHN BAYNE MacLEAN, Montreal.

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## THE TOMATO SITUATION.

ALREADY there is a strengthening of price reported in the canned tomato market both in Maryland and in California. Notwithstanding the fact that the Baltimore packers are rushed to death getting their tomatoes packed, and that there is a dearth of cans and cases, it is scarcely likely that a sufficient pack will e made, on the whole, to permit of any amount of canned tomatoes being put into stock.
An authority in California is credited with the statement that there will not be nough tomatoes packed in the entire Inited States to supply the demand. This means that, because the popular desire for tomatoes has become a fixed quality, prices will go away up. At present Californian packers have been compelled to turn down epeated orders from the east, simply because it would be utterly impossible to supply them. Every canner in that State as already sold his entire estimated pack, and reports say that it will require the
most favorable growing weather to enable them to fill their orders in full. Owing to prevalence of low prices earlier in the year, jobbers cleared out their entire stocks, with the result that they are now offering good cash prices for tomatoes.

In Canada it is not improbable that there will be a very considerable shortage. Owing to the lateness of the season and the fact that the tomatoes are rotting on the vine, the supply of the raw fruit is very scarce. Then, too, while last year's pack was a very fair one, a considerable portion of it was exported to the United States, where there was a scarcity. Altogether, then, the Canadian pack of 1902 will be short and prices will go up in sympathy.

## A "KICK."

THE following letter was sent to a Montreal newspaper on September 27, the writer signing himself "British Merchant "
The writer noticed an article in a well-known English paper referring to the trade of Canada with Great Britain in comparison with the trade the States have with Britain.
The uriter of the article was evidently a Canadian, as, after detailing some of Canada's energetic efforts to promote trade with the Old Country, he blames the British merchant for lack of enterprise.
As a merchant, I may be permitted to reply that the fault may rest with the Canadian merchant or manufacturer.
My firm have made several efforts to introduce Canadian goods into this country, and two or three agencies have been given us, but the same agencies have also been given to other firms, as our representatives have discovered when offering the goods; with the result that we at once drop them.

No self-respecting firm is going to offer goods for which they are supposed to be the agents, to tind that other firms are offering the same; also posing as agents for the same concern.
We are agents for several American houses, and have the entire handling of their goods, and we have had every possible support in our efforts, and never had any similar experience with them.

It is a common practice for British merchants or manufacturers to appoint more than one agent for their goods in Canada; and why such should be objected to in Great Britain, where with so much greater population a larger field is provided, is not quite clear. In some cases firms as near to each other as Montreal and Toronto are agents for the same British goods. Each manages to do a good trade in his respective locality and throughout the country surrounding, and neither considers it any loss of self-respect that another firm is handling the same goods.

## A SHORTAGE OF CANNED CORN.

Aheavy shortage in canned corn is reported from New York. There is an unprecedented shortage in the Maine pack and a decided falling off in the New York State pack. Prices have risen rapidly in sympathy. Three weeks ago Maine standards were quoted at from 95 c . to \$1 per doz. spot, while last week the nominal price had risen to $\$ 1.15$ and $\$ 1.20$, with very few offering at any price. Jobbers in the United States are looking on the present situation with anxiety. In many cases they have already bought and sold heavily for future delivery, and there is no telling where the goods are to come from.

The situation has been further aggravated by the new law, which requires that all canned goods must bear a label, stating where the goods were packed. Under this enactment, those Western packers who sold Maine standard under their own label can no longer do this legally. They have, accordingly, bought largely of Maine to supply the trade which they built up prior to the passing of the law. This has considerably added to the shortage in the east.

What bearing this will have on the Canadian market for canned corn is doubtful. It is probable that the pack here will be at least normal, in which case it may not be impossible that goods will ultimately be shipped to the United States. But, if the circumstances surrounding the corn market last spring are recalled, some doubt may be felt as to whether it will be possible to spare any of the Canadian pack. It will be remembered that the Canadian syndicate brought over to the present season a stock equal to the whole pack of a few years ago. Such a situation was viewed with alarm at the time, but all fears were dissolved when the stock in first hands was greatly disposed of during the spring.

At present, in default of securing Maine or New York State futures, a heavy business is being done by New York jobbers in Western corn. They are paying 7oc. f.o.b. factory on Iowa pack, and 75 c . f.o.b. factory on Ohio pack. It will not be wondered at if they presently make inroads on the Canadian pack.

A merchant cannot keep his customers unless he keeps up to date.

## PROBLEM OF MOVING THE NORTHWEST CROPS.

THE enormous cereal crop in Manitoba and the Territories has naturally again brought to the front the question of getting it to the seaboard. A statement made in Montreal places the number of Canadian vessels available for the service at 18 , while a Fort William authority estimates that we have 30 grain carrying vessels, taking into account passenger steamers as well. Vesselmen themselves have recently declared that they can handle about $2,500,000$ bush. weekly.

Although there are really no more railway lines in operation in the West than there was a year ago, the facilities for carrying the grain are better than they were a year ago. The C.P.R. has lengthened all its sidings between Fort William and Winnipeg, so that each siding is now able to accommodate two trains of 90 cars each. Besides this, large additions have been made to the rolling stock. General-Superintendent Leonard only a few days ago said that the C.P.R. had 10,000 cars west of Fort William for the wheat service alone. Estimating 800 bushels to the car, this would mean a carrying capacity of 8,000 ,ooo bushels.
Now, with regard to the wheat crop. Exactly what it is cannot be said. At a moderate estimate it can scarcely be less than $75,000,000$ bushels, allowing 60,000 ,ooo for Manitoba and $15,000,000$ for the Territories. Last year Manitoba gave 50,502,000 bushels and the Territories 12 ,676,000 , a total of $63,000,000$, while there were inspected at Winnipeg over 46,000 , ooo of the crop of igor. We all remember the difficulty that was experienced to move this crop and that millions of bushels had to be carried over to 1902, simply because of the insufficient transportation facilities.
As we have shown, the transportation facilities are better than they were in 1901. But the question is, have they sufficiently improved to warrant one in concluding that they are equal to the demand that will be made upon them? Candidly, we do not believe they are. The fact of the matter is, that even with the addition of the Canadian Northern, the grain-producing capacity of the West is far in excess of the trans-
portation facilities of the country. And the weakest link in the chain is the steamship service.
The steamers we have are few and the carrying capacity of the most of them is anything but modern. And even were their general carrying capacity more modern, they would have to lighten at Port Colborne of anything in excess of 75,000 bushels if they were bound for the lower lakes. As much as 250,000 bushels of wheat have been carried through the American Soo Canal by one steamer, and the average cargo is 175,000 bushels. It is evident, therefore, that Canada is handicapped in more ways than one in regard to the transportation of grain from the Northwest.
During the calendar year 1901 there were shipped from Fort William and Port Arthur $15,374,000$ bushels of wheat. Of this $3,225,000$ bushels went through the Welland Canal, $5.000,000$ bushels to New York, via Buffalo ; $1,500,000$ bushels to Owen Sound, 2,160,000 bushels to Midland, 600,000 bushels to Depot Harbor, 700,000 bushels to Point Edward, 1,500,000 bushels to Goderich and Meaford. The remainder went to Port Huron and Detroit.
It has been claimed that it will not be a great while before $100,000,000$ bushels of wheat will be shipped annually from Fort William. And the way the Northwest is developing such a thing is probable, but the question that concerns us most is how we are going to properly handle the quantity that is now produced by the West.
Two or three years ago the Dominion Government essayed to relieve the situation by suspending the navigation laws, but it created such a storm that it promised never to do it again. It is just a question, however, whether it would not be justified in doing it again.
The United States has certainly no right to consideration from us as far as shipping laws are concerned. There is not and never has been any intention on the part of the United States to give a moderate interpretation of their shipping laws as far as Canada is concerned. On the contrary, their interpretation has always been of the strictest and most arbitrary character. The
refusal to permit Canadian vessels to participate in the carrying trade from Porto Rico and Hawaii to the United States is a proof of this. But the question is, would we, by a temporary suspension of the navigation laws, and thereby allowing United States vessels to participate in our carrying trade, facilitate the marketing of the enormous grain crop of the Northwest ? It seems to us there is but one answer to the question.
On the United States side of the upper lakes last year $77,000,000$ bushels of grain and $8,000,000$ barrels of flour were carried. If, therefore, the vessels which engaged in carrying that quantity could for the short time now remaining before the close of navigation be permitted to engage in the the Canadian carrying trade the result would obviously be to the advantage of the commercial interests of Canada, for the more grain that can be shipped the more money will there be to circulate in the country.

## THE TOBACCO COMBINE.

SIGNIFICANT in many ways is the reported combination of the British and American tobacco interests, which was announced last week. At a time when the Morgan Shipping Trust and the American commercial invasion seem to many to be menacing British commercial interests, such an amalgamation as this is calculated to remove many disquieting fears. It is probably the first attempt yet made to unify the transactions of an important international industry. Up to the present period the tendency hås been to unite industries on purely national lines. Then international competition stepped in and the same policy of union, it appears, will be applied to meet the exigencies of the present situation.
What is to be the outcome of this further combination is a matter of speculation. It will at least tend to unite British and Am. erican interests and serve to place the Anglo Saxon peoples in their proper relative positions to meet the commercial attacks of the future.
The statement just issued by the officials of the combining tobacco companies gives some details concerning the amalgamation. The text reads in part : "The business of Ogdens, Limited, has been transferred to
the Imperial Tobacco Co., and the export business of the Imperial, Ogdens and the American Tobacco Co. and its allies have been amalgamated, and a joint company is in course of formation, under the name of the British-American Tobacco Co., Limited. The result is that the Imperial Company will, as agreed between the hitherto com. peting parties, be left in possession of the trade of the United Kingdom, while the American Company is not to be disturbed in the United States or Cuba, and the British American Company will compete for the trade of the other parts of the world. The Imperial Company will pay for the good-will of Ogdens business in ordinary shares ranking with the similar shares of the original vendors behind the $51 / 2$ per cent. preference shares of that company, and will pay for the tangible assets of Ogdens in cash.'

The capital of the British-American Company is to be $\$ 30,000,000$, and Mr. J. B. Duke is to be president. Though American interests control two thirds of the stock, the headquarters of the company will be in L.ondon, since from that centre business can be better managed.

## CHEESE MARKET STIFF.

THE cheese market is still a strong one, both at home and abroad. At our factories in the country prices are firmly held at $101 / 2$ to $105 / 8$ for the finest colored cheese, of September make, about ic. higher than a year ago. Cable offerings based on the above prices in the country are not meeting with many responses, and holders seem to expect that even higher prices than these will yet be realized for the product. Their confidence in a firm market in the future is no doubt inspired by the fact that in the latter part of last week prices in England advanced 2 s . per cwt ., bringing up the quotations there to 5 Is ., with a stiff market. This is the highest point reached in cheese for over two years, the record price being made in August, 1900 , when cheese went up to 58 s .
Not only is the market strong in Canada. In the United States a similar condition prevails, and this week at the factories there the record prices of $113 / 8 \mathrm{c}$. for colored and $119-16 c$. for white were reached.

The market on the other side is exciting. The peculiar part of it is that there seems to be nothing to warrant this appreciation beyond a keen competition amongst buyers for September cheese, which enjoys the reputation of being the finest of the year, strengthened by the reports of advancing markets in the Old Country. The high markets on the other side of the Atlantic for meats, canned goods, and provisions generally, seem to warranta big demand throughout the coming year for cheese, and, no doubt, the consumption of the product will be large. Holders seem to be speculating on the above supposition, as they are at present conservative in their offerings. Prices will probably be kept up for a time, but it is difficult to predict whether the expectations of the cheese men in this country and the United States will be realized, in so far as a continuance of the present figures for any length of time is concerned.
The make of cheese in Canada this season is said to be the largest in the history of the country. The heavy rains all summer produced an abundance of grass and the cows yielded more than the usual supply of milk. Fortunately for the farmers the prices realized for the cheese have been high, and the markets active with numerous inquiries from across the Atlantic.
So far the exports of cheese this season from Montreal reach a total of $1,434,162$ boxes, as against $1,235,080$ for the same period the year previous, and there seems to be large quantities of the article still held on this side of the water.

## HEALTHIER BUTTER MARKET.

THERE has been an improvement in the market for butter this week and the prices of choice creamery and dairy are firmer in tone. The markets on the other side are more active, the supplies of Danish and Irish butter having dropped off unexpectedly, and a report is gaining ground that the make in Australia will not come up to the mark this year. This is having the effect of making the inquiry more active for the Canadian article and consequently prices are firm. Should the market improve from this out in the Old Country, jobbers here wili be able to work
off their surplus holdings which have been accumulating all the year waiting for an oppertunity to be placed on the English market.
The inquiry from England has quieted down a little, but an improvement is looked for in a day or so.

The season for Canadian butter is now opening in the Old Country and anything good ought to be in brisk demand shortly, but prices of course have their limit over there. The market here has been kept up pretty well all summer.

The annual imports of butter into the United Kingdom amount to 3,702,810 cwt., of which the Dominion supplies about $61 / 2$ per cent., or $230,000 \mathrm{cwt}$. in round numbers. The heaviest supplies come from Denmark, France, Holland, Russia and Australasia. By these figures it can be seen that Canada has room to greatly increase her contributions to the British market and still hold only a fractional part of the trade.

Complaints are coming forward from various parts of the country of a falling off in the milk supply, but this occurs at this time every year. The make this season has been a record one, and may be expected to keep up fairly well while the pasture holds out. Quotations on the Toronto market are about 15 c . for choice dairy and 19 to $191 / 2 \mathrm{c}$. for selected creamery solids.

## AN INJURIOUS TARIFF REGULATION.

The Summerside, P.E.I. Journal says : The United States have adopted new regulations in regard to fresh fish shipped from Canada to the United States. Henceforth a duty of a quarter of a cent. per lb . will be imposed on smelts, etc,, if shipped in packages of 100 lb . or more. If the packages are under 100 lb . each, an ad valorem duty of 30 per cent. will be imposed. This looks very much like a direct blow at the Provincial smelt trade, as smelts are shipped in small boxes, and are not so conveniently or advantageously handled in large packages. This is a matter the fishermen and shippers would do well to inquire into particularly. At the same time it is difficult to understand why the United States should frame such regulations, which, if strictly enforced, would go a long ways towards killing the smelt trade, as the people of New York, Boston and other eastern cities depend altogether on this Province for their supply of fresh smelts.

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## Markets and Market Notes

## ONTARIO MARKETS.

Toronto, October 2, 1902. GROCERIES.

TIIE: activity moted last week in the wholesate markets comtinnes and anl increase is reported in the voltme of busimess in almost all lines of troceries. Camed vegetables continue firm and unchanged, and fruits are in the same condition. Macdonald's tobacos are firm at the advance reported la-1 werk, but there is a shortage of "Prime of Wakes." and the factory will be about one week behind in filling orders. The manufacturers of corn syrup have reduced the pice of the article $\frac{1}{2}$ e. per It., and trade in syrups generally is reported to the on the increase. In view of the strong and adrancing markets abood sugars have been put up is proints and quite a fiitle trade continues in the commondity. althomeh the drawing near of the end oi the fruit season is having the effect of diminishing the sales. Toas are quiet and unchanged. Adien from the prim ary market report adrances in Valencia raisins and quotations on mew crop fine ofi staik and selects are : to le. higher Wan the old prices.

## CANNED GOODS.

Trade generally, in camed goods, as may be expected at this tigne of the year.

- little quiet. Tomators are scarce athl fow of this season's mop, if any, are ofiering. Very little of old stock is on hand. Peas and com are both seares and the prices are firm and muhanged. Wi.
 and tomatores. \$1:20 up. Meats are quilet and irnits are dull. Sardines are firm in tone and the priees have an upward tenA.ones. Salmon is actise and unchameri. Haddics and kippered herring are in fair Amand. Other lines are quifiet. Wequote: Salmon, Fraser River soclieye, \$1.50 to :5212: Horseshoe, \$1.50 the \$1.5212 aml vorthern, \$1.40 to \$1.45.


## COFFEES.

The lowal cofiee business is quiet and h.e piops all round are firm and min hamesed. The outside markets showed ahames owing to a report by cable Trom santos predicting a decreased mowe ment of the crop. Eluotations are as iol
 rib.

## NUTS

Trade. locally, in muts is quiet and the poung prices of all grades will be con iflerably higher than last year. Advices
irom Sicily report damage to the fillert erop there cansing holders here to be firm in their views. Cables from the primary markets show adsances in the prices of about Ife. per th. for Bordeaus "almuts and of about Be. per th. For Ciremobles. In view of the excessise priee of the latter, buyers this sear will likely lase more of the Bordeans

## RICE AND TAPIOCA

Trade in riee contimues moderate and the satme is true of tapioca. The Nean Orleans marhet is reported to be fairly antion and tirm for fancy hoad rices and light huying in the lower grates. The outside tapiona markets were drages Orir quotations are now as follows B rice, $3 \frac{1}{2} \mathrm{c}$. ; Japan, $5 \frac{1}{2}$ to 6 c .; sego, $33_{1}$ to 4 c.: tapioca, $3 \frac{1}{4}$ to $3 \frac{3}{4} \mathrm{c}$.

Syrups and molasses.
Trade in syrup is piching up nicoly The mammaturets of com syrmp have lowemed the prices of the artiche per If. in whole, hali and quater harrels and 2the in 3 geallon and lace in egallon

mitar stmp markets are
 exporters. The offerings of molatses orlt side were small and doalers clam that they hate harely sufticiont stocks on hame tw supply the wants of their trade "I to the time of the marketinge of the men "Top and st prices showed a hardoning tombery

## spices.

I little business is reported in spices the call still being for the pichling vatities. Cable adsices from Hollamb mport a stronger turn to the market for lam 1a:se proper

## sugar.

litwe remaining strady and unchamged "ithout break irom lume s. pices oi sugar on the lowal market ons september 30 adranced spoints in sympathy with the strong and attion ontside marhet Ther local trate, though atill haty, is bot as active as it wats. owing to the fact that the bulk of the green irmits have heen marketen. Raw heet shgar of is deg. test, which has been down as low as is. 11 d. ion. Hambure is now quoted 6is. Sd. forb. Hamburg, and for rign refined has fractionally adranced and
tirmly held. Nowember and December -hipmont is belige quoted at an advance
 still behind in their deliseries inily (1) three weeks and the refineries are stall melting the large quantity of 45.140 toms per week. The receipts in the linited States for the week were large, beine 19, fien tons. increasing the total stock to
 weok and 172.20 .5 tons for the same time last year. The European beet ctop for the coming sacoon is extimated, acoording

 year. athl as prices at present are at a low level everywhere the present quota tions will likely be matintained even if there ber me advance on the European market.

## TEAS.

The lowal tea market is muhanged irom Japan and China greens are catere and high in price and a bair cali comtinue for Ceylon greens. Blachs of lndian and Ceylon twas are meeting with a dair call. AWices by cable from dapan report a stronger market, the ofieringbeing limited and prices hardening. Com manications hy letter from Lomdon. Eing land. are to the elieet that there is a marked weaknss in common and medimm graule of Imdian teas, but the demand for genel and choice teas was maintaimed and many of the finest kinds bromght good prices. The lower grades of ley lons continmed to sell at cheaper rates. iall of d. being moted in conmon kimdIn medium grades the quotations were

## timy $\frac{1}{2} d$, wheaper

## FOREIGN DRIED FRUITS.

CIRRINTS. There is a fair demand for these on the local market. The markets of deece continue steady and unchanged. We quote: Filiatras. is to (fic. and Patras, 64 to 7 ce, per Ib.

VALENCIA RDSSINS. The local mar fort is antive and the prices are firm for new stock. The opening quotations on this smason: Valemia raisins are as fol lown : Fime oli stalh, - to ste and select (1). © to ?c. Some Sultanas are on the for delisery oll artival.
DITES Trade in dates is still quilu The raren of dates on the ss. Tabaristan now on her way to this continent from the other side. is stated tor comsiot oi Len9, tion boxes. of which 73.001 boses are Hallower. H. 1060 Khadrawer and 25.0日月 sairs. No opening prices hate as yet been made on this cargo. We quote as follows: Dates, in bulk, fice and in pack-


PRLNES.-A quiet ieeling prevails in prines and prices are steady. At the Const larqe sizes of Santa Clara fruit are not offered, except in a limited way He quote: Californian prunes, tow $110^{\prime} \mathrm{s}, 5 \mathrm{c}$.; $90-1000^{\prime} \mathrm{s}$, $5 \frac{1}{2}$ to $6 \frac{1}{4} \mathrm{c}$.; $80-90^{\circ} \mathrm{s}, 6$ to 7 c .; $70-80$ 's, $6 \frac{3}{4}$ to $7 \frac{1}{4} \mathrm{c}$ e; $6070^{\prime} \mathrm{s}, 7 \frac{1}{2}$ to ; $50-60^{\circ} \mathrm{s}, 8$ to $8 \frac{1}{2} \mathrm{C} . ; 4050^{\circ} \mathrm{s}$, $8 \frac{3}{4}$ to 10 c . haforvian Ralsins.-We quote 5. ine 4 erown, brittin \& skelley brand;
for 3 crown and 4c. for 2 crown,
Frasme, in 50 lb . boxes.
CALIFORNIAD EVAPORATEDFRUTAS Apricots are lirmly held on the Coast and peacher are stuady. (quotations are as follows: 11 to 14 c . for peaches and 9
to 130 . to $13,1 \cdots$ If ior apricots Santa Clara apricote are quoted f.o.b. the Coast at
ie. in in Hb . boxes and $7 \frac{1}{2} \mathrm{C}$. in $25-\mathrm{Hb}$.

## boxe: in carload lots. GREEN FRUITS

guite large guantities of peaches and grapee are coming forward and the price: Fir:t wome are still remarkably low. and tire crop, is gaid to bee a fair one Now famaica oranges are on the market and the quality is reported to have never been better. The crop this year of thes oranges is stated to be large. We quote as tollows: Tomatore, 15 to sue, per bas ordinary 20 to 30. peare 20 to 30c. pet Dasket ior Bartetls and 15 w. 25 s . ior
 51) to 75. . per bashet ; apples, 10 to 2.50 . per basket and \&i to si.75 per barrel; crabapples, 2.5. per basket; watermelons,
is to 210 . each ity the sel ; 15 w. 2 er each by the 100 ; lemons, si up spamish, the per case peppere, green, i. (1) 临. per basket; ripe, i5e to \$1; oran -- Jamaica, s, 75 per box and sif. 75 to -i Per inarrel; Jersey sweet potatoes, awh; quinter, 35. per baske

Trade in all lines of vegetables contin aes lair and the prices are about the rame as they were a week ago, Guite a domand is being expurimed for cablage, and pichling onions are starce. Cucums
fore are alo, hard to
 radishes, 20 w 250 c.; mint and parsley 20 to 25 c ; turnips, 30 c . per dozen, caulitlower, 50c. to \$1.50 per dozen; cabhage, 30 to iove. per doc.; carrots, to to potatuens, so to sjoc. per bay; beans, 20 c . per basket; celery, 50 to 75 c . per dozen; vegetable marrow, 75 c . per doz; (1) si s, 10 low per doz; squashes, si por bashet; pickling onions, 75c. per baket ; ditte cactambers, 75 c . it si per has

## COUNTRY PRODUCE.

EGGiS. Lipht receipts of strictly iresh dowh are reported and the marke for this grade is firm. Considerable quanti ties of reonds are being oliered and when these are cleared out a healthy fall trade is looked ior. At out-ide points lise will be paid for good stoch. From toch, formbe quotations are firm at 17. for strictly fresh gathered; 15 to,
$1.5 \frac{1}{2}$. for ordinary store candled and
i. 15 . for ordinary store candled and BEANS. So far the offerings of beans has. bown light and reports keep coming
in to the efiect that the crop all over the Wuntry has sustained damage through the uniavorable weather of the summer Whe quote: Primes, $\$ 1.40$ to $\$ 1.45$ and handpicked, $\$ 1.50$ up per bushel.
HONEY Ofierings of honey at outside poimts continue free at the prices quoted below. Trade, locally, is fairly active Il. quote: Extracted, o to $8 \frac{1}{2}$ c. ior large quantites and 9 to $9 \frac{3}{2}$ c. for stmall lots. ombs, 81.2 .5 口 per dozen.
PoTATOES. The arrivals of potatoe on the Toronto market durmy the week have been liberal and prices are weake: than last week by is to loce per bag. The (rop this year is said to be atiected iny rot more or less and this will have a tendency tu keep the markets stifi all the year. He quote 6ij to 7uc. per bag trach, Toronto
BUTTER.-There has been a more acme demand for export for the finest -rades of dairy and creamery butter. Low grades, locally, are dull and featureless, Hollows: Choice $1-1 \mathrm{i}$. rolls 15 to 17 c . dairy tubs, best quality, 15 c. ; store pached, uniform color, 13 to $13 \frac{1}{2} \mathrm{C}$. and low grades, 12 to $12 \frac{1}{2}$ c.; creamery print:, 19 to 20 c , and solids 19 c . per tb .
CHEESE.-The market is firm and the mices have advanced a little since las: phees have adranced a little since las:
week. Keen competition at the factories is reported and this is keeping up) the market. English advices report the market. English adxices report the
cheese market strong over there. We fuote: limest cheese, 10 in to Itc. per It

## POULTRY AND GAME.

POLITRY.-The rereipts of chickens ducks and turkeys have been more liberal and as the warm weather is heeping back the domand, praces are weaker. We now Toc.; live chickens, 50 to foc.; ducks, 70
 to the.: Inw ducks, 50 to
turheys, II to J2c: per It.
GAME: The reapipts are still light, owing to the earliness of the season, and mot mach inguiry is reported for any fuoted below. Quotations on teal and ping tails are from st to 10 c . lower per pair. We quote: 'Teal, 20ce; pin tails, 30 (1) :3.e. and black duch, 70 to 7 tec.

## FISH.

The receipts of fish have been liberal and the demand very good. Dighy herfing are now on the market and are of pood quality. The catch this year is catcol to have been large, and our quo Lake Erie as follows: Fresh fishc.; trout, s! to Ho. pike foc.. British Columbian salmon, 20c.; whitefish, $8 \frac{1}{2}$ to ac.; blue fish, 15 c . per It .; mackerel, 15 to 20 e .; rock bass, 4c.; speckled trout, 25 $30 \mathrm{c} . ;$ halibut, $15 \mathrm{c} . ;$ Niagara whitefish, 9 per Ib .; blue pike, 4 c . per Ib .; live lobsters, $25 c$ per 1 lb .; oysters, $\$ 1.35$ per gal(i) per basket Dhoby

GRAIN. FLOUR AND BREAKFAST FOODS
likAIN.-Owing to the increased amount of new grain put on the marlitile thise, 1 many cases, dechned wheat and oats. live has advanced with other ${ }_{2}^{2}$ e. We quote: Red Ontario wheat Gife, middle freights; white wheat, 69 c . goose wheat, 67 e , middle freights; rye 5tce ; barley, 41 to $41 \frac{1}{2} \mathrm{c}$ and wats, 31

FLOUR.-Owing to the decreare wheat there has been a correspondin: lowering in flour. Hungarian patentand Manitoba bakers' have each dropper se. We quote: Ontario patents, in bags. $\$ 3.60$ to $\$ 3.70$; Hungarian patents, $\$ 1.00$ to $\$ 4.10$; Manitoba bakers', $\$ 3.7$ to $\$ 3.80$; straight roller, $\$ 3.30$ to $\$ 3.44$ per bbl
BREAKFAST FOODS. The demand for oatmeal and rolled oats is but fair. Oat meal, owing to the depression in the prict of oats, has dropped $20 c$; rolled wheat is also $x$. lower. Quotations are as fol lows: Oatmeal, standard and granulated, in carlots on track here, \$5; stand a: rolled oats in carlots on track here $\$ 4.90$ per bbl.; in wood, 10 c . extra broken lots are 20 c . per bbl. extra rolled wheat, $\$ 2.25$ in $100-11$, bbl.; meal, $\$ 4$; split peas, $\$ 4.75$; pot bar ley, $\$ 1.25$ in $196-\mathrm{jb}$. bbls.

## HIDES. SKINS AND WOOL.

HIDES.-These, so far, remain unchan ged, but owing to the great decline which took place in Chicago and th. United States markets last week, a corre -ponding change is expected here. in Guote: No. I green, N! 2 .; No. 2 green teers, ic. green, steers, ©c.; No. 2 green SKlNs. Prices are practically the sam. though business is weak. We quote Veal slins, 6 to 14 IH . melusive, No. clusive, No. I, Ye. Jo. 15 to 20 db . in (dairies), 60 to 70 c each ; shearlingand lambskins, 50 to 55 .
Wool. This is very quiet and th. quotations are unchanged. We quote a iollows: Fleece wool, $13 \frac{1}{2}$ c. and unwasheal $\frac{1}{2}$ e per lb.
TALDoW.-Prices are low. We ghut 6: \% 1 7. per It

## SEEDS.

The movement in alsike is still moderate, while no red clover is ofïnel We quote: Alsike, $\$ 6$ to $\$ 7$ and timuh \$1.50 to \$1.75.

## MARKET NOTES

Sugar has advanced 5 points
Corn syrup has deelined $\frac{1}{2}$ e per It
Potatoes have declined 5 to 10 c .
hag.
CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbre
ing cost.

SITUATION VACANT.
G ROCERY CLERK WANTED. STATE WAGES
FOR SALE. $\boldsymbol{F}^{\text {OR SALE-A }}$ ness in British CIRST.CLASS GROCERY BUSI, established twelve year ness in British Columbia, established twelve year,
doing a profitable business of six thousand doilan
month. Stock and fixtures would run about ninc per month. Stork and fixtures would run about ni thousand dollars. Full particulars will be given or
application to Box 99 The CANADIAN
GRocek application
loronto.

TO LET.
FOR RENT - A THREE - STOREY STONE building, $26 \times 86$, with full basement, electric eleva department store. Rent for the entire building \$1, $\$$, 100 per year. Apply to Brown \& Pardee, Real Estate
W. HARRIS \& CO. Manufacturers and Importers of SAUSAGE CASINGS, SEASONING, Ete. Correspondence Solicited.
Long Dis. Telephone North 1386.
W. HARRIS \& CO., Danforth Ave., TORONTO.

## JAMAICA ORANGES NEW LEMONS

Bananas, Sweet Potatoes Wite wes, we are stivins close priver.

## SMITH \& CARMICHAEL

70 COLBORNE ST., TORONTO.

## Butter

 Eggs PoultryConsignments Solicited.
Highest Prices. Prompt Returns.


## EGGS BUTTER

bey WE ARE BUYERS-F.O.B. your station. 'Phone, write or wire us, stating quantity you can sell for delivery next week.

Rutherford, Marshall \& Co.
Wholesale Produce Merchants,
68 Front Street Esest, Toronto.
DAWSON
Commission
Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Gorf Market and
Goiborne strets, $\quad$ TORONTO
CLEMES BROS.

## Wholesale <br> Pruit and Commission Merchants. <br> Special attention given Mail and <br> Telephone orders. <br> Your consignments, produce and fruit carefully handled. <br> WRITE US FOR PRICE LISTS.

QUEBEC MARKETS.
Montreal, October 2, 1902. GROCERIES.

BUSINESS in groceries has kept well if) to the mark during the week. The market is advancing on several lines, tomatoes being one of them. New Labrador salmon is now in stock with some wholesalers and is being sold at $\$ 7.25$ per half barrel. Spanish onions, in crates, which are abundant on this market, are quoted as low as 45 c . American pork has advanced, and wholesalers are now quoting Jones at $\$ 25.75$; Armsingle harrel lots. Prime white peat beans, which weakened somewhat last week, have regained their firmness and are now quoted by jobbers at $\$ 1.70$ to
$\$ 1.75$ per 60 th . Skinless dressed cod is now on the market in $100-\mathrm{fb}$. cases, being quoted at present at $\$ 5$ per case. Steam relined pate seal oil is higher, now selling at 60 to 70 c ., according to quantity. Small cheese has followed the advance in large cheese ; the price is now 12 to $1: 2!$

There has been no important develop ment in this market since our last report. Locally, a good, steady demand is still experienced at unchanged prices, the business, on accomit of the iruit presers-
ing season, being fully up to the stand ard of former years. Granulated sugar is selling at $\$ 3.65$ and yellows from $\$ 3$ to $\$ 3.55$ per 100 Ib .

The situation in teas on this market has not much changed. Japans heep as firm as ever, but those who expected lower prices still stick to their belief. $\because$ We will be getting cheap dapan teas in Janmary," said one importer. A small amount of old Japans is still on the marhet, but it is dwindling to within a very small compass. In China teas the feeling contmates firm. One buyer is obtaining them from London at a lower price than
he is quoted from China. Business with he is yunted from China. Business with
merchants in the country comitimues quiet Many merchants are pretty well supplied Many merchants are retty well supplied
with all the teas they will require for some time. One dealer states that he has enongh for ten months yet.

SYRUPS AND Molasses.
"Perfection", brand of corn syrup has heen reduced in price $\frac{1}{2}$., and the follon ing are the present quotations: In bbls
 in 351 th pails, $\$ 1.40$ and 25 F It . pails,
$\$ 1.10$. The demand is still light on ac count oi the low price of Barbados molas
ses. For the latter there is a fair do ses. For the latter there is a fair de
mand at machanged prices, $2: 3$ to 21 c being quoted, according to quantity Antigna molasses is worth 24c. and Porta Rico, 38c.
rice and taploca.
The market continues moderately ac tive. Ao new feature has developed and prices are unchanged. Quotations are as follows: B rice, in bags, $\$ 3.02 \frac{1}{2}$; in $\frac{1}{2}$ bags,
$\$ 3.07 \frac{1}{2}$; in $\frac{1}{4}$ bags, $\$ 3.12 \frac{1}{2}$; in pockets, $\$ 3.07 \frac{1}{2}$; in $\frac{1}{4}$ bags, $\$ 3.12 \frac{1}{2}$; in pockets,
$\$ 3.17 \frac{1}{2}$. In $10-\mathrm{bag}$ lots an allowance of 10 c . is made. CC rice, $\$ 2.92 \frac{1}{2}$ in bags $\$ 2.97 \frac{1}{2}$ in $\frac{1}{2}$ bags ; $\$ 3.02 \frac{1}{2}$ in $\frac{1}{1}$ bags and $\$ 3.07$ ! in pockets. In the open territory


OF CANADA, LImited
Are sold by all the Leading Wholesale Houses: cut tobacco

> OLD СНUM,

SEAL OF NORTH CAROLINA, CIOARETTES OLD GOLD.

RICHMOND STRAIGHT CUT, SWEET CAPORAL,
ATHLETE,
DERBY.

## FALL FAIRS.

Send for our price list at once of Cocoanuts, Peanuts, Oranges, Lemons, Bananas, Peaches, Grapes, Plums, etc.
We carry everything in the Fruit line and Would like your order for fair Day
BUTIER AND EGGS WANTED.
WE WILL PAY HIGHEST PRICES
WHITE \& CO. TORONTO.

SEND YOUR NAME if you have, or will get,

the unequalled cleaner. People who once use it,


## RIDGE HALL FRUIT FARM

## produces

Finest Peaches, Cherries, Grapes, Early Tomatoes, Cucumbers, Cabbage, Melons, Leal Tobacco, Etc.

Correspondence Solicited
E. E. ADAMS, - Leamington, Ont.

Winnipeg Brokers.

## M. B. STEELE

Wholesale Commission Merchant and Broker.
Correspondence and Agencies Solicited.
Stovel Bullding
WIMNIPEG, CANADA.

## E. NICHOLSON

## Wholesale

Commission Merchant and Broker.

Correspondence Solicited from
Manufacturers and Shippers
WINNIPEG, MAN.
prices are about loc. less. Patna rice is worth 4 to $\overline{\mathrm{c}}$. per ib . and tapioca, 3 直c

The sharket continues firm in general and way all sif. exhibit a higher ten Thme. Pricte are ret mechanged on thinow inc. per it., an to size; penang mace, 4: to soc. ground, 12.2 to 15 c ; cloves, 15 to 25 c . prpper, ground, black, 17 to 22c., accord whoie Cochim is to, Japan, 13 t 14e.: Jamaica, 16 to 20c.; Aighan, 12 to 13c.: ground, Japan, 15e.; Cochin, 16 w 17c.., Jamaica, 24 to 22 c .; and Aighan, 13 CanNel gools.
Tonnato.e continue to be the all ab …nine fature in the cammed roods -itua
 pation- ios-ardinz tomato.e hate beed
 tion i- Mor-a than wa- - ppertet, and the
 without hinm. Durine the week fobl inre hate azann ahancod the proce, and
twmatomes on -pot and to arriw ant

 -tring heans. $2,2 \mathrm{c}$, to 85 c . ; strawber Me: rasplerries, ol.f5 to s1.60); yoose inerries, -1. 15 w s1.64) ; pears, 2 s, $\$ 1.64$
 appla, 5 to the.; gallon apples, 2.10 w (2.20), 211, sliced pineappler, si20 4 2.30: -rated pineapples, \%2.51; pmo, hins, (95. th s1 ; spinach, \$1.50); sugar
 ! \%o. arine sin: Rivers lulet red sock $\therefore 10$

## FOREIGN DRIED FRUITS.

I RRINTS Nothing iurther in megard (1) the primary market has beon reweved. cod lede are as iollow- Fint Filiatras. 5

 quantite of than rai-im- wre recejted arma! in port (an suptomber ? 31, The are valy thipmont The first direct



 \% Co armolo to hatio
FITADA RSSAV: There is mothoms timuen firm and the price quatel i- ?
COD日ED PFELA There are in fair Hemand two the ratom. N1. quat. a

 han- dentoped. Priers are andhanged. Ohr quotations are as follow: : London lavers, 81.50 to $\$ 1.60$; " Commoissem Chusters," $\$ 2.15$ to $\$ 2.25$; $\frac{1}{1}$ 's, 65 to 70 c . Royal Buckingham Clasters," $\$ 3.30$ to
\$3.35 ; 1’'s, 81.05 to $\$ 1.10$; " Excelsio "indsor Clusters," $\$ 4.50$ to $\$ 4.60$; ${ }^{\frac{1}{4}=}$ $\$ 1.30$ to $\$ 1.40$
figis. The primary market for com adre tige shows me sign of weakening The most impertant feature in the pori tion is the shortage in smyrna.
CAIAFORNAS RAIANS. Prices for - weded raisins have thet been amounced for Canada iet. It is underatom that prices for the I nited states will be Ic. higher than for canada. Lowalty there

PRIVES. These comtinue in steady de mand and prices are unchanged. Wo
 66

## nuts.

A further advance of ic is mportert thi- week in Brazil nuts. The ieeling in all lines is firm. Valemia shelled almonds
"pot, have become scaree, and in veew hiolder: have fill fustified in ahlambing the price They are now quoted abom 21. highor. Wh. quote: Waluate, N1..




## GREEN FRUITS.

Janaica oranges are now quosted of P'imeapple hase practically disappeared irom the marker. the quantity mow hedit hemp wy small. An. I hanamas have and wivht hand po plame have adranced 20 t1 35. (anadian apple: in barrels. are higher spanish omion are comxiderably hower being is to 2 25c per crate and toe per case. He quote
 bus: romamut-, $x 3.25$ per hag of low hanamas. So, I, \& 10 \& 8.51 and -hands Fon: cucumbers. Ifa, per dozen: Can adian cablage 25: to 100. pmor dozen potatowes $\$ 1.15$ t10 81.31 per hares : 61.2.) per box: plame vate: peaches, box: peare xe.511 (o x.2.75 ber box times. Shat per box: Canadian peachere 35 to dioc. pre hasket: plams, fin to 75.
 plant, Sthe, prer basker: Canadian pears "rate and se.11 per "ase: swee motatom white. Whtawares. INE: Pur bavint: Malaga

## FISH.

## Th.. Gish trade has contimued antio

 Ambe the past werk. The first consion ment of Mappeque ostare of this sason |v (1ix fuatpese of. The first arrivale on thi yeare aro thev Meed to arrive atout first of the touth Haddies are be. low this- werk. They are in fair demand Whitelish and dome are also quoted be Gower than last week. Halibut is ic. lower Do. I Dova-sootian hering are come lown S. per keq. Vo. I Labrador satmon, in tierces, is very scater, and the Colum has bew alvanced otce British Colmbian salmon is 25 . per half harrelhigher. (unotations are as follows Haddies $6 \frac{1}{2}$ to $7 . e$; smoked herring O.. per hox: tresh hatdock and 7, ene the: pike, fic.: hatimut, I2c: mom, 15c: trout, large and medium.
| turrius (o) !e.: Do. 1 herring. Aova sootian, per bol, ands s3 per half bol. Holland herimg, si.51 per hali bhe 1 soctch herring, sti.50 per hali bbl an !ss. per keg: Holland herring, 70 to sil

 and 2th. blocks, bic. per lh.; loose boom dried codiaish, sis.oul per loo- 11 . bundl. (1). I Labrador salmom, sis. 101 in tieroe and in barrels. si2.50: No. I Briti-1 Colmmhian salmon. 86.50 per it bhl at hhl. standard bulk oysters, si per gallon; Marshall's kippered herting $\$ 1.45$ per doz: Canadian hippered, 100) 8130 canned
81.30 per do\%: canned Cove ovsters, N ©2.20 per dozen; Mappeque the

## COUNTRY PRODUCE

## Eafs. These continue in fairly go.. domand at mollanged prices. Busimes i domand at und hanged prices. Busimese i

 a jobhing way is active, but in romm as follows: Selectel, |st20 to to. candled stock, $16 \frac{1}{2}$ to 17 c .: straight ceipts, $15 \frac{1}{2}$ to 16 c .; No. $2,13 \frac{1}{2}$ to 1 fc . round lots.BEANS:-A considerable dectine in th price of brans has taken place, sale: boin
 quotations. There is a moderate in $q^{\text {uir }}$
HONES. A better feeline prevails otrained are ice hipher. A fair trade doing. with white clower comb selling It to H1s. and white strained at -

ASHES. No change is reported in the price of ashes. thongh the market oon tinues quiet and easy. We quote: Fir
 prarls, sfi.2.) per 100 n
POTATOES:-A further advance moted this week in potatoses and at th mew phese the market is antion bim strats. an ore bag is pail in fobhing "av. while carload lot: at quoted at 7ac. per hase
MAPIE PRoblets. The demand still lowt for maple prowhets. So chans in mion is reported. We atota: Svol in larese tins. ©n to she: in small tins 511 to bitc: in wood. \% to side per II

## BUTTER AND CHEESE

BUTTER. The tone of the marke mewhat easier this week, althomgh Fop in limes (queber, no quotable derdin 1. reprented. In finest Queber. fe. lown is cumoted. A good amoment of butter actiong ionvard, but busimese is mot wor astice the quote: Saltes crean ay. 21 ce.; finest Township;s do, 20.4 linest Ontario do, 19c.; dairy, $15 \frac{1}{2}$ to 160 per It .
CHEESE There has been another slowht advauce all round in whesed durime the werk. amounting to about ic. on "ach make. No other material change in noted. The fieding serms to the still firm Business for export is still almost at


## Seal Brand

In 1 and 2 -1b. Cans only. (AIR-TIGHT.

## David Livingstone

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

## CHASE \& SANBORN,

## The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.
Are you interested in a lamp which gives roo candle power?
Are you interested in light ing your store brilliantly? You know it draws trade? Are you interested in saving half of your bill for coal oil?
Are you interested in having the agency for a lamp which does this?
Then write for our Catalogue and Discounts.

[^0]auer light co., 1682 notre dame st., montreal.



## Coffees

Now is the time to place your order with us for Coffees and Spices. Goods that sell quickly are the only kind we have to offer. Quality combined with right prices accelerate the sale of our goods. Mail orders receive prompt attention.
S. H. EWING \& SONS

96 King St., MONTREAL.

OTTAWA TRADE GOSSIP.

## B


C. ant id white, Cram e of tartar is

Manutaranrere oi (omato catsup say they are were obit than they thought ipad aud when brands have to lone with Arawn at to wk cannot low got to manna The sal. of illuminating oil is mon very ant. Fine and prime white Canartian.



## the cheese board

At the Chewer Bharal Fitidav the ligheret


 (the rent falange
Green fruit- at the Ottawa Fruit Ex hanger are till around in larger quant






A NEW ENTERPRISE
Th. Ottawa Milling Company, Ottawa :
well started into the making of roll oat- and oatmeal. This company is com posed of some members of the old Mac Willing (\%) They are making (i. I." rolled gats and so far hat thread ont an article equal to that mad. by the old firm. Already they are don large local trade besides filling son bis export orders. It is their intention breakfast forests in packable to manufacto breakfast foods in packages.
O. H. Cummings, of The Postum Cere trad, is ing the city. He is calling on 1 and . Possum are selling. His collet have an expert demonstrator in Jot A. Brysons grocery, showing the diff mad a shorter way to Alts ran be servo and a shorter way to make Postum Fo Folie Mr. Cummings looks after an Ciuladit ankara and is much pleased with the mistimes ont this side. It is his intent in ditione日! tails af a
date.
Bedingfied A Mc('usker are making They are fitting up an their warehon which materially add to she the of oft which materially add to the appraran

## 

Bedimefied d Mc Gusher shipped on M day two cars of potatoes to Montreal Prow er ac Allay are handling that var " Sownelgn" brand of salmon. finest brand on the mar at
he market
It is reported but not generally lemon that Montreal manmiactureraly know ate raising their wale of price. biform with western manufacture which moans an advance of about

The best selling tea in Canada today is Blue Ribbon Ceylon packed and sola by Blue Ribbon Yea bi 12 mont s $^{\prime \prime}$ East - Toronto

## MANITOBA MARKETS.

Wimnipeg, Man., September $29.1!122$.

BUSINESS has been very active all week, and as very considerable
wheat has heen marketed money is neiming to move and by the end of an , ther week should be in fair circulation. the banks are making every effort to wist dealers in the matter of the crop flere is only one serious drawhack mow sight and that is a grain blockade. It pite of all the protestations of the rail ay companies, all who are to any ex Int familiar with the situation are cer hat before another ten days has come fol gone, should the present fatorabli wather continue for threshiner, there will the worst tie-un) the country has ever II. Jobbers in all limes complain onstantly of the delay in ireight deliser . and state that between the incapa ty of Canadian factories to furnish - ffliciont goods and the inability of the miwave to defiser prommen ather goom ate been shimped the life of the johber anvthing but a bed of roses.
There have been few changes to meon
We week.
CINNED VEGETABLES, The tomato reported that 82.10 per case factories has been refused by cammers. The price (i.me has not been adranced. hut the mar In is very stiff and jobhers are not keen sell stocks on hand. Corn and pra firm and without change.
(ANNED FRUTTS. There is a momina homand and the sumbly is good in all herries and raspherries oll of which herries and raspherries, all of which ar有
EVAPORATED FRUTTS, Remort has arhed this market that apricots and waches have advanced $\frac{1}{2} \mathrm{c}$. each in the Himary market, owino to the unpe dented demand. No change has talion tace in the marlet here and in awber the prices of new froit are mulh lower tan last year
DRED FROTTS - Sultana raixins have wanced Is. in the primary markots, and his will affect prices hore, as only a small amomit of the stock required for thi market had been purchased before the Wanee took place. Sultanas are due - arrise here about October 1 . Now emvena figs are due be the same ressel rices for new figs are mot definitels fioted as yet. hat thev will be excellent - malitw. New Valencia raisins and cur mits are due on Wedhesdav next.
NTS Manv lines of nuts are are Goble walnuts are 76 , ver in. ioher than last vear, and some homse ardering Marbots exclusiwh on that comb. The shimments of Gremobles to is market will be much smaller than - mal. Marhots are ahont the same price helled are and will sell here at le. Hoted to arive at 30 . mond 14 a fille.t soft shenm i last year's peamats are erowine small and the price is hioher. Guotations for
m. We com are not vet picen by the
rth 25 c . per HB .
CIVDED PEELS, FBll winter stok
mow on hand and show excellent

## CLARK'S MINCE MEAT

is packed in Tins- $1^{\mathrm{s}}, 2^{\mathrm{s}}, 3^{\mathrm{s}}, 4^{\mathrm{s}}, 5^{\mathrm{s}}$; in Wood Pails-25; Tubs $50^{\text {s. }}$.

If you are looking for quality
Try a sample order.

## EPPS'S

IN $\pi / 4-L B$. LABELLED TINS.
14-LB. BOXES.
GRATEFUL. COMFORTING.

Special Agents for the ontire Dominion, C. E. COLSON \& SON, Montreal.
In Mova Scotia, E. D. ADAMS, Halifax.
In Manitoba, BUCHANAN \& GORDON, WInnlpeg

## THE MOST NUTRITIOUS. <br> COCOA

We quote $\qquad$ Spanish Onions

Fimest quality and in prime condition: Single crates, 85 cents Five-crate lots, 80 cents per crate Ten-crate lots, 75 cents

Soliciting your orders which shall have prompt attention.
HUGH WALKER \& SON, GUELPH.


We want 100,000 Live Chickens annually for our export trade

We will pay the highest possible
market price for really prime well-fed birds
SCOTT, ASHTON \& COMPANY, morrisburg,
ONTARIO.

## 

Six COLD Medals $\square \square \square$
GRIMBLE d CO., Limited, London, N.W., Eng.


Among financiers and business men the opinion is freely expressed that commercial affairs in the Dominion are in a most satisfactory shape. There is a disposition on the part of consumers to purchase Canadianmade articles. Among household articles this is well illustrated in the enormous demand for Bryan's brushes, Boeckh's brooms and brushes and Cane's Newmarket woodenware. It would be difficult to imagine a better or more comprehensive range than United Factories, Limited, are now showing.

## POTATO ROT.

With the exception of light, sandy districts, reports from nearly every part of Ontario manifest a poor potato crop. The yield, indeed, has for the most part been abundant, but the rot, due to the rains, has considerably damaged this product. Caradoc, and other sections of Southern Ontario, according to local papers, will be an exception to the rule, but this does not affect the potato market when potatoes are offered at no less than $\$ 1.10$ per bag, 45 c . above the price of a year ago. Exchanges from Sherbrooke and Richmond, Que., also report that the potato is rotting badly in that vicinity.
Mrs. W. L Shields is now carrying on the business of her late husband who kept a general store in Coboconk.

## CHIRISTMAS TRADE

Confectioners will find our Sweet Coatings most excellent.

COWAN'SKING EDWARD, Dark Vanilla Flavored QUEEN ALEXANDRA, Light

## These are the Choicest Quality

Dark Coatings without Vanilla-EBONY, BLACK PEARL, BEAVER, etc. Light Coatings without Vanilla-EMPRESS, MAPLE LEAF, PEARL. Unsweetened-GEM, RUBY, SUPERIOR, AMBER, GOLDEN, and EXTRA GOLIDEN.

## THE COWAN CO., Limited

TORONTO

## WELFORD BROS.,

 LONDON, ONT.Brooms ano Whisks
ROPE, LEATHER AND WEB Halters

Having the most improved Broom Machinery and UNION LABEL on all our Brooms. ample orders of six dozen or more sent to any

NEW SEASON'S IN STORE
Malaga Raisins Shelled Almonds WARREN BROS. \& CO. TORONTO.

Equal to best American Oil.

LAMP

THE QUEEN CITY OIL COMPANY, Limited,
GROCERS ALL SELL IT. TORONTO, ONT.
SAMUEL ROGERS. President.

## G.O.B. Manitoba Datent

surpasses in whiteness and purity any All-Manitoba patent flour of same price, and has equal strength. We have considerable Bran and Shorts to offer in mixed cars. Our CALLA LILY is A 1 family flour.
MODEL ROLLER MILLS, Perth, Ont.

## HAVE YOU EVER TESTED OUR LIBERALITY ?

Our prices are somewhat lower than regular quotations, which accounts for our getting such a large share of business, and if you have not already favored us with an order it will pay you to do so. We have a large stock of New Canned Salmon, Corn, Peas and Tomatoes which we are offering at interesting prices. What about New Cleaned Currants, Raisins and Peels ?

VINEGARS - We want to dispose of several more cars of HighGrade Vinegar during the next month. Your inquiries will have our very best attention.

> The R. \& J. H. Simpson Co., wholesale grocers and tea importers, auelph, ont.

## Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a standard of quality. When ordering try them.

Agents :

GEO. J. CLANCY \& CO., 59=61 Front St. E., TORONTO.

## Canada Preserving Company, HAMILTON.

We are offering goods at the uniform Association prices.
We solicit your patronage on the merit of our goods.
We guarantee the quality of any line of goods packed by us equal to the best brands packed on the Continent of America.
We are ready to support this statement with samples. Don't be side= tracked.
Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

## Delhi Canning Co., Limited, :-- Delhi, Ont.



## Cream Sodas

In the 3-pound round-cornered tins are all right.

## The Canada Biscuit Co., , muto

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

## NOVA SCOTIA MARKETS.

Halifax, September 29, 1902.

BUSINESS continues brisk and the autumn trade is opening up extremely well. Reports of good crops are coming in from all quarters, and the travellers are sending in good crops of orders, and, what is more important still, the best of reports for all-around activity in business for the autumn season in every line of trade. Payments have been met all through the season with unusual promptness and there have been few losses from failures or otherwise. The tone of the grocery trade is quite satifactory both to wholesalers and retailers.

Flour at present is very firm and stocks in the hands of jobbers are very low. For some time both retailers and jobbers have bought very sparingly-a condition which seems to have prevailed generally-and now when all want to stock up for the autumn trade, the mills being rushed with orders, are quoting an advance of 10 to 20 cents. This will, no doubt, affect the local market eventually.

Cornmeal is at an advance of 10 . Rolled oats and oatmeal are easier and declines are noted, though the prices are only nominal until the full report of oat and corn crops is made up. Present prospects are for lower quotations in both. Feeds, which have been running high, are quoted down $\$ 1.00$.

Oats are quoted at 45 to 50 c . ; potatoes, 45 c . ; hay, $\$ 10.50$, somewhat lower than at this season last year. Barrelled pork is up about 50 c . per bbl. Beans are easier in price on account of good crop reports. Sugars remain unchanged. Molasses, if anything, are firmer, but no change locally. For the latter there is a good demand, Canned goods are unchanged locally, but packers' quotations are firmer. Heavy beef is now coming in readily and is quoted at $\$ 9$ to $\$ 9.50$. Butter is firmer, owing to a good demand for export to Great Britain and a reported advance there of one shilling. Cheese is running at $9^{1 / 2}$ to 93 / c . for August. September is held by the factories for 10 c .

As in Nova Scotia, the fish question in Newfoundland is becoming a serious one. As noted last week, the price in the Ancient Colony has been cut very low. A week ago a meeting was held by the fish exporters in St. John's to consider the situation, and prices were fixed for the various export fish, all of which are very much lower than last season. This is affecting the market here, as Newfoundland fish is being sent to Hali-
fax instead of exporting direct, or selling to the regular exporters there. "West India' cod is now quoted in Newfoundland at $\$ 2.00$ for small, $\$ 30$ for large ; merchantable cod, $\$ 3.60$ to $\$ 4.00$; haddock and ling, $\$ 2.40$. Cod oil has also declined in Newfoundland and is quoted at, in oak casks, $\$ 75.00$; in soft wood, $\$ 7400$.

A meeting of the Maritime Grocers' Guild was held here last week, but it is not pos sible to obtain information of the doings of that body. Trade matters were talked over, ideas were interchanged, and the meeting is said to have been a most satisfactory one. Among those present were S. S. DeForest, St. John ; C. H. Peters, St. John ; A. J. Teed, St. Stephen ; S. A. Jones, St. John. C. H. Peters was elected president and H. G. Bauld, of Halifax, vice president.
R. C. H.

## PERSONAL MENTION.

Mr. Ralph Smailes, of Rendell \& Co., general merchants, Greenwood, B.C., was in Toronto this week.

## WINNIPEG'S FRUIT SUPPLY.

Editor Canadian Grocer,--On page 20 of your valuable publication received to day, I notice an item re Manitoba fruit requirements, in which there are two statements made, both of which are misleading.
In the first I am made to appear as the recipient of the honor of having had a banquet tendered me. It is painful to have to deny this, but candor compels me to say that the honor was done to Messrs. Metcalf and Palmer, representing the British Columbian fruit growers. I had the very great pleasure of being present, however, as a guest of the Winnipeg Fruit Exchange. Being called on for some remarks, I stated the facts you refer to in the article menthoned, but not precisely in the same way.
What I said was this: That the value of the fruit imported, and on which duty was paid during the last fiscal year at the port of Winnipeg, amounted to the sum of $\$ 168,000$. This does not take into account the frut arriving from British Columbia or from Ontario, nor of the oranges or lemons purchased at the auction sales at Montreal, so that the actual value of fruit handled and consumed in Winnipeg in the course of a year, will be much larger than the sum of $\$ 168,000$ as giyen by you.

I notice that your correspondent here intimates that it will be near the $\$ 1,000,000$ mark, a statement that I see no reason to dispute.
J. J. Philp,

Dominion Fruit Inspector for Manitoba ard Northwest Territories.
Winnipeg, September 22, 1902.

## FRUIT CROP GOSSIP.

ONE of the largest orchards in Que. bec is that possessed by J. E. P. Racicot, of Hull. This orchard is situated at Ste. Pie, Bagot county, and contains 5,000 apple trees. The yield this year was 600 bbls., but, as the orchard is yet young, a far greater crop is expected in a few years.
British Columbia is bound to make a re putation as a fruit-growing Province, and is making every effort not to be outrivalled by Ontario. By producing a second crop of berries the latter has, by no means, distanced her sister Province of the West, in which many fruit dealers are disposing of their second crop of strawberries.

According to exchanges from Quebec, the quality and quantity of apples this year in that Province is much above the average. Many large shipments are being made from both Quebec and Montreal. The steamer Tunisian, which sailed on September 27, carried no less than 12,000 bbls. of Canadian apples, which, with other products, made one of the largest freight cargoes taken out of Montreal this year.
The apples shipped to England are arriving in good condition, and the best quality is bringing $\$ 2.25$ per bbl. R. W. Shepherd, manager of the Ottawa Navigation Co., who possesses one of the finest apple orchards, recently made an experiment in shipping by cold storage a cargo of Duchess apples to England, and had the satisfaction to find that they arrived in perfect condition and netted him $\$ 2.25$ per bbl.

## DUE BILLS.

Mr. Cranston, of the Cranston Novelty Co., Galt, was in Toronto the other day. He reported business good. The company of which he is the head make a specialty of

due bills, business cards, etc., in aluminum, brass, copper and German silver. The accompanying cut shows one of the due bills. These due bills are being used by several hundred merchants.
H. P. Eckardt \& Co. are offering special value in a sugar syrup in $1 / 2$-bbls.
A shipment of Barbados raw sugar in bbls. arrived this week for H. P. Eckardt $\&$ Co.

## Now in Store.

## 2,625 Boxes, 7-lb. each,

Choicest Lemon, Orange and Citron Peels Shifped by the best houses, including

```
Messrs. Crosse & Blackwell.
        Messrs. Batger & Co.
                        The York Confectionery Co'y.
```


## TO ARRIVE SHORTLY.

65 Cases Finest "ELEME" Table Figs, all qualities


Those were bought before the advance from Protopazzi Bros., Smyrna.

We should have mentioned last week

## 4,100 CRATES SPANISH ONIONS.

Our prices were so low on them, and we have sold so many, that customers who have not yet bought a few should send their orders at once, if they wish to take advantage of this bargain.

Ask for prices, they are the lowest. We are sellers. We have the stock.

# L. CHAPUT, FILS \& CIE. 

Wholesale rocers,
Importers of TEAS, WINES and LIQUORS,
MONTREAL.

##  BUSINESS AND ITS MANAGEMENT.



APPLY YOUR KNOWLEDGE.

## W

 HI: $\backslash$ whu thimk a stheme is goon it if prowi that yon can uswn bu-ines. of it would met have met ath vour appronal, remarh- Drygoodman and bemeral Merehant. If a clem thinks: that a cortain bit of adsioe would a mighty erong thing if her were ho Hind that it is at one applicable to him of he would met hase -uh an opinion
This attiture of thimhing matter- do ot apply persomally eret- a groat mans 1mple inte trouble, or rather allow: : wat mams poople to fall into ways the. fopli: about a stom are alwave mady to think a correwtion or a sugeretion is not neant for them, but is applicable to the

The cheok may rat of the conduct of fu-inese in big dippartment stores, or Gome semtion of the combtry where con dition- requite difiement methods than will ofr th his work, and he immediatel fail- to lind where such a thing i- applia able to him. It is applivable wery time it hae will thimh orar his - own comditionand work the ithen to his meeds The head of a small homse thinks- that matter= which are of sital importance u hig comerthe newi tow tit his case in the articular, but he has only t think that all bu-inese is alike with the xception of sire and the changer in is mand for attention and details which the difieront -i/es require
For the good of every busimes it be hoowes all commeeted with it to heop erver "pon erry minute for something that can ber applied to it workings. It makeif) dificrence where it comes from, oo long as it is somethine that can be applied to the bu-inese either directly or atter chan Lee. Store people are apt to think that ideas for theit uses ran be ohtained only from sources that have some sort of connewtion with their kind of business. While it is a fart that such sources will furash the quicker and most readily adapted ideas, it is ala, a dart that some of the bet idfors of trade and the handling of bm-inese are gathered from sources that are almont intirely foreign to store life

Why the new ones succeeds
The retailer who has plugged along in
whe most homorable oort of a way for
(1) now man whe Goum to du thine in way that calls people to him. The old rotailer does not understand that the new hran is finst as square and homest and trat. the people in inst as rood a man ner. He is apt to think that some un derhanded method is being attempted and bewails the fact that shall put the faith fiul and honest man in the rear of the procesen while the smart one gets in the lead through fooling the people, is omething of that sort.
The cherk watches' the progress of the new fillows who come into the busines and finds one who seems to get alone faster than any of the others. The fast Oine wets next to the best customers and wams able to sell geods that no one else in the store call sill in the same way or the. same quantity. The young tellow meet. the apporal of the firm and begin: (1) (20) past the other fellows who have been so long in the ruts of doing the thing- that seem rasiest.
The advancement is made because of the manner in which the young man catches hold of everything that can push forward the businoss. He is the fellow who erts a business of his own sooner than anyone else in the stor
bright fellous are wantel
Why is it that the demand is so great ior fellows who are determined to make a (2) of whateeer they take hold? It is beranse there are so many who get up, in the morning and go to bed at night, in the meantime doing their work because it has to be done and not because they want to do it or because they are trying (1) (f) it in some newer and better man ner.

Every line of trade at the present time - demanding men who can go ahead with everything placed in their charge and be depended upon to get all there is out of it. Too many are asking for the goord things and are either not able to uive the work demanded or are not will ing (t) do more than is actually required.
Every man who will go at it with a will to apply whatever he sees in some way to the work which confronts him rery day and make a success out of it will som find the place he now has ton mall for him and another opening ahead. If he is in business for himself he will sen where every day he is making a
berter thing out of his opportunities and the trade is coming his way
It pays to keep your head working all

## FOLLOWING THE FAIRS.

The E. W. Gillett Co. Limited are doing extensive advertising at all the prominent exhibitions and fairs in Ont ario. They were in evidence at the $T$, ronto and London Fairs, and during th past week made a good show at Brant forl. This week the South Waterloo Fai at Galt is being attended and the great fair at Markham. Next week Brampton and Berlin will receive the exhibit Shen work in connection with advertising " Magie" baking powder, " Gillett' Lye," "Royal Yeast" and the othe well-known sundries is being looked after b.: J. F. Holden, the Western Ontario ri presentative, and W. H. Seyler, sale manager, and that the merits of the goon are being thoroughly explained public goes without saying by all wh know these hustlers.

## A GROCER'S SUICIDE.

Henri Beland, a iormer grocer of Mont real, who was well known in that cily died by his own hand on September 25 Aiter taking breakfast with his wife and a few others at his boarding house, b went upstairs, and shortly afterwarl. two loud reports were heard. On reach ing his room the door was found to locked. When opened, Mr. Beland discovered sitting on a sofa, a gun at hi feet, his face shattered beyond recogni tion. He was taken to the Notre Dams Hospital, but died in a few hours.
Of late years Mr. Beland had been en ployed as bookkeeper by J. B. Rolland d. Fils, printers and stationers. The offi cials of that firm state that he had some dispute with the company a few days before, and had been despondent ever since. On Werlnesday, the day before his death, he returned to the office and fixed up all the books and accounts

## WAREHOUSE FOR SALE

The premises at 7 Front street east Toronto, occupied by The Toronto Biscui and Confectionery Company, Limited, ar advertised for sale by the executors the estate of the late A. M. Smith, which they form a part. 'This is the warehouse that was recently damaged by fire. The sale will take place on Saturday October 11.

## FLOUR PATENT FLOUR. FLOUR.

The Purest Flour Made-makes Dellclous Bread, Cakes and Pastry. Prices For Caph Unequalled.
JOHN MAGOR \& CO., MONTREAL


For Sale Everywhere. ABEI RORE



It is acknowledged that in Baking Soda in packages the standard both as to quantity and quality is

## DWIGHT'S "COW BRAND."

Dealers and consumers both acknowledge this fact.

A LITTLE ADVERTISEMENT ....
Sometimes does as good work as a larger one. We can give
you any size you want in this paper, from 1 inch to a full page. you any size you want in this paper, from 1 inch to a full page.
Prices gladly submitted.

The MacLean Publishing Co., Limited, Montreal and Toronto

## YEAST

## $\square$

Merchants finding it necessary to have another brand of Yeast in stock should remember the old reliable

## A WORD:

Experiment with anything else in the grocery line but not with Yeast. to all concerned, including your customers.

## Gillett's <br> "CREAM" YEAST.

Boxes-3 doz. 5c. size $\$ 1.00$ per box

## E. W. GILLETT COMPANY LIMITED

Londion,
Eng.
TORONTO, ONT.
Chicago,
III.


MANUFACTURERS AND THEIR SELLING METHODS.

By "'canaulan Trade

G(II) in Hio provitumee hax math wamte of "reyy living creatur

H. has on plawed the porivion to me. wants, that incotigation and in - Hiewh work are matesary t.1 obtain furth. All things have a togmong. anemi It is this procere of develop Hent that has calleal inte, exi-twne the manmaturer from the humble hand andere at the sathors tratere to the
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fondalation, ran, and do marlat many their prollact- I hase metiond that


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 is with a full haal, and while there bu Here- to s.ll what he has for sale.

 bimt that be would obtain bether moult. -ite atcenton (1) the imprownem ithe methot- of manmanturing ant mime laterly leane the ghe-tion of di-
tibution to the whelealer and retailer The hoad of a laten mamianturime (iojtion, ratomly matre the tatwont tor me hat a whelezale jommer in tum. Ther pubiter collewto his goods irom mamy somose, and ofier a larger andy (t) his rastomers. The retailer an wet itan one source a larger varioty oi nowd. whind is oiten quite a sating
 Wtailer to lowh aiter, and to provide for
 -Th Ghtario competition betweon manu farture and jobler- divide up aromet. and in Jangely aresuntable ion the pre
sure to book orders long in ardance of
the seaten for which they are reguired. Ther result is oiten that a dealer carries when lie ran ill aftiond to do so, stock trom one saan to another, with the
"dome, both by lying around and iron
preventing newer and more desirable woods taking their place. Jobbers conld ationd to handle lines on smaller margins if they had not to divide up the trade with the manufacturer. Competi (ion between jobbers would regulate pri ass. On the other hand, manmiacturers hating the selling of the goods ofi their hathds, the expense of disposing of them condil 20 towards reducing price and enabling them to meet competition. Some manufarturers have recognized this and have a fixed price at which goods will be. sold to the retail trade, and provision mate for the catacolling of commission allowed the follere if he braks prices.

AN INCIDENT IN THE LIFE OF A WESTERN TRAVELLER.

sammel Vila, mpmenting James Turnel photh fumme how thev arose riwe in



Mr. Vila' - dankergus journey, while the " Inoys
are waitink to sec if he will drop in.
Allurta in Hend time. H. als. write. the followinge ore the photw:
" I am mailing yon a small phots taken by one of my iriems on our famome hand car trip irom Nanton to (aleary is July last. It shows the railway bridge artose sheep Creek, the only method of crosing this areok, the traflic bidge hav ing bwoll washed out. We left our hand rar from Nanton there, and senered an other, as the seetion foreman positively refinsed to ride or sun across by pmehing it or to allow us (o) do, so

The photen dows mot anable one t Talize what bad shape the approach to the bridge was in. You can see how the superstructure is sinking on the right hand side of the photo. The main current and force of the river left its old bed muder the bridge and washed out all the
aproach so that where I am in the middle is the lowest part of a practica but unintentional suspension bridge, all hanging merelv by the fastenings (fist plates) irom one rail to the other, the ties being suspended from the rails by the spikes. The reason one had to hang ont. the rail as illustrated was that owing to the ties being old and spongy, and every once and a while, as yon will see bu vacancies, as soon as one was stepped on it would drop ( 15 feet) into the river and the only way of saving yourself wa (1) hang onto the rail."

## COAST VIEW ON SALMON.

the Com the Alashon Reqister in its current issme says: . . Jol bers report the market comdition on sal mon as somewhat improving, althomgl the demand is not as heasy as it ought to be at this time of the year. The nom Hal achance of $5 c$, per dozen made 1 , heen iollumed Co. last week has mo been iollowed by other jobbers. Curren were a week ago, while Alaska are a lit $11 . \mathrm{C}$ firm
Comsiderable feeding was crate among sablen dealers by the interview Col. II. I. Kitchin, special agent ion the Therany Department, wheh appare was misaleating atongether, and athe "as misteathing altogether, and ether
Col. Kutchin was wiffully misquoted it order to ene ul a sensational, yellon paper article, of elise the Colonel al tompted to air himerlf on a suljeret with Which hre is mot at all familiar. If Cos K.twhen lathers that imtertiew in Th mesult oi which will be to fool macts, ors mot well posted on the situation is defer bming and catse. thein to wait ion lime whon prico a bixher when prime mast mexessarily hosher by reason of the actual shortas that wif prevail. if col. Kutchine ime Nasiatour , hell to hat extent he wia Alatha atome, then to that extent he wa that of last year, but the tenor of the whole article appurars to have been writ Whole article appears to have been wron does as to make it appear that the mant anthentio morts published in The Trad. Reqister and other trade papuers had how entten up for stock-jobhing parpose Thisioll in the interest of salmon brat rassioly in the interest of salmon brow them "If on false representations durim.


## The estimated pack to date is rome

|  | Cas |
| :---: | :---: |
| Fraser River | $2,400,000$ 282,630 |
| Skeena River | 180,000 |
| Rivers Inlet. | 80,000 |
| Naas and other B. C. | 35,000 |
| Puget Sound-sockeye | 318800 |
| Columbia River. | 275,000 |

Estimating the Sound fall pack at $110,10 \%$. the Washington coast at 50,1101 the Columbia kiver fall at 125,000 and California at 11,060 cases, this wouli make a total 1902 pack of $3,897,133$ cases, or $1,127,108$ cases less than the total 1901 pack."

## The List of Good Sellers



> Aunt Jemima's
> Pancake Flour


We are booking heavy orders for Fall delivery. Get particulars and quotations.
a. f. Maclaren imperial cheese co., limited, Agents, toronto.

# Rice and its Cultivation in Japan. 

AIONG all the indlutries and come meree of Juanan no one thing lizuras so lar_ely as rice, hence vation is the most important fintor in agriculture. It is impossible says a writer in The Lomisiana Planter and Sugar Manufacturer. for one who has never lised in the comitry to fully under-tand the value of the services of the farmer, and to what extent he contributes to the success of commercial life If he did mothing but furnish rice and sicestraw he would more than measur up to his share of contribations to com merce. Rice itsoli is used for a greater variety of purposes than any other food. Millions of bushels are consumed in the freparation of the national drink, called sake. The amount maty be understood when it is known that : $_{2} \mathrm{p}^{m \cdot r}$ cent. of the entire national income is derived from the amount used in this mamer. Riceflour is used in ereat quantities in the preparation of sweets in common use among all clases. The strongest paper and much writing material is also made from rice traw, which furnishes suppliefor endless industries. Matting for beds is padded with its longest stalks, horses and bullochs are shod with a poorer grade, hou*s thatechel, rope manufactur ed, sandals woven, cte. The preat vari ety of uses make the rice crop the most important feature of forming. Hence it is that more time is ziven to its complete cultivation than (i) all wher crops com bineri. Two conditions are indispensable (1) suress in ricegrowing rich soil and plenty of water. Terrace planting figure largely in farming, otherwise there would be owly a small for cent. of cultivated land. The terraces are the work of uncomented pencrations, and the labor inrested in bramtiiying the hillsides can never be estimated. All the stones, gathered by hand irom the gre und have been used th build up and make strong the alpe of each terrave to secure it against floods or landslidis. In the construction oi these ereat care has been taken to provide for water suppily, either by turn ing the tifle of some natural watercours or leaning a place at the top of the high -st terrace where water may be conserved against a time when there may not be a generons rainfall. Lamally the sides of this reservoir are wailed in by the stone work so common in Japan, a feature of -triking beanty whorever it is found From either this or some other source the water courses very slowly from bed
bed. floorting the small sections in
cluded within the mi niature dykes, until the whole surface is softened. Then it is that the very trying preparation of each small field begins. It some places a bull ock is used with a plongh, and as second process the space is again cosered with a harrow, which is only a row of heavy spikes driven into a piece of wood and attached to the bullock by ropes. More frequently the work is done with a hoe, and the labor does not cease until the entire bed is reduced to a muddy paste. Nothing could be more praiseworthy than the manner and cheerinl manner at that in which the farmer, and usually the entire family of workable age, including wife and daughters, set about a task unknown to women in other parts These flooded places very soon become the home of every sort of water creatur known in this mild clime. Water snakes wrigyle their slim l-odies through the liquid mass, frogs and lizards seem to cnter a contest to see which will perform the greatest number of antics around the ankles and over the feet of the farm hands, while leeches demonstrate the clinging tendency of their nature by re taining a fond hold of any part of the body exposed to an attack. It is a common sight to see hurdreds of women wading about in these watery, muddy fields, a foot deep, in the slush; in fact, millions of them spend days at a time in such a plight during the planting season. Rice is planted in rows for the same reason the other erains are; as this necessitates transplaiting, the first sow ing of the seed is broadcasted in small seed-heds. Nothing is done by way of cultivation until the sprouts are ready to be placed in the prepared soil, with the exception of covering the sced with some sort of quick fertiiizer: frequently rice straw sprinkled with lime does the work During the time while the seed is sprout ing and obtaining sulficient growth to be transplanted, the bels are watched with great care during the day, and at night, little lamps, protected from the wind by old tin cans, are placed in the bels to frighten away pests of any sort that might destroy the yoang grain. The time of transplanting is the signal to draft everyone into service. If there are not enough hands among the farmer's family outsiders are engaged. Men earn twenty cents a day and their brard, while the women, after a time-honored custom in more civilized lands, receive 25 per cent. less for the same amount of work, done vile by sile with men in the same field.

The shoots are pulled up by the root tied into small bunches, and thrown into the planting bels. A line is stretched from side to side, which is followed in setting the rows, that they may remain regular. Then it is that the hands wade in, regardless of all things. A bunch of young plants is held in one hand, the other being used in planting. Several spears are gathered from the bunch, and with these between the thumb and first finger the arm is thrust down almost $t$, the elbow to reach the firmer soil, wher the plants are set to take deep root for summer growth. The planting takes place during the rainy season, when the rainfall is supposed to be sufficient to keep the beds properly flooded. Last season most of the planting was done with the rain simply pouring down for days at a time. Rain does not interier with the operations in the least, for the ricestraw is put to service in makint raincoats. The long spears are wove dlose together in a hand large enough to go around the waist. The band of a second piece fits the aeck. When the rain strikes the straw it runs off over the smooth surface. This rice-straw coat is : great protection to the wearer. In addi to this the bamboo hats are about hali as large as an umbrella. These are really made to prevent injury liy the sun, but are also useful during the rains. If the rainfall fails, as it sometimes does, then the heavy work is greatly increasel, for irequently the fields are watered by hand. A water-wheel is a common means of irrigating the fields itom a flowing strean or canal. The wheel is oferated by treading it. A heavy pols is thrust deep into the ground, and a man de-titute clothing, save a loin-cloth, mounts the wheel, and hanging 16 the pole with an iron grip, his feet fly from spoke to spoke with such rapidity that electricity seems an unnecessary force. This throws the water into furrows, and it quickly floods the bed. Finding a :amall outlet, it slow ly courses from one section of the field to the other, but constant treading is nece sary in order to keep up the supply. I is doubtiul if the genius of man has ever devised so many morles of irrigation a are found in Japan. This is, dombtess due to the knowledge of the vast interests at stake in the failure of a rice crop It is a question whether the people combi ever be induced to change their system, as it has ohtained for several thonsand years, even if they knew modern methol greatly decreased toil.
The rice plant forms a single blossom ing ear, containing from 30 to 60 grains, and when developied to the fullest, fre quently 100 grains are found. In a good season the yield is 40 bushels to the acre but much depends on the rains. There are about 200 species of the grain, some of which ripen early and some late.

## 892 Gallons ...OF... <br> <br> Red Rose Tea <br> <br> Red Rose Tea <br> Were Served at the <br> Toronto "no London Exhibitions

Some of your customers were, doubtless, among the number and may make some remarks that will make you have more, or, perhaps, less confidence in me as a man who knows something about tea. "Red Rose" is built to stay, not to stay on your shelves, but in the confidence of those who like good tea.

## Your Japan Tea Customers are Going to Make a Change Soon.

They are going to change from Japan to the pure uncolored teas of Ceylon. Just sample for yourself a package of "Red Rose" Green Ceylon and you will not wonder that a change is coming about. A post card will bring one of my travellers to see you.

## T. H. ESTABROOKS,

Tea Importer and Blender.

S'T. JOHN.  TORONTO.

WINNIPEG.

## MADE IN CANADA NN HONEST ALL THROUGH

There's no place like home to purchase reliable goods. Remember this fact when considering foreign manufactures, remember that flimsily made brooms and brushes cost you just as much as

## BOECKH'S

Hair Brooms Bamboo=handled Brooms and Household Brushes

The value of these goods is apparent at a glance. A wide range of Brushes and Brooms and all good.

OPERATIN
Boeckh's Toronto factories.
Bryan's London Factories.
Cane's Newmarket Factories.
MONTREAL BRANCH : I and 3 DeBresoles St
LONDON BRANCH: 71 Dundas St.

## 

## Current Mabket Qutatations



## Burdan's Brands of Condensed Milk and Evaporated Cream at Canadian Prices.



We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk and Peerless Brand Evaporated Cream,


## BORDEN'S CONDENSED MILK CO.



## "Dandy" Dyster

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

TORONTO and MONTREAL

| COFFEE | Montreal. |  | Toronto. |  | St. John, |  | PETROLEUM | Montreal. |  | Toronto. |  | BL. Jonn,Halifax. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mocha |  |  | 22 |  | ${ }_{25}^{25}$ |  | Photogene....ien mive |  |  | \% |  |  |  |
| R10 Government Java |  |  | 27 | ¢ | 12 |  | Canadian water white Sarnla water white. |  |  |  |  |  | 778 |
|  |  | 29 | 2 | $\begin{aligned} & 300^{30} \\ & 25 \end{aligned}$ | ${ }_{24}^{29}$ |  | Sarnis prime white American water white |  | ${ }_{18}^{18}$ | $\begin{aligned} & 1512{ }^{612} \\ & 1721 \end{aligned}$ | $\begin{aligned} & 15 \% \\ & 188 \\ & 18 \end{aligned}$ | (17\% | 17 |
| Porto Rico........... |  |  | ${ }_{22}^{22}$ | $\begin{aligned} & 25 \\ & 25 \end{aligned}$ |  |  | Prath's Astral (barrels extra) |  |  |  |  |  |  |
| ${ }_{\text {Jamaical }}^{\text {Jaracalbo ......... }}$ | $\cdots$ | 18 18 |  |  |  |  | Black- TEA |  |  |  |  |  |  |
| NUTS |  |  |  |  |  |  | sKalsow |  |  |  |  |  |  |
|  |  |  | ${ }^{15}$ |  |  |  |  |  |  |  | ${ }_{50}$ |  |  |
| Valencla shelled almonds |  | 11 | 30 | 35 | 30 12 | ${ }_{13}^{35}$ | an-Darjeelin |  | 40 |  |  |  |  |
| Formegets almond |  |  | . | $10 \%$ |  |  | Aos. | 18 | ${ }_{25}^{25}$ | 8 | 25 |  | 24 |
| Jordan mbelled almo |  | ${ }_{13}^{72}$ | ${ }_{9}^{40}$ | ${ }^{43} 1016$ | 9 | 10 | lon-Broken Peko |  |  | 36 | ${ }_{80}^{42}$ | - 8 | ${ }_{80} 80$ |
| " ${ }^{\text {cher (reen)... }}$ |  | ${ }_{25}{ }^{7 / 4}$ |  | 10 |  |  | ekoe sooch ${ }^{\text {a }}$.... |  |  |  |  | 17 | 86 |
| per doz |  |  | $\ldots$ | ${ }_{60}$ | 850 | $\begin{array}{r} 400 \\ 70 \\ 70 \end{array}$ | Ginnpowder-Cases, extrafrat | 12 |  | 42 | ${ }^{50}$ |  |  |
| orle walnuts. |  |  |  |  |  |  | Young Hy yon-Claseen, siffed |  |  |  |  |  |  |
| (eardeaux walnuts. | $\cdots$ | ${ }_{9 \%}^{9}$ | ${ }_{9} / 1 /$ | -8\% |  |  |  | ${ }_{85}^{42}$ | 50 40 |  |  |  |  |
| Naples Hiberls..... |  |  |  |  |  |  | Hatit chests, orairinary firsts |  | $\begin{aligned} & 80 \\ & 88 \\ & 19 \end{aligned}$ | ${ }_{28}$ |  |  |  |
| Shelled Wainuts | ${ }^{17}$ | 174 | ${ }_{18}^{13}$ | ${ }_{23}^{15}$ |  |  |  | 17 15 |  | 16 |  |  |  |
| SODA |  |  |  |  |  |  | Pingsue |  |  |  |  | $\cdots$ |  |
| B1-carb, standard, 112-1b. keg <br> Sal soda, per bbl. <br> Sal Soda, per keg | $\begin{gathered} 165 \\ \substack{70 \\ 95} \end{gathered}$ | $\begin{aligned} & 180 \\ & \begin{array}{l} 80 \\ 175 \end{array}{ }^{7} \end{aligned}$ | 200 800 $\cdots$ | $\begin{aligned} & 225 \\ & 90 \\ & 100 \end{aligned}$ | $\begin{gathered} 170 \\ \hline 85 \\ 95 \\ 95 \end{gathered}$ | $\begin{aligned} & 175 \\ & 190 \\ & 100 \end{aligned}$ | Young Hyson, 3-cheste, firsts <br> " Half-boxes, firsts... | $\begin{aligned} & 28 \\ & 16 \\ & { }_{28}^{28} \end{aligned}$ |  |  | ${ }_{19}^{82}$ | 30 |  |
| SPICES |  |  |  |  |  |  | Japans-- |  |  |  |  |  |  |
| Pepper, black, ground |  |  |  |  |  |  | Cholce |  |  |  |  | ....... |  |
| pais, boxe | ${ }_{14} 16$ | 17 | $\cdots$ | ${ }_{19}^{18}$ | ${ }_{15}^{14}$ |  | ${ }_{\text {Fines }}$ Fine |  | $37$ |  | ${ }_{30}$ |  |  |
| , whorer, white, |  |  |  |  |  |  | Mood medium |  | 4 | ${ }^{26}$ | ${ }_{28}^{28}$ |  |  |
|  |  |  |  |  |  |  | Cood common | $196$ | 18 <br> 18 <br> 15 | 21 <br> 19 <br> 17 | 28 19 19 |  |  |
| whole.. |  | $\begin{aligned} & 25 \\ & 25 \end{aligned}$ | ${ }_{23}^{23}$ |  |  | 22 | Nagasakl, $\mathrm{y-c}$-ci |  | 2 |  |  |  |  |
|  | 12 | $\begin{aligned} & 25 \\ & 80 \end{aligned}$ | ${ }_{14}^{22}$ |  | ${ }^{2}$ | ${ }_{20}^{25}$ | " |  | 15 | ..... | $\cdots$ |  |  |
| Pure mixed spice Cassia | 25 18 | $\begin{aligned} & 30 \\ & 18 \\ & 18 \end{aligned}$ |  |  |  | 20 | PIOE MA |  |  |  |  |  |  |
| Cream tartar, Frencl | $\ldots$ |  | $24$ |  | $\begin{aligned} & 16 \\ & 25 \\ & 25 \end{aligned}$ | $\begin{aligned} & 20 \\ & 30 \\ & 30 \end{aligned}$ |  |  |  |  |  |  |  |
| Allsplce .......... | 10 |  | 18 | 16 |  | 18 | - |  |  |  |  |  |  |
| OOODENWARE |  |  |  |  |  |  | Standar |  |  |  |  |  |  |
| Ils No. 1, , 2 -hoop. | $\cdots$ |  | $\cdots$ |  | $\cdots$ |  | apan |  | 1900 490 |  | ${ }^{6}$ |  | ${ }_{6}^{6}$ |
| hall, and cope |  | 165 | $\cdots$ | 1160 | $\cdots$ | 1 175 175 | ${ }_{\text {a }}$ |  |  |  | \% |  |  |
| quarter, Jam a |  | 115 290 298 | $\cdots$ | 1 240 240 | $\cdots$ | 145 820 80 | Java, extra |  |  |  | 衡 |  | 7 |
|  | +1000 | 1015 | $\cdots$ | 8 7 7 701 00 | $\cdots$ | 11000 |  |  |  |  | 10* |  |  |
| ${ }_{8}^{2} \ldots$ |  |  |  |  |  |  | Sago | $\stackrel{8}{8 / 4}$ |  | $\begin{aligned} & 11 \\ & \left.\begin{array}{c} 3,3 / 4 \\ 318 \end{array}\right) \end{aligned}$ |  | $\begin{aligned} & 4 \% \\ & 4 \% \end{aligned}$ | 5 |

This $5^{c}$. package is a seller. Two domes of James' "Dome" Lead in a neat box for 5 c. catches the consumer every time. If you don't stock it you are losing trade.
W. G. A. LAMBE \& CO., Canadian Agents.

## Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made. HIS MAJESTY THE KING HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc. GILLARD \& CO., Limited, LONDON, ENG.


## Brewery, Bristol, England.

Charlottetown, P.E.I.-Horace Haszard, South Side Queen Sq.
Halifax, N.s.-J. Peters \& Co., 47 Upper Water st.
St. John, N.B.-Robert Jardine.
Montreal-J. M. Kirk, 18 Hospital St.

Toronto-J. Westren \& Co., 60 Front St. East. Hamilton-Imperial Vinegar Co.
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Vancouver, B.C.-C. E. Jarvis \& Co., 328 Holland Block.


BE HONEST
to yourself as well as to your customers.

When you are weighing out teas, sugar, or anything else, be careful that you do not give a pound and a quarter for a pound.

Some merchants do this without knowing it, because their scales are old and infirm.

Are your scales old? Are they honest to you ?
If they are not all right, do you not think it would pay you to invest in one of our BALL-BEARING COMPUTING SCALES ? They are honest to both buyer and seller. Write to day for full particulars.

C. WILSON \& SON

69 ESPLANADE ST. E.

- TORONTO


## BUSINESS CHANGES.

HFFHOLITHES, ASSIGNMENTS, COM-

## PROMISES

$\int$ MA)HEN, Eromer. sault


 sault ste. Nar Pre II. H. Pluenter A.mt a Turalle are ther curators of I
 Raonl Ammai- tra and crowhery me hamt, Montrat, has an-ioned to Bil. Wilhe \& Miehaud are the curator= 1.ah.. W...anti., finc. - mernaml
 11. I1. Thorme
OAtobur :3
 I. Ja-. It sions, Toronte, and hat

PARTVERHHS FORMED A NO VED.
$\qquad$
$\qquad$
dealers in buther ami finer, litho Bay, \&que.. have disoolved Wexcmow \& Hattice, commision mer and A. \& Vattice. by A. \. Mckorron
 Wrainda 1. liqa. deater in dyat
SALE MABE ANO PEDDN: and out. Hill, wencral merahame
 With., was sold out by baililif.
$\qquad$ The arat of Ales. Dicholas, genctal



Martin Brech, hiquor morchamt and Erw miln ion sale. The administratore of the estate of K . Vallaw and late monerai merchant, (2tate on October 20

[^1]II. Giagnon \& (ic, grower, fucher, hat

Joweh Thouin, grocer, Montreal, has
R. Camphell \& Co., grocers, Montreal, hate reqistered
E. J. Rittencourt, gunk dealer, Vietoria, Winill little, wrower, Gmolph, Ont., has (10) Roblin Hoot

1. ©. Dusont, liquor merchant, Ottawa

The Standard Bank of Canada is open I a branch at Orono. Ont.
William Jerow, haker, Blenheim, Ont. has sold ont to E. stapleford
Horace Ebbaige, erorer, Toronto, has What ont (1) Blackburn \& Comming
Julias Lew tobacomist, Rowslaml,
11 Flewother
Corimth, Ont. is areneral merchant,
I. McNeil, general merchant, Arcola
X.II. T., has sold out to II. C. Hamelin.

Jow hega has registered for Orainda
Han $\rightarrow$ ar H. (C. Hamelih, general merchant, oi
I.ander, Han., has sold out to W. HopB. I. Smith. semeral merehant, Didsfurs X.IIT., has sold out to Comper
$\qquad$ Burlin, Ont., is smowedial by Beek and Cimore. Davemport, miller, Villwoed, Hanl, has sold out to (ieorge Cart-

Jom Clau-ti.. semeral merchant, Maple Gomk. Vamstir. haneral merchant, Maple on \& Flaming

APPLES IF YOU WANT TW
EXPORT OR PTK
ORHE Chase write for
Prices To

EBEN JAMES,

Board of Trade, Toronto.
Agent for apple and produce, coid storage and
forwarding company, 40.000 bbls capacity storage,

## WANTED EOOOTSER

THOS. PIZER
General Produce Merchant.
1274 Queen St W. TORONTO.

## Perinis, Ince\& Co.

Wholesale Grocers

FRONT STREET EAST, Toronto.

The Carman Roller Mills, W. Peters, moprietor, Carman, Man., has sold out (1) A. H. Snelgrove

Petrie Bros., grocers and fruiterers, ilace Bay, N.S., are now conducting wholesale business only.
R. J. Hiscox, general merchant, Tie. "ater. Ont., has sold his millinesy stom Burgess \& Bastendorfï.
6. H. Hasenllug, general merchant, Teeswater, Ont., has sold his milline保 to Burgess \& Bastendorfï.
Mann \& Fwing, general merchants, Teeswater. Ont., have sold their milline stock to Burgess \& Bastendorfi.
A. W. 'usson, grocer and liguor me: chant, Vontral, is aply lyg for a tran FIRES.
Chas. Lanning, general merchant, bexter, Ont., was burned out
J. F:. Langlois, general merchant, TI Brook, Ont., was burned out ; insured.
S. Marks, general merchant, Fernic
B. . ., was partially burned out; insure

Emma C. Dickens, baker and confed tioner, Belleville, Ont., was burned ont insured.
Simon Dragon, general merchant, Fornic. B.C.. has sustained loss hy fire partially insured.

DEATHS.
James Costello, qeneral merchant
Bricienell, Ont., is dead.
linos C. Locke, general merchant,
onkeport. N.S.. is dead

- Neher, manufacturer of aeratet

Malcolm Mr.bonald, partner of $\mathrm{M} \cdot \mathrm{D}$ Makolm Nc-Donald, partner of McDo, Prince Edward Island, is dead

## "ACIME"

 TABLE SALTAsk your wholesale grocer for it. Put up in 243 lb . cartoons in a case, and in 50 lb . box.

Star Brand
COTTON CLOTHES LINES
-AND -
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila
and much better.
For sale by all Wholesale Dealera See that you get them.

S. H. \& A. S. EWING'S COFFEE and SPICES
"The gouds that have stood the test of time."
"The perfected product; of 57 years' study and experience.
(Have you seen the new $1 / 4$ Spiee package "Prince of Wales" brand? Write for sample.)

## S. H. \& A.S. EWING, sscats s.

## Sharp Advance

We have one-hundred barrels, balance of a contract made early in the season, which we offer shipped direct from factory, liberal freight allowance, quality guaranteed :

| In Vinegar | $\underset{\substack{\text { Proor } \\ \text { fuctata }}}{\text { M }}$ |
| :---: | :---: |
|  |  |
|  |  |

F. J. CASTLE - OTTAWA.


## Establlshed 1862. <br> E. THOMPSON \& CO.

 LIVERPOOL,Offices-II Victoria St.
Warehouses-48-52 Thomas St.
We solicit correspondence and offers of all kinds
CANNED GOODS and DRIED FRUITS
of CANNED GOODS and DRIED FRUITS, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.
Reference-Canadian Bank of Commerce.
American Agent-
G. H. THOMPSON,
iof Hudson St., NEW YORK.
ARE YOU USING OUR


Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?
Give them a Trial.
THE SYDENHAM GLASS CO.,
of wallaceburg, Limited.

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

Toronto Fruit Merchants.
McWilliam \&
Everist

## Commission Merchants. Merchants.

Fruit Importer and Exporters.

## Canadian Apples

 a Specialty.CORRESPONDENCE SOLICITED
Quote us if you have anything to offer.
Ask for our prices when requiring fruit.
25 and 27 Church St., TORONTO, Can. Long Distance' Phone Main 645.

## California Fruits

Canadian Peaches, Plums, Tomatoes.
Fresh arrivals daily at lowe :t market prices
Full stock of Oranges, Lemons and Bananas always on hand.

## HUSBAND <br> Bans.. Co.

82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

## PROPOSED GERMAN TARIFF ON FOOD STUFFS.

T- proposel tarili law on food oulfos has just hayl its first real While the German Government iterlif had in mind a decifled increase in the price of toond stuffis as indicatel its proposed recomumendations upon the new tarifi the commiswion, which is com
pooed mainly of Agrarians, has drawn ap a colbectule of dutios which proents an ex treme advaner even over these recommen dations. The iollowing table shows the tarifi on food stulis in force at the prow at time that rewommented he the 6ow


The abowe figures are based upon a mit oi Iom hilourame, or 220. 16 pounds.
In ther case of five articies, the Tanif Commeniom diwme the proposed increare rimit, namely
 The Agrarians claim that secret under-
 prico. The Butchers' Guild, of E:xon, hate- ju-1 wate puiblic the followine state
 the price of pork and beer, which has been oblainume for a period of two yearand dowe net somin the have reached its -limax. we are comperlesed to raise the price oi propared meats and salsages. III order to di-pel the crromeons opinion oin the part of the public that the butcher are responsible for the advance in primes, we, the undersignel unuild, d. Clare that this is due to the searcity of live stowh, brought about by the clowing of the German Empire to the importa tion of liwe stock irom the more abun dantls -up,plied neighboring Stater: for it is a matter of general knowlectge that thi. German agricultural industry caninot
-hange in the price of food stuffs can therefore not be expected until the tariti


## MODERN TENDENCIES.

THE: exposition of the company idea is I whaps the moot striking ten dom of late, but, as we have pointel out in earlior issies, it is but a recrudes cence or revival of the chain store system which yrars ane, towk root in the tea and colice i, iranch, and opened a way for a numiner of dealers to ammass great wealth, say: Merchant: Revien.
We do, not take much stuck in the slowny predictions of the peopile who see no future for the inlependent urower is cause of the growth of chainstore so tems. Perhap's the independent dealer will berome a chain-tore grocer himseli. We somelow feel that the words of the poot, with a slight change, may properly be applied to some of the latterda forms of computition, to wit
Big combines may flourish or mav fad
A breath may kill them as a breath has made
Giowd manazement may enable the con panies to escape the perils of the mer chant's carcer, and poor manazene:nt may hrine the proudest of them to the dust. They are not more nor less viluer able than the independent dealers.
Ansther tendency not without signiif cance is reveales by the growing practice amene whelesale grocers to push a ace cral hrand or trade mark to the iromt This trate mark, covering as it may do
ens of difierent food products, all superior quality, is taking the places oi the separate brands for canned goods. syrup:, teas, salt, fish, cereals, provis ions and many other lines of goods which were so diverse in sound and suggestiveness that a headache would almost result from the first attempt to memorize the brands. One line of goods may have been packed under a name taken from florist's catalogue, another may have borne a label suggestive of crusading times, another simply the firm name, and so on. In the case of goods that would compete with some highly popular pro prictary brand it was a not uncommon pratice to adopt a firm brand sugge tive of the older name : in this way scor of similarly-named brands of cofice fomel a market.
Still another tendency in the grocer trade threatens the very existence of som of the retail grocers assoriations. II allude to the manner in which the buyins exchanges are spreading among associa tion dealers. These dealers have litu. time for meetings or festive oceasionand when the duties of buying exchang memhership have been performed and the exchange pionic and ball have been at tended, the grocer feels that he has don.

## nough

This drawback has been plamly sea or some time ; indeed, it was foresen The Review years ago. The allegiance he associated grocers canmot be divide without dire consequences to one or th other of the organizations, and to com bine the two forms of co-operation iinvite the possibility of the original anization beroming unwieldy and alion tine al clase of dealers whom it is te bhle for trade unions to attract

## To the Dealers.

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

THE EMPIRE TOBACCO CO. IIONTREAL, QUE.

## EVERY POUND OF CEYLON TEA SOLD OVER YOUR COUNTER IS THE MOST VALUABLE ASSISTANT YOU CAN EMPLOY FOR THE PURPOSE OF WINNING AND HANGING ON TO YOUR TEA TRADE.

That competition is keener than it ever was is an acknowledged fact. Every opportunity offered for offsetting competition is grasped by the aggressive, up-to-date retailer. There are many opportunities offered. There is none better than by selling that everpleasing, fragrant, delicious tea-Cey. lon Tea. It has always proven itself a true and faithful friend of every grocer who has sold it It helps him make friends, and not only to make them, but to hang on to them. Figures prove conclusively that Ceylon Tea is in greater demand than any other, due to the fact that people like it better than any other.

## WHY ARE Southeell's Jams <br> superior to all other Imported Lines ? <br> Because <br> each Jam has the

individual flavor of its own fruit. Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

FRANK MAGOR \& CO.
16 St. John St., MONTREAL. DOMINION AGENTS

The best grocers keep the best Imported Biscuits.
Try an assorted case of

## CARR'S



They will bring you additional trade, and mark you as

One of the live grocers of Canada.

FRANK MAGOR \& CO.,
Agents for the Dominion.
16 St. John St., MONTREAL
C. E. JARVIS \& CO, Vancouver, Agents for B. C.

Current Market Quotations for Proprietary Articles


## "THE EDWARDSBURG BRANDS" Starch

and Syrup
Are well known all over the Dominion as a STANDARD OF QUALITY. ASSORTED STOCKS of all styles of packages now on hand, and PROMPT SHIPMENT guaranteed.

## EDWARDSBURG STARCH CO'Y, Limited

## Established 1858.

164 St. James St.,<br>MONTREAL.

 CLOTHES PINB.
$\qquad$ case, per case count, gross in
 OOUPON BOOK - ALLISON'S

$81,82,83,85,810$ and 820 Cooks.
Un.
Covers and o lote of less than 100 bered
books,
bumbered.


Cunace In Wood.
Ph. Richard.




THE CANADIAN GROCER

| Extra Special <br>  <br> Whiskey in Cases． <br> Mitchell Bros，Limited－Irish． | ＂Old Crow，＂12－1b．boxes－ | Brantford Gloss－ <br> 1－1b．fancy boxes，cases $36 \mathrm{lbs} \ldots \quad 081 / 2$ <br> Canadian Electric Starch－ <br> Boxes of 40 fancy plags，per case 300 <br> Celluloid Starch－ <br> Boxes of 45 cartons，per case．．． 3 t0 <br> Culinary Starches－ | orown brand <br> Wholesale Retail <br> Red Label，1－lb．and $\frac{1}{1 / 2}$ ，$\ldots . .0^{355} 050$ <br>  <br> Green Label，1－1b． <br> Green Label， 4 ＇ |
| :---: | :---: | :---: | :---: |
|  | OLIVE OIL | Culinary Starches－ <br> Challenge Prepared Corn－ <br> 1－lb．packages，boxes $40 \mathrm{lbs} . . . .005 \frac{1}{4}$ | Japan，le，，．．．．．．．．．．．．．．．．．．．．．．．．o 19025 E．D．Marckav，Montreal． |
|  |  | No． 1 Brantford Prepared 1－lb．packages，boxes 40 lbs －．．． $0071 / 4$ | ＂Condor＂I 40 lb ．boxes．．．．．．．． 037 ， |
| round bottl s，quarts， 12 s．．．． 650 round $1 /(-$ bottles，piuts， 24 s ．． 800 $10 \rightarrow 0$ ，flahk， 48 s ．．．．．．．．．．．．．．． 1200 | ORANGE MARMALADE． | Crystal Maize Corn Starch－．．．． 1－1b．packages，boxes $4168 . .$. |  |
| 50\％．tlasks， 606 ．．．．．．．．．．．．．． 900 |  | 18 |  |
| Irish Whiskey in Wood． <br> Gal．1／2－Oct．Oct．Bbl | 7－1b．glase． 2 doz．case，per doz．．${ }_{7}^{\$ 1} 00$ 14 and $30 \cdot 1 \mathrm{~b}$ ． |  |  |
| Mitchell，＂Special olid | PICKLES． |  |  |
| Mitehell， | steptenes． |  |  |
|  | Tipp | lamelire sh sigotis |  |
| hampague Wine in Cases． |  | neline | ＂．${ }^{\text {a }}$（X lead packets ${ }^{\text {a }}$ |
| Duc de Pierland，quarts， 128 c．．．．．．．． $8^{14}$ |  | MELIN |  |
|  | SODA．－COW BRAND． |  | lead packets． |
| pints， 24 ： | IGHT＇S taining 60 pkge． |  |  |
| pints， $24=\ldots . .1100$ |  |  | Green label ${ }^{\text {chectar，＂in lead packets－}}$ |
| pits， 24 s .1150 |  |  | $\begin{array}{cc}\text { Chocolate label } . . . & \text { ar } \\ \text { Blue label }\end{array}$ |
| ve． |  | dozen in case，${ }_{\text {ar }}$ | Maroon label ．．．．．．．．／ $060{ }^{5}$ ． $0_{0}^{0}$ 45 |
| dy＇s Madeira Win |  |  | 22 |
| Very Superior，quarts， $12 \times \ldots \ldots \ldots \ldots$ ． 850 Special selected，quarts， $12 \mathrm{~s} \ldots \ldots \ldots . .1000$ | packages）per box， 83.00. |  | ＂．$\quad$＂－Maroon， 1 l－1b．．．．．． $0^{0} 500$ |
| London Particular，quarts，12s ．．．．．．． 1300 Blandy＇s Malaga，in cases． | Case of box， 83.00. | Povisix | ck Teas－＂Old Crow＂Rlend－ Bronzed tins of $10,25,50$ and 80 lb ． |
| Pale sweetBlue Label，quarts， $12 \mathrm{~s} . \ldots 750$ <br> White Label，quarts， 12 s. |  | For durability and for |  |
| Blandy＇s Sterry，io cases． |  | apness this prepa－ |  |
|  | Case $1201 / 2-\mathrm{lb}$ ．pkts．（ 60 lb ．）per case 8270. | 隹 | lipton＇s tea（in packazes）． |
| Blandy＇s Port Wine，in cases． | e 9610 －oz．pkts．（ 60 lb ）per |  | $\begin{aligned} & \text { Pice per } 11 \\ & \text { kgg.... } 80.20 \end{aligned}$ |
|  | $\text { case } \$ 2.80 \text {. }$ | Rising Sun 3－oz． |  |
| Blandy Bros．Wine in Wool． | magic＂brant．per case | Sun Paste，50，size， | No．9，cazes 50 lb ．，$(2501 /-\mathrm{lb}$ ．pkgg． |
|  |  |  |  |
| No． $4 . . . \ldots \ldots \ldots \ldots . .450{ }_{4} 00$ | 30 1－1t．packay＇s |  | 50 1b．，（25 1－1b．pkgs．．．．．．${ }_{2}^{22}$ |
| laga Fale sweet ．．．．．．．．． 300 | i．packager |  |  |
| Canadian Whisties．In barrels． |  |  | pkgs．．．． 3 |
|  |  |  | b pkgs．．．．${ }_{28}^{28}$ |
| J．P．Wiser \＆Son ．．…．．．．．． 449 | \％릉 | LESS，LABOR S | TOBACOS． |
| J．E．Seagram ${ }_{\text {H．Corby }}$ |  |  |  |
|  | ＋ |  | Royal Oak， $2 \times 3$ ，Bo ace，8s．．．．．．．． 052 |
| Hiram Walker \＆SoLs ．．．．．．．．．．．． 410 | ¢Шめぁ－ |  |  |
| J．P．Wiser \＆Son ．．．．．．．．．．．．${ }^{4} 099$ |  | TEAS． | Currency， $133^{3}$ \％oz．bare，spaced $95 . .039$ |
| J．E．Seagram－． |  |  | Currency，（sa and 10＊．．．．．．．．．．．． $0^{3} 39$ |
|  |  |  | Snowshoe，1－b．bars， |
| ．．Hiran Wiser \＆Son．．．．．．．．．．．．．．．． 219 | \％${ }^{3}$ | H．Wholesale Retail | Pay Roll， 6 ！． |
| \＃．J E Scagram ．．．．．．．．．．．．．．．．．${ }^{2} 19$ | Gloriola Soap，per gross．．．．．．．．．．．． 1200 |  | VINEG |
| \＃．H．Corly | Straw Hat Polish，per grosk．．．．．．．． 1020 |  | rr |
| Imperiai，Waker Candian Clut，Walker \＆Sons ．．．．．．．．．${ }_{3} 6$ |  |  |  |
| Less than one bbl． per gallon． | Wardsburg starci oo．，ltd． | Blue Label，18， $1 / 28,1 / 28$ and $1 / 8 \mathrm{~s}$ ．． $0 \begin{array}{llll}30 & 0 & 40 \\ 0 & 36 & 0 & 50\end{array}$ Red Label， 18 and $1 / 28 \ldots \ldots \ldots . .$. | Condor，pure distilled，bighe－t quality． $00^{25}$ Old Crow．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．． 025 0 |
| $650 . \mathrm{P}$ ¢ | Laundry Starohes－per lb． |  | cial prices to buyers of large quantities MICHEL LEFEBVRF． |
| Rye．．．．．．．．．．．．．．．．．．．．．${ }_{2}{ }_{2} 2^{5}$ |  |  | Bull Dog，quadruple strength，regist d 00.5 |
| LYE（CONCENTRATED）． | Oanada Laundry |  | Imperial，triple strength，registered 033 |
| Ghimetts perfumed． | Silver Gloss，6－1b．tin canisters．． 008 | CEY NA $2{ }^{\text {cosen }}$ | $\begin{array}{cccc}\text { Cote D Or，extra super，reg stered．} & \begin{array}{lll}0 & 30 \\ \text { household vinegar，registered } \\ 0 & 28 \\ 0\end{array} & 28\end{array}$ |
| 1 casco of 4 iloz ．．．．．．．．．．．．．$\% 3$ Per 60 | Edwarde＇g Silver Closs，1－1b．pkg，${ }_{\text {Kogs Silver }}$ | Onck | Crystal Pickling，extra．．．．．．．．．．．．．．． $00^{28}$ |
| $\frac{1}{3}$ case of 4 cases ．lloz ．．．．．．．．．．．．．．．．．．．．．．．．．${ }^{\text {a }}$ 350 |  |  |  |
| $\xi_{3}$ ．．……．．．．．．．．．．．．．．．．．．．． 340 |  |  |  |
| MINCE MEAT． | Benson＇s Enamel，perbox， 8150 to3 00 | Blue Label，retaili at 300 ．．．．．．．．．．．．． 0 |  |
| hey＇s Condensed，per gross net $\$ 1200$ | Culinary Starch－${ }_{\text {Benson } \& \text { Oo．}}$ | Green Label Red Label | X X $\ldots$ ．．．．．．．．．．．．．．．．．．．．．． $00^{22}$ |
| der case of doz．net．．．．． 300 |  |  | Pure English Malit，trip e strength．． 040 |
| MUSTARD． | oe Starch－ |  | $\begin{array}{lllll}\text { ．．} & \text { ．．} \\ \text { double strength } & 0 & 35 \\ \text { single strength．．} & 0 & 25\end{array}$ |
| Man＇s or keen＇s． | Edwardsburg No．1white，1－1b．car 010 |  | Distilled white malt vinegar．．．．．．．．． 050 |
|  | Blue，4－1b．lumps．．．．．．．．．．．．．．．． $0081 / 2$ BEE BTARCH | RAM LAL＇S | john hope \＆oo．，montreai． <br> Sir Robert Burnett \＆Co．＇s English <br> Malt Vinegar ． |
| rham 41 lb jar，per，jar ．．．．．．．． 075 |  |  |  |
| D．， $1 / 4{ }^{1} \mathrm{lb}$ b．tins，per doz．．．．．．．．．．．．． 0 ． 085 | 1／Cases， 32 pkgs．24＇s．．．．．．．．．．．．．．．．．．． 2.50 |  | UNITED FACTORIES， |
| $1 / 2 \mathrm{lb}$ ．tins ．．．．．．．．．．．．．．．．．．．．． 145 | brantrord starie works，limited． |  |  |
| Pay Henri Jonas \＆Co．Per gross | Ontario and Quebec． |  | ．．Standard Globe．．．．．．．． 180 |
| Imperial，medium ．．．．．．．．．．．．．．．．．．．． 900 | Laundry Starches－ |  | Jubilee（parforated）．．．． 19 |
| Imperial，large ．．．．．．．．．．．．．．．．．．．．．${ }^{12} 1200$ | Canada Laundry，boxes of 40 lbs ． $80051 / 2$ |  | Crown．．．．．．．．．．．．．．．．． 135 |
| Tumblers ．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．． 1200 | ${ }_{\text {1－1b }}$ A cartons，boxes of $40 \mathrm{lbs} \ldots . .006$ | ＂ $120 \mathrm{~K}_{4}$－lbs ．．．．．．．．．．．．． 036 |  |
|  | Finest Quality White Laundry－ |  | 13 ．．${ }^{\text {a }}$ ．．．．．．．．．．．．．．．．．．． 170 |
| Mint jarr．．．．．．．．．．．．．．．．．．．．．．．．．．．．．． 18.1800 | ${ }_{4}^{3-1 \mathrm{lb}}$ ．Canisters，casees of $481 \mathrm{lbs} . .0$ | Cuminin cudit | ＂． 0 Tubs ．．．．．．．．．．．．．．．．．．．．．．．．．． 850 |
| Quart jars ．．．．．．．．．．．．．．．．．．．．．．．．．．． 400 |  | Cfigg ilin AND $1 / 2$＇s PEGs． | ＂．${ }_{2}^{1}$－． |
| e．d．marceau Montreal． |  |  | ．＂ 3 ＂ |
| ndor，＂12－lb．boxes－ | Lily White Gloss－ | Blue Label， $3 \times 18 . . . . . . . . . . . .10^{19} 19^{25}$ | YEAST． |
|  |  |  | Royal yeast， 3 doz． 5 c －pkgs．in case．． Gilletts Cream yeast， 3 doz |
| h．tins ．．．．．．．．．．．．．．．．${ }^{\text {a }}$ ．${ }_{0} 32$ | $6-\mathrm{lb}$ ．enameled tin canisters， |  |  |
| 4－1b．jars．．．．．．．．．．．．．．．．per jar | 8 in case | Green Label， 1 ＇s and $1 / 2 \mathrm{~B}$ ．．．．． 035050 | Victoria U |
|  | Kegs，ex．crystals， 100 lbs | Red Label，1／2＇B．．．．．．．．．．．．． 040 | 180 |

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