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

IS THE BEST IN THE WORLD



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.

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Your Customers Cannot Expect 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.

That's

"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.



Because

- 1. It is PURE.
- attractively printed packages.
- 4. There is no fault to be found with it.

R. & J. RANSFORD.

Established

Clinton, Ont.



We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

ER.







Wheat Marrow.

The ideal Summer Breakfast Food. Light, healthful, nourishing—it sells quick and makes a quick profit, and a good one.

Stephens' Malt Vinegar.

Absolutely Pure Malt.

Stephens' brewery is one of the largest in the United Kingdom and up to date.

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.

dd by leading wholesalers.

A. P. TIPPET & CO., Agents,
Montreal.
Toronto,

RASER **GROWS** RUIT

WRITE OR WIRE

J. D. FRASER Leamington,

for Early Tomatoes, Cucumbers, Muskmelons, PEACHES and Watermelons by the carload.

GOLD MEDAL, PARIS, 1900.

Walter Baker & Go.'s

Cocoas and Chocolates



lutely pure, delicious, nutritious and costs less than one cent a

Premium No. 1 Chocolate. -The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream,

German Sweet Chocolate. Good to eat and good to drink palatable, nutritious, and healthful.

WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.



Downweight is a Thief

Stealing Your Profits Every Time You U. Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, "The Scale with Brains," is the only scale in the world that positively stops giving of DOWNWEIGHT. It is the only Automatic Computing Scale in the world without springs. No hand operation in weighing; no prices set; no levers to move; no weights to lift; no poises to shift; you simplace the article to be weighed on the scale, and the scale instantly a automatically shows in plain figures:

1. The weight of the article in pounds and ounces.

2. The price per pound.

3. The total value of the article in dollar and cents. \sim It is a mechanical wonder, marvelous in its Simplicit Sensitiveness, Accuracy and Rapidity of Operation Made in many styles and sizes for all kinds of stor Write to-day for illustrated catalogue.

Toledo Computing Scale Co.

DEAN & McLEOD,

Canadian Agents,

HAMILTON, ON

The warm weather quickly tires. Don't it make you think of HIRES' ?

Beware of cheap imitations which are offered every season to the trade.

HIRES' ROOT BEER

was the first on the market; holds first place to day and has never yet been equalled for quality.

Price, in lots of one gross and over - - per gross \$20.40 Price, in 5-gross lots and over Freight Prepaid on Two Gross and Upwards.

SEND YOUR

FIVE GALLONS FOR 25 CENTS

25° HIRES' IMPROVED 25°

ROOT BEER!

W. P. DOWNEY, Sole Canadian Agent, ORDER TO

MONTREAL. 20 and 22 St. Peter Street,

Handbills, Showcards, etc., on receipt of Business Card

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., HAMILTON.



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.

"Sterling"
Brand
Pickles

Help to build up your trade.

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

MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a 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 Wheat sterilized and kiln-dried, but not predigested.

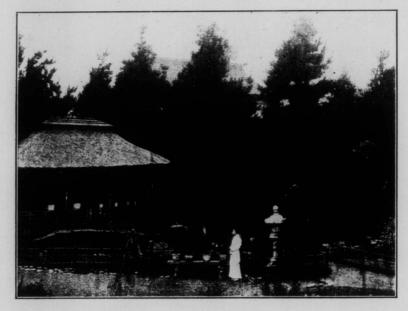
Grocers, your customers will appreciate

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 flavor 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.

MONTREAL, CANADA.

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SATAGE SERVICE SATA

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IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

Merit Acknowledged Superiority Admitted.

YOUR MONEY BACK

F NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
Montreal.

Ivory Gloss Starch

is the leader.

You will find it pays to recommend it to the public. Customers never change after using it once. Reliable, profitable, and here to stay.

THE ST. LAWRENCE STARCH CO.,

LIMITE

PORT CREDIT, ONT.

WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.



"CILT FDGF"

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

LARGEST QUANTITY, FINEST QUALITY.
For Sale by all Wholesale Grocers.

MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station; you will be glad you did so.

The Dominion Molasses Co.,

Halifax - Nova Scotia.

6 Sect book 11 Pag & THE CANADIAN GROCER

CHOICEST PRODUCTIONS FROM MOST FAVORED DISTRICTS IN GREECE.





Cases and 16-Cases.

N. H. GILLARD & CO., Wholesale Grocers, Tea and Coffee Importers, HAMILTON.



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



TRADE MARK

WHOLESALE

UNITY

AND

QUALITY

OF THE PROPERTY OF

REGISTERED

IN STORE

BARBADOS RAW SUGAR

IN BARRELS. BRIGHT, EXCELLENT FLAVOR.

SPECIAL VALUE in

MOLASSES

We are headquarters for best molasses in original packages. First car arriving about October 10th of choicest Barbados, in puncheons, barrels and ½-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.

NEW PACK-NIMPKISH RIVER-SALMON HAS BEEN RECEIVED BY GROCERS' WHOLESALE COMPANY, LIMITED, HAMILTON.

CORRESPONDENCE SOLICITED

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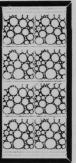
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The Canadian Grocer

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Vol. XVI.

MONTREAL AND TORONTO, OCTOBER 3, 1902.

No. 40.

ADVERTISING COMMENTS.

HE power of persistent and extensive advertising has been recently demonstrated by the success of the National Biscuit Company of Jersey City, whose "Uneeda" biscuits and their successors are pretty well known to the general public. Being in the grocery line the following extract from the annual report of Chairman Green, of the board of directors, should interest Canadian merchants:

When our company started," he said, our goods were sold almost entirely in balk. We determined that the true way to sell was in small, air-tight, moistureof packages. We soon found that we had hit popular taste, and the "Uneeda" brand was followed by many other packs put up in In-er-seal form. We have reached consumers almost wholly through dvertising, and results have been far beyond our hopes. In the past year the total sales increased to \$38,625,135, a gain \$2,185,975, or 6 per cent., and the profits increased to \$3,670,115, a gain of 52,000 over the previous year. During the past year the company invited its employes to invest in its stock, and they have taken over 4,000 shares.'

The Acme Tea Company of Philadelphia, of which Thomas P. Hunter is sident, now controls 110 grocery stores in that city. But this is not the surprispart of the matter. When it is furter explained that the first of these stores was started only 17 years ago h the modest capital of \$100, then it be seen that there is something pienomenal about this growth. The busiwas started in Thomas P. Hunter's ome, trading as The Acme Tea Complany. In 1900 The Acme Tea Company as incorporated for \$1,000,000, with a raid-up capital of \$700,000. This stock owned by employes of the company; nd the controlling stock is owned by Thomas P. Hunter. The Acme Company coasts all its own coffee. It manufac-

. . .

tures a great many of its own goods and has grown and canned special goods under its own brand. Mr. Hunter hopes to have a grocery store on every corner of Phildelphia."

If it were asked, what more than anything else has brought about this marvelous growth, a good many people would be inclined to say that the judicious advertising, which the firm has always used, has had a great deal to do with its success. Mr. Hunter, himself, is a firm believer in the effectiveness of upto-date advertising, and attributes great things to it. The Acme Tea Company at present uses a quarter-page advertisement in every Philadelphia paper on Mondays and Thursdays.

Suppose a grocer gets in a line of goods which he is convinced is absolutely the best of its kind in a certain community. He knows that none of his competitors has as good goods and he also knows 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 population going to know that his goods are any better than those of the other grocers, if he doesn't explain the superiority of his stock through the public press? A commonsense, plain, and truthful state ment of the good points of his wares is absolutely necessary if he would make headway.

Advertisers should remember that the papers cannot do more than half the work in making a success of any business. A paper will bring the inquiry, but the advertiser must do the real selling, Just there is where he is inclined to shirk. He sends 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 letters—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 get away through not "keeping everlastingly at him." If all advertisers had a systematic plan of following up inquiries, successes would be many more than they are now.—Judd's July Jottings.

The advertising manager of a large wholesale grocery firm believes that retail grocers will find it more remunerative to "feature" lines of goods that bring in a decent profit rather than to advertise cuts in sugar and the unprofitable staples. The grocer who keeps a superexcellent stock of cheeses, condiments, fruits, and higher-priced ware, says he, can afford to advertise them almost exclusively, leaving the sugar trade to the man around the corner who sells a dollar's worth for ninety-nine and a half cents.

People of this country have been educated to go to the newspapers to find where to go for what they need. This is so true that no well-informed man will deny it. It follows that the advertiser who uses the newspapers will get the customers. This does not mean that the newspaper is the only means for successful advertising, but it is the universally approved medium, although some who believe in it may employ other methods as well. All believe in its merit, while all do not give pre-eminence to any other one method.

Free coffee and tea, served to shoppers during the busiest hours of the day, 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 restaurant service. The ingredients of a dollar dinner may not cost nearly as much in proportion as those of the 25-cent meal, but the tact shown in serving makes the dinner absolutely distinct. The service of a store ought to express the management's good-will to and conscientious care for patrons. The serving

Don't forget that we guarantee the

Sun Paste Stove Polish.

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.

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

of small luxuries like tea and coffee costs very little compared to some forms of advertising, and the store which first adopted it in a town would secure a distinction that could hardly be taken away from it by subsequent imitators.—Printers Ink.

SUCCESS AS A GROCER.

THE subject which I am about to discuss is a very broad one and covers a vast field of thought, but I will endeavor to follow it closely. A briefly, touching only on those points which I consider the stepping stones to success as a grocer, says D. Mansfield in Inland Grocer.

In this business, as in any other, it is necessary in order to be successful that the person should have had some experience and also that his inclinations should be along this line. New and startling difficulties will beset him on all sides unless he has by actual experience learned how to turn aside these obstacles or else by careful 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 his business, for the difference in conducting business in the country and in the city would be so great that he could scarcely hope to succeed should he move from one to the other.

One of the greatest difficulties which a grocer may meet is the accumulation of stale goods in the store, causing a dead weight on his hands. This difficulty can only be overcome by great care in buying and selecting your stock. Watch your stock carefully. Keep a good assortment on hand and yet be slow in buying more than your trade demands of perishable commodities.

Be friendly with your neighbors. Be united in your labors and, above all else, do not be duped into a price-cutting contest, which will surely result in injury to yourself.

Strive to keep your store popular and yet get good living prices. Often stores with the best patronage are receiving the best prices.

Now 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?" been in business eleven years and have spent 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. I learn his circumstances thoroughly and know just how much credit I can safely give him. In many instances I feel safe in saying that I know their circumstances better than they know themselves.

Care must also be taken in collection. Always choose an opportune time for pressing them to meet their obligations. Never ask a man to pay you when you know he hasn't a cent to pay with. Watch him closely and seize the first opportunity when he has the cash. In most cases, unless very hard pressed, he will meet his obligations like a man. I have always attended to this department personally and can safely recommend this method to others as I have had good results.

Keep your business full of life. Be enthusiastic in your work. Enthusiasm is catching. Your clerks will get your spirit and hustle, too, without being driven. Say to them, "Come on with me," and let them feel that you are not afraid to trust them, but let them bear responsibility; and above all, do not shirk responsibility yourself.

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 you cannot do and do not intend to do. The disappointment which would result among your trade would cause them to lose confidenin you and in your business.

Be prompt in replying to your correspondents. This may seem but a small matter, but it means volumes. No matter how little you are concerned with the matter in hand, reply promptly, showing at least this courtesy to the correspondent. That very letter may open the way to a friendship which in later years may not only be very pleasant but very profitable.

Keep your credit good that you may buy as low as possible and therefore in able to meet all competition and retain a legitimate profit.

Lastly, avoid buying from too many firms. Select good houses and stay by them. Be prompt in meeting your obli gations and let them feel that they can depend upon you for prompt payment. Then should you meet with misfortune and be obliged to ask for favor for a short time, you may expect it to be granted freely, as they can put confidence in your integrity and will also feel under obligations to you for the confidence you have placed in their business and the patronage you have given them. Some merchants reason that there is no friend ship in the business world, but I differ from them. I am buying now from the houses I commenced dealing with, and during the years of our business associations I have found no truer friends. So I 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 containing a great many truths pertaining to the economical and convenient storage and handling of coal oil and gasoline is 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.

JERSEY GREAM YEAST GAKES—THE ONLY YEAST WITH GREAM IN IT.

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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

Grocers, Hamilton, Ont.

THE ONLY YEAST WITH CREAM IN IT-JERSEY CREAM.

We find people are getting tired of 10c. and 15c. 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.

ERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

James Turner & Co., Wholesale 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

CREAM

- 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.

TEAS, bulk

- RANGNUGGER" bulk Tea, Black, in 100-lb. 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.

ther 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 GROVE."

MANUFACTURERS OF

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

1902 PACK

GOODS Now in Store

Choice Apricots, 25-lb. Boxes Peaches, 25-lb. 50-lb.

THOS. KINNEAR & CO.,

Wholesale Grocers.

HINTS TO BUYERS.

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

FULL 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 kippercens. 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 1.

"Golden Imperial" pickling vinegar, offered by Lucas, Steele & Bristol, is absolutely good and will keep pickles for any

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-Os," the ideal breakfast food.

PROSPEROUS GROCERS.

Gibbons Bros., retail grocers, Toronto. have removed their business from 750 to 742 Queen street east. So much has their trade increased that they found it necessary to seek these new quarters which are a good deal larger and handsomer in every way than the old, and are provided with a large basement. The front has been nicely painted and two large plate-glass windows have been put in. New shelving and counters have been added to the store and there is comfortable stabling at the back. Gas lights up the interior, light being supplied from a row of jets running down the centre of the store, and everything is kept neat and fresh about the place. The business of Gibbons Bros. ought greatly to increase with their removal to their new

LIFTING SUGAR BEETS.

The lifting of the crop of the Ontario Sugar Co., near Berlin, consisting of 5,000 acres, was commenced last week, and will keep the growers hustling for weeks. The slicing of the beets will probably commence on October 4, and a big demonstration, in which the people of Berlin and the vicinity will paaticipate, will mark the beginning of operations in the new plant.

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For Fall Delivery

We are booking orders for fancy Cheese, including

Roquefort,

Gorgonzola, Gruyere (Swiss), Edam. Pineapple, Canadian and English Stiltons, etc.

Particulars and quotations on application.

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

Montrea Fleanors

1. 0. Bay Co. Michipic "Sala with bus

to work D. R. Belmont Miss Ed Mrs.

N. Smitl Septemb months. A pro Carl E.

the regis Lincoln. Amor from Ca "Salad

The number NEW

CLEANED CURRANTS

GET OUR PRICES.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

TORONTO.

TRADE CHAT.

HE shipment of oysters from Prince
Edward Island commenced last
week. The first lot was shipped to
Montreal by S. C. Craswell, North St.

j. 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.

D. 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 81,172 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.

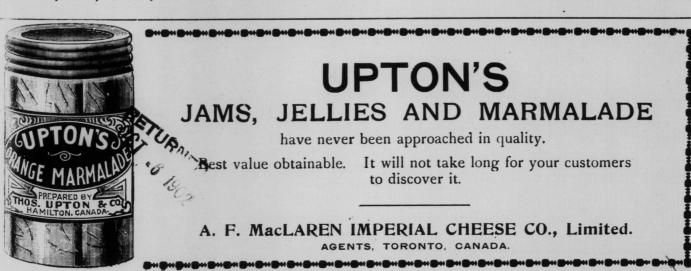
A record crop of peas this year is that of Jas. McComb, of Arnott, near Chatsworth, Ont. Mr. McComb had nine acres of peas, which, when threshed, produced 360 bush., an average of 40 bush. to the acre. This pea is called "The Chancellor," and was selected by Mr. McComb from four varieties submitted to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

P. E. I. LOBSTER HATCHERY.

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.

T. B. Cramp, Orillia, has moved into the new store which he has lately had erected.



THE PROVISION TRADE.

Beef in England—The Markets—Miscellaneous Notes.

BEEF IN ENGLAND.

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. 6d. 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 71/4 to 91/2d. 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 1s. 6d. 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 county 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 NEW 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 producer asking a higher or lower price than his competitor, we, the undersigned, have agreed to the following scale:

GRADUATED SCALE FOR SMALL PACKAGES OF PURE LARD AND LARD COMPOUND.

Effective October 1, 1902.

60 and 50-lb. tubs, ¼c. Over Tierces.
Half-barrels, ¼c. "
20-lb. wood pails, ¼c. "
10-lb. tins, ¾c. "
5-lb. " %c. "
3-lb. " 1c. "

It is confusing for one jobber to have a quotation from one concern for an assorted car of tubs and pails at ½c. over tierces, and from another concern at ½c. or ½c., although the tierce basis price may be the same. A regular scale will permit all jobbers to ask a uniform advance, and all producers to quote their goods at the tierce basis price with a like advance for small packages.

Yours very truly,
The Brantford Packing Co.
The Collingwood Meat Co., Limited.
The N. K. Fairbank Co.
F. W. Fearman Co., Limited.
Fowler's Canadian Co., Limited.
D. Gunn Bros. & Co.
The Ingersoll Packing Co.
The Palmerston Pork Packing Co., Limited.
The William Ryan Co., Limited.
Robert Thompson & Co.
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 IN 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 HAMILTON.

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 paper 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-

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All Bacon AND Hams



cured by this company are done after the Irish process, which has made

Registered Trade Mark Brand Found on all our Bacon and Ham

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.

When you have any

BUTTER or EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2401.

Toronto.

SAUSAGE.

October is with us once more and with it the opening of the Sausage Season. This will be welcomed alike by store-keepers and customers. By the former as affording him a larger 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 express every day, or as you may require during the week.

QUALITY GUARANTEED.

Fresh Pork Sausage, in large and in small 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.

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.,

LIM

PORK PACKERS,

TORONTO, ONT.

prise. Mr. Walker retains his position as manager of The Rosemary Co.'s business, which will also be enlarged.

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

BEGINNING TO PACK EGGS.

The Wingham Times says that The Wingham Produce Co. and Wm. Armour & Son 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 1901, 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 dairies inspected, 1,806; number of license permits issued, 568; number of gallons of milk confiscated, 64; 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, 8,251 lb.

The following confiscations were made in butchers' stores: Beef, 246; poultry, 23; mutton, 246; veal, 973; pork, 2 345; fish, 12 675.

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 Prince Edward 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

STRATFORD, ONT.

one of the best Commercial Schools on this Continent. Write for Catalogue. Principal. W. J. ELLIOTT, -

C. P. FABIEN

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

3169 Notre Dame St., MONTREAL,

FISH AND OYSTERS

WHOLESALE

The F. T. JAMES CO., Limited 76 Colborne Street, TORONTO.

OUR

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.

DO YOU KNOW that.

POPCORN FRITTERS BOSTON

sell fast and pay GOOD PROFITS?

SAMPLES FREE FOR ASKING FOR THEM.

THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

Austrian Sugar

ON SPOT---TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

ALEX. WILLS.

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 Canadian Company, Limited HAMILTON.

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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 have made a success of it they can no doubt successfully handle it.

THE PROVISION 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, \$8 25 to \$8.75; beef carcasses, \$5.50 to \$8.00 per 100 lb.; hind quarters, \$6.00 to \$9.00 per 100 lb.; front quarters, \$4.00 to \$5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 6 to 6 ½ 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

In provisions the business continues brisk and stocks are becoming very light. Prices remain steady. Quotations are as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, \$21.50; short cut, \$23.50 to \$24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to

11½c.; compounds, 8¾ to 1oc.; plate beef, \$15 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 50c., and wholesalers are now quoting in single barrel lots, Jones', \$25.75; Armour's, 30-40's, \$28; Armour's, 50 60'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, \$2.37 1/2 to \$2.40 per pail. Fairbank's "Boar's Head" lard compound, 9%c. tierce basis, with extras as follows: 60-lb. tubs, 4c. over tierce: 20 lb. tin pails, ½c.; 20 lb. wood pails, ½c.; 10.lb. tins, ¾c.; 5.lb. tins, ½c.; 3.lb. tins, 1c. Snow White and Globe compound, \$1.80 to \$1.90 per pail; Cottolene, 11¼c. for 20.lb. pails, and II 1/8 c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; 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 15c. per lb.; extra plate beef, \$14.50 to \$15.00 per bbl.

ST. JOHN, N. 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. Ontario keeps There is a better demand for quite high. 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 \$16; pure lard, tubs, 12 to 12 1/2 c.; pure lard, pails, 12 1/4 to 12 1/2 c.; compound, 91/4 to 10c.; Fairbank's refined, 101/2 to 101/2c.; domestic beef, 5 to 7c.; Ontario beef, 7 to 9c.; pork, 8c.; mutton, 5c.; lamb, 6 to 6½c.; veal, 5 to 7c.

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 15c. for small and 14 ½c. 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

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

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

ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

British West Indies

this winter. We have just issued a booklet 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.

Pickford & Black - Halifax.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

TEAS IN NEW YORK

Twas learned that during the latter part of the week, there was considerable trading in a large way, principally in new crop teas to arrive, and at full quoted prices. Sales reported include 6,000 to 7,000 packages Formosa, 3,000 to 5,000 packages Japan, of which 1,000 packages were old crop, 2,000 packages of Pingsuey and 2,000 packages old-crop Foochow. The line business continued to be reported as fairly active, principally for forward deliveries and at full values.—N. Y. Journal of Commerce, September 29.

SINGAPORE PINEAPPLE

Referring to Singapore pineapple, The Paul Taylor Brown Co., New York, says: "We are this day in receipt of advices by mail from Singapore, dated August 21,, anhouncing the shipment of 4,500 cases of preserved pineapple ex ss. Bencleuch for our account: This letter also reports that the season had just closed at that date and that it had been an extremely unprofitable one for the packers, owing to the extremely low prices realized on their products. There is a supplementary season in December and January, when some packing will be done, and our Mr. Brown leaves here next month, in order to be in Singapore during that season for the purpose of bringing the packers' attention to some improvements in the style of packing, which we think will prove beneficial to the trade here and in the United States."

SULTANAS AND VALENCIAS EASIER.

A heavy decline has taken place in the price of Sultanas since the first arrival took place on August 28, amounting in some instances to as much as 10s, per cwt. At the reduction, however, and with the price on a level with the Smyrna market, and appearing fairly settled, business is becoming active, and buyers operate with more confidence. Two full cargoes are on the way, one being nearly due, and when these are on the market the trade may be expected to assume its usual season's proportions. The market for Valencias has, during the week, been a gradually declining one, each day showing a decline on the previous day of 6d. to 1s.; and the market closes with half boxes from 35 to 38s., and quarter-boxes, 39 to 50s.-Produce Markets' Review, September 13.

CANNED CORN IN THE STATES

There is reported a considerable buying interest in offerings of Iowa and Ohio canned corn, with sales for shipments here on the basis of 75c. for standards f.o.b. factory for Ohio pack and 70c. f.o.b.

factory for Iowa pack. Some business in Southern pack, Maine style, is reported at 75c. f.o.b. factory. Referring to the situation a few 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 extremely short deliveries, and that the State pack will not be on the outside estimate over 50 per cent. delivery on contracts a considerable buying interest is developing in Western and South ern packs. Wholesale grocers have sold heavily to the retail trade, and are seemingly anxious to purchase stock for supplying these contracts if possible. The situation is more serious than has been the case in years, for the reason that in first hands stocks are believed to be the lightest known 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 of 75c. f.o.b. factory for Ohio pack the Western market is firm, and offerings are by no means pressing for sale. Spot offerings of State are light. In fact, I do not know where I could go and pick up any quantity at the present prices. Quotations are largely nominal both on State and Maine offerings. Succotash has taken an upward tendency in sympathy with the higher tendency of corn.

A THREATENED SCARCITY OF CURRANTS.

Three further cargoes of new currants have arrived by the ss. Tudor, Cygnet and Genoa. Although the market is now well supplied with all qualities, very little fruit is at present on the way to London, and should the demand continue as active as it now is, it may be feared that by the end of the month a temporary scarcity may be experienced. It is matter for regret that there should be any such danger, as under the conditions which have prevailed for many years, the London market, being accustomed to be fed with liberal consignments, and having arranged its operations on that basis, is always liable to considerable disturbance when that basis is not maintained. The quality of the latest shipments continues to bear out the favorable impression produced by earlier ones, and so far the crop may be said to be the best of recent years. Alarmist reports are from time to time received as to the condition of rain-damaged fruit, which may be shipped here later, but there is little use in meeting difficulties half-way, and probably this fruit when received will be less bad than it is now represented. Demand for all qualities and from all classes of buyers is active, and while sellers refrain

from any undue pressure, they show a salutary disposition to meet buyers' requirements, and thus contribute much to the satisfactory condition of trade in the article. No change in prices has taken place during the week except a little stiffening in that of Provincial, and quotations for all qualities are eminently reasonable.—Produce Markets' Review, September 13.

CANNED SALMON HIGHER IN LONDON.

The trade in spot salmon has been general, and, in the aggregate, will no doubt prove to be above the average of former 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 salmon of the present year's pack, which will come to the markets in 1903; in fact, it is now difficult to obtain offers in some descriptions, the packs having been almost entirely disposed of. The quality of the existing stock of Alaska fish is very good, and it is difficult to explain why the margin which now exists between this description and the better grades, should be so exceptionally wide. For instance, the difference between Alaska talls and Fraser talls is now 6s. per case, a fact which would seem to leave no doubt that either the Alaska must advance or the Fraser decline.-Produce Markets' Review, Septem-

COLOMBO TEA SALES.

Dodwell & Co., Limited, Colombo, un der date of August 27, advise as follows: The offerings at to-day's tea auction comprised 14,389 packages equal to 1,171,253 lb., of which 1,428 packages equal to 117,538 lb., were withdrawn for higher limits. The sale passed with brisk competition for all kinds at hardening rates, demand continuing perfectly strong for broken grades, the finest kinds of which realized very full rates. The market is in a strong position for fine teas, owing to the supply being insufficient to meet the requirements of the trade. Common leaf teas show an advance of 4d. per lb. on last week's rates; the price for clean liquoring pekoe Souchong is 31d. There is a good inquiry for sound liquoring dusts and fannings, and prices keep very steady. The average price for the sale held on the 13th inst. was 33c., as compared with 33c. for the previous sale. The exports to the United Kingdom for the present month will be about 7 millions, against 6 millions last year. The estimate for September shipments is put at 7 millions.

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

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YOU CAN SELL

"WHEAT-OS" THE IDEAL BREAKFAST FOOD

BECAUSE IT IS A DELICIOUS BREAKFAST FOOD MADE ENTIRELY FROM THE FINEST WHEAT. ALL THE PHOSPHATES AND NUTRITIVE PROPERTIES OF THE WHOLE WHEAT ARE RETAINED.

RETAILS 10° FOR A 2-LB. PACKAGE-CASES 24/2's. 25° FOR AN 8-LB. COTTON BAG-SACKS 12 8's.

WITH FIRST ORDERS WE SUPPLY SAMPLES IN MINIATURE BAGS, FREIGHT PAID ON 5-SACK ORDERS.

EBY, BLAIN CO., LIMITED

SOLE WHOLESALE DISTRIBUTERS

TORONTO.

COLOR AND ORDER IN A GROCERY STORE

OLOR plays a more important part in the arrangement of goods than most are willing to admit, says B. H. Allbee in Grocers' Criterion. It is color that attracts and holds attention anywhere, even in the dingiest grocery store. 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 it 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 iollow the greatest of all instructors, Nature, he will discover at once that color in richest profusion has been lavished upon very many of the humblest objects whose origin is in the most lowly of places. Therefore, use color in plenty, not loud, garish color, but warm, pleasing shades which will create a sense of satisfaction in the minds of those who

Manufacturing grocers have recognized this desire for color in putting up the numerous package goods which are ofiered. There is an endless variety of shades and combinations which afford unlimited opportunity for artistic displays on shelves or elsewhere. It requires an understanding of color combinations, but that is not difficult to acquire, and once in possession of this knowledge very many incongruous and unpleasant arrangements will be prevented. Formerly it made no difference. There were no package goods, with the exception of coffee, tea, and spices, and the packages in such cases were all alike. Grocers could place them on their shelves in any way and no conflict of color resulted. The coffee and tea packages were nearly always plain manila paper, printed in black, while spices 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 decorations, 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 pointed out, can be made convincing advertisements of the quality of the goods carried. It isn't enough that the stock is displayed upon the shelves. The tendency is to put up the goods in a sort of mixed mass, which suggests very many unpleasant things. Order is essential. A grocer's shelves can be made as attractive in their way as the shelves of a druggist. Perhaps to a large proportion of people the attractions of a grocer's shelves will be considered much more satisfactory than the shelves of a druggist. But many. very many, grocers can go to the druggist and secure many hints in cleanliness and orderly arrangement.

Emphasis should be laid upon this question of orderly arrangement. Order is said to be heaven's first law. Why is not essential. But any successful manager 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 disfigure their store fronts 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 impossible to secure any sort of a display that can, by any stretch of imagination,

be called attractive. It is possible to make up a good display of potatoes or other vegetables, but a mixture of berries, vegetables, tropical fruits, and a miscellaneous selection of other species of groceries is a conglomeration sure to raise a conflict of sensations, if it dosen't raise anything else. And you can all rest certain that it will not, under any circumstances, raise your bank account. The most profit accrues to the myriads of flies which consider such a display as legitimate prey. Prowling dogs and cats' are frequent visitors, and their calls do not enhance the value of food products, Possibly other unpleasant accompaniments might be adduced without having to seek far, but these few are perhaps sufficient to indicate the general effect such displays produce.

As a matter of fact, a purchaser doesn't need an entire vegetable garden spread before her eyes to know what she wants. As a rule, vegetables speedily wilt and lose flavor in the air and sunshine. Astute purchasers understand this and will not patronize the average grocer if 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 profitable investment, but there is more or less danger in it, and even this is not recommended. Better by far leave your front entirely clear, utilizing your windows to their fullest capacity and arranging the interior of the store as artistically as possible. This method gives dignity to the appearance of your place of business and adds stability to your constituencytwo features of the utmost importance in building up a trade.

Every arrangement of a store window and interior should contain a develop-ment of the idea of suggestiveness. In this way trade can be created and one's business greatly enlarged. If you can lead a customer to make more purchases than were originally intended merely by offering silent suggestions you will be per forming what is frequently omitted from the average dealer's efforts. Urging often fails. The proper method of suggestion never does. Therefore study it carefully and get so you understand it thoroughly. It will help you succeed and thereby in-

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.





Experience and Common Sense

form the combination that enjoys a monopoly of success. Grocers who always keep well stocked with

PATERSON'S CAMP COFFEE ESSENCE

show these qualities and so enjoy success—easy isn't it?

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PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

THE TOMATO SITUATION.

LREADY 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 be 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 enough tomatoes packed in the entire United 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 repeated orders from the east, simply because it would be utterly impossible to supply them. Every canner in that State has 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 writer 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 find 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.

heavy 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 95c. 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 70c. f.o.b. factory on Iowa pack, and 75c. 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.

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 60,000,000 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 46,000,000 of the crop of 1901. 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.

IGNIFICANT 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 has 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 American 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

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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 competing 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 London, since from that centre business can be better managed.

CHEESE MARKET STIFF.

HE 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 10 1/8 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 2s. per cwt., bringing up the quotations there to 51s., 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 58s.

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 11 3/2 c. for colored and 119-16c. 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 warrant a 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 will 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 6½ per cent., or 230,000 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 15c. for choice dairy and 19 to 19 ½ 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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"SALADA" <u>Green</u> tea is fast displacing Japan tea which is evidenced by the imports of Japans which show a falling off of nearly six million pounds since "SALADA" <u>Green</u> tea was introduced.

"SALADA," TEA CO., Toronto and Montreal

Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Washington, Newfoundland, Toledo, Wheeling, W. Va.



Have YOU bought the

Old Reliable?

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.



LILY WHITE GLOSS STARCH

is packed in

Handsome 1-lb. Packets.

Beautiful 6-lb. Trunks and Tins.

100-lb. Kegs-extra large crystals.

Strongest, Whitest, Purest.

The Brantford Starch Works,

LIMITED,

Brantford, Ont.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, October 2, 1902.

GROCERIES.

THE activity noted last week in the wholesale markets continues and an increase is reported in the volume of business in almost all lines of procesies. Canned vegetables continue firm and unchanged, and fruits are in the same condition. Macdonald's tobaccos are firm at the advance reported last week, but there is a shortage of "Prince of Wales," and the factory will be about one week behind in filling orders. The manufacturers of corn syrup have reduced the price of the article 1/2c. per lb., and trade in syrups generally is reported to be on the increase. In view of the strong and advancing markets abroad sugars have been put up 5 points and quite a little trade continues in the commodity, although the drawing near of the end of the fruit season is having the effect of diminishing the sales. Teas are quiet and unchanged. Advices from the primary market report advances in Valencia raisins and quotations on new crop fine off stalk and selects are 1 to 1c. higher than the old prices.

CANNED GOODS.

Trade generally, in canned goods, as may be expected at this time of the year. is a little quiet. Tomatoes are scarce and few of this season's crop, if any, are offering. Very little of old stock is on hand. Peas and corn are both scarce and the prices are firm and unchanged. We quote: Peas, 82½c. up; corn, 82½c. up. and tomatoes, \$1.20 up. Meats are quiet and fruits are dull. Sardines are firm in tone and the prices have an upward tendency. Salmon is active and unchanged. Haddies and kippered herring are in fair demand. Other lines are quiet. We quote: Salmon, Fraser River sockeye, \$1.50 to \$1.52\frac{1}{2}\$; Horseshoe, \$1.50 to \$1.52\frac{1}{2}\$ and Northern, \$1.40 to \$1.45.

COFFEES.

The local coffee business is quiet and the prices all round are firm and unchanged. The outside markets showed advances owing to a report by cable from Santos predicting a decreased movement of the crop. Quotations are as follows: Green Rio, No. 7, 7%c. No. 6, 8c.; No. 5, 8%c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS

Trade, locally, in nuts is quiet and the opening prices of all grades will be considerably higher than last year. Advices

from Sicily report damage to the filbert crop there causing holders here to be firm in their views. Cables from the primary markets show advances in the prices of about 1½c, per lb, for Bordeaux walnuts and of about 3c, per lb, for Grenobles. In view of the excessive prices of the latter, buyers this year will likely use more of the Bordeaux.

RICE AND TAPIOCA

Trade in rice continues moderate and the same is true of tapioca. The New Orleans market is reported to be fairly active and firm for fancy head rices and light buying in the lower grades. The outside tapioca markets were draggy. Our quotations are now as follows: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3¼ to 3¾c.

SYRUPS AND MOLASSES.

Trade in syrups is picking up nicely. The manufacturers of corn syrups have lowered the prices of the article ½c, per lb, in whole, half and quarter barrels and 20c, in 3 gallon and 10c, in 2 gallon

See pages 43 and 44 for Toronto, Montreal, St. John and Halifax prices current.

pails. The outside syrup markets are experiencing a fairly active demand from exporters. The offerings of molasses outside were small and dealers claim that they have barely sufficient stocks on hand to supply the wants of their trade up to the time of the marketing of the new crop and so prices showed a hardening tendency.

SPICES.

A little business is reported in spices, the call still being for the pickling varieties. Cable advices from Holland report a stronger turn to the market for Lampong pepper.

SUGAR.

After remaining steady and unchanged without break from June 5, prices of sugar on the local market on September 30 advanced 5 points in sympathy with the strong and active outside markets. The local trade, though still heavy, is not as active as it was, owing to the fact that the bulk of the green fruits have been marketed. Raw beet sugar of 88 deg. test, which has been down as low as 5s. 114d. f.o.b. Hamburg is now quoted 6s. 9d. f.o.b. Hamburg, and for eign refined has fractionally advanced and

is firmly held. November and December shipment is being quoted at an advance of 5c, per 100 lb. New York refiners are still behind in their deliveries fully one to three weeks and the refineries are still melting the large quantity of 45,000 tons per week. The receipts in the United States for the week were large, being 19,600 tons, increasing the total stock to 169,681 tons, against 165,081 tons last week and 172,205 tons for the same time last year. The European beet crop for the coming season is estimated, according to cable reports, at 5,400,000 to 5,90). 000 tons, as against 6,880,000 tons last year, and as prices at present are at a low level everywhere the present quotations will likely be maintained even if there be no advance on the European market.

TEAS

The local tea market is unchanged from last week. Japan and China greens are scarce and high in price and a fair call continues for Ceylon greens. Blacks of Indian and Ceylon teas are meeting with a fair call. Advices by cable from Japan report a stronger market, the offerings being limited and prices hardening. Communications by letter from London, England, are to the effect that there is a marked weakness in common and medium grades of Indian teas, but the demand for good and choice teas was maintained and many of the finest kinds brought good prices. The lower grades of Ceylons continued to sell at cheaper rates, a fall of {d. being noted in common kinds. In medium grades the quotations were sometimes 1d. cheaper.

FOREIGN DRIED FRUITS.

CURRANTS.—There is a fair demand for these on the local market. The markets of Greece continue steady and unchanged. We quote: Filiatras, 5^3_4 to 6c. and Patras, 6^4_4 to 7c. per lb.

VALENCIA RAISINS.—The local market is active and the prices are firm for new stock. The opening quotations on this season's Valencia raisins are as follows: Fine off stalk, 8 to 84c, and selected, 84 to 9c. Some Sultanas are on the way at 84c, for delivery on arrival.

DATES. Trade in dates is still quiet. The cargo of dates on the ss. Tabaristan, now on her way to this continent from the other side, is stated to consist of 109,000 boxes, of which 73,000 boxes are Hallowee, 11,000 Khadrawee and 25,000 Sairs. No opening prices have as yet been made on this cargo. We quote as follows: Dates, in bulk, 4½c, and in packages, 6¼ to 6½c, per lb.

PRUNES.—A quiet feeling prevails in prunes and prices are steady. At the Coast large sizes of Santa Clara fruit are not offered, except in a limited way. We quote: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7½c.; 60 70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

CALIFORNIAN RAISINS.—We quote 5c. for 4-crown, Griffin & Skelley brand; 4kc. for 3-crown and 4c. for 2-crown, f.o.b. Fresno, in 50-lb. boxes.

CALIFORNIAN EVAPORATED FRUITS

Apricots are firmly held on the Coast
and peaches are steady. Quotations are
as follows: II to 14c. for peaches and 9
to 13c. per lb. for apricots. Santa Clara
apricots' are quoted f.o.b. the Coast at
7c. in 59-lb. boxes and 7½c. in 25-lb.
boxes in carload lots.

GREEN FRUITS.

Quite large quantities of peaches and grapes are coming forward and the prices of the former are still remarkably low. First season's quinces are on the market and the crop is raid to be a fair one. New Jamaica oranges are on the market and the quality is reported to have never been better. The crop this year of these oranges is stated to be large. We quote as follows: Tomatoes, 15 to 30c. per basket; peaches, Crawfords, 30 to 50c. and ordinary, 20 to 30c.; pears, 20 to 30c. per basket for Bartletts and 15 to 25c. for ordinary; grapes, 20 to 30c. for small baskets and 30 to 45c. for large; plums, 50 to 75c. per basket; apples, 10 to 25c per basket and \$1 to \$1.75 per barrel; crabapples, 25c. per basket; watermelons, 15 to 20c. each by the 100; lemons, \$1 up wards per box; onions, ordinary, 75c.; Spanish, 90c. per case; peppers, green, to 30c. per basket; ripe, 75c. to \$1; oranges, Jamaica, \$3.75 per box and \$6.75 to 87 per barrel; Jersey sweet potatoes, 83.50 per barrel; cocoanuts, 83.50 per sack; quinces, 35c. per basket.

VEGETABLES.

Trade in all lines of vegetables continues fair and the prices are about the same as they were a week ago. Quite a demand is being experienced for cabbage, and pickling onions are scarce. Cucumbers are also hard to get. Quotations follow: Lettuce, 30 to 40c. per doz.; radishes, 20 to 25c.; mint and parsley 20 to 25c.; turnips, 30c. per dozen; cabbage, 30 to 50c. per dozen; cabbage, 30 to 50c. per dozen; cabbage, 30 to 50c. per doz.; carrots, 40 to 50c. per bag; beans, 20c. per basket; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per doz, corn, 8 to 15c. per doz.; squashes, \$1 to \$1.50 per doz.; egg plant, 50 to 75c. per basket; pickling onions, 75c. per basket; ditto encumbers, 75c. to \$1 per basket.

COUNTRY PRODUCE.

EGGS.—Light receipts of strictly fresh stock are reported and the market for this grade is firm. Considerable quantities of seconds are being offered and when these are cleared out a healthy fall trade is looked for. At outside points 15c, will be paid for good stock. From stock, Toronto, quotations are firm at 17c, for strictly fresh gathered; 15 to 15½c, for ordinary store candled and 12 to 13c, for seconds and checks.

BEANS. So far the offerings of beans have been light and reports keep coming

in to the effect that the crop all over the country has sustained damage through the unfavorable weather of the summer. We quote: Primes, \$1.40 to \$1.45 and handpicked, \$1.50 up per bushel.

HONEY.—Offerings of honey at outside points continue free at the prices quoted below. Trade, locally, is fairly active. We quote: Extracted, 8 to 8½c. for large quantities and 9 to 9½c. for small lots. Combs, 81.25 up per dozen.

POTATOES.—The arrivals of potatoes on the Toronto market during the week have been liberal and prices are weaker than last week by 5 to 10c. per bag. The crop this year is said to be affected by rot more or less and this will have a temperature of the temperature of the markets stiff all the year. We quote 65 to 70c. per bag on track, Toronto.

BUTTER.—There has been a more active demand for export for the finest grades of dairy and creamery butter. Low grades, locally, are dull and featureless, with plenty offering. Quotations are as follows: Choice 1-lb. rolls, 15 to 17c.; dairy tubs, best quality, 15c.; store packed, uniform color, 13 to 13½c. and low grades, 12 to 12½c.; creamery prints, 19 to 20c. and solids 19c. per lb.

CHEESE.—The market is firm and the prices have advanced a little since last week. Keen competition at the factories is reported and this is keeping up the market. English advices report the cheese market strong over there. We quote: Finest cheese, 104 to 11c. per fb.

POULTRY AND GAME.

POULTRY.—The receipts of chickens, ducks and turkeys have been more liberal and as the warm weather is keeping back the demand, prices are weaker. We now quote: Chickens, dressed, per pair, 65 to 75c.; live chickens, 50 to 60c.; ducks, 70 to 80c.; live ducks, 50 to 75c.; young turkeys, 11 to 12c. per lb.

GAME.—The receipts are still light, owing to the earliness of the season, and not much inquiry is reported for any quoted below. Quotations on teal and pin tails are from 5 to 10c. lower per pair. We quote: Teal, 20c.; pin tails, 30 to 35c. and black duck, 70 to 75c.

FISH.

The receipts of fish have been liberal and the demand very good. Digby herring are now on the market and are of good quality. The catch this year is stated to have been large, and our quotations are as follows: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 8½ to 9c.; pike, 6c.; British Columbian salmon, 20c.; whitefish, 8½ to 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.; live lobsters, 25c. per lb.; oysters, \$1.35 per gallon; smoked ciscoes, \$1.25 per basket; Digby herring, 50c. per bundle of six baskets.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Owing to the increased amount of new grain put on the market prices have, in many cases, declined a little. This is specially the case with wheat and oats. Rye has advanced another ½c. We quote: Red Ontario wheat, 66c., middle freights; white wheat, 69c., goose wheat, 67c., middle freights; rye, 50c.; barley, 41 to 41½c. and oats, 31 to 32½c.

FLOUR.—Owing to the decrease in wheat there has been a corresponding lowering in flour. Hungarian patents and Manitoba bakers' have each dropped 5c. We quote: Ontario patents, in bags, \$3.60 to \$3.70; Hungarian patents, \$4.00 to \$4.10; Manitoba bakers', \$3.75 to \$3.80; straight roller, \$3.30 to \$3.40 per bbl.

BREAKFAST FOODS.—The demand for oatmeal and rolled oats is but fair. Oatmeal, owing to the depression in the price of oats, has dropped 20c.; rolled wheat is also 5c. lower. Quotations are as follows: Oatmeal, standard and granulated, in carlots on track here, \$5; standard rolled oats in carlots on track here, \$4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; broken lots are 20c. per bbl.; corn meal, \$4; split peas, \$4.75; pot barley, \$4.25 in 196-lb. bbls.

HIDES, SKINS AND WOOL.

HIDES.—These, so far, remain unchanged, but owing to the great decline which took place in Chicago and the United States markets last week, a corresponding change is expected here. We quote: No. 1 green, 8½c.; No. 2 green, 7½c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—Prices are practically the same though business is weak. We quote Veal skins, 6 to 14 lb. inclusive, No. 1 loc.; No. 2, 8c.; do., 15 to 20 lb. in clusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 50 to 55c.

WOOL.—This is very quiet and the quotations are unchanged. We quote a follows: Fleece wool, 13½c. and unwashed 7½c. per lb.

TALLOW.—Prices are low. We quote $6\frac{\pi}{4}$ to 7c. per lb.

SEEDS.

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

MARKET NOTES.

Sugar has advanced 5 points.

Corn syrup has declined ½c, per lb,
Potatoes have declined 5 to 10c, per pag.

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CLEMES BROS.

Wholesale Fruit and Commission Merchants.

Special attention given Mail and Telephone orders.

Your consignments, produce and fruit carefully handled.

WRITE US FOR PRICE LISTS.

QUEBEC MARKETS.

Montreal, October 2, 1902.

GROCERIES.

USINESS in groceries has kept well up 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 45c. American pork has advanced, and wholesalers are now quoting Jones' at \$25.75; Armour's, 30-40's, \$28 and 50-60's, \$27 in single barrel lots. Prime white pea beans, which weakened somewhat last week, have regained their firmness and are now quoted by jobbers at \$1.70 to \$1.75 per 60 lb. Skinless dressed cod is now on the market in 100-lb. cases, being quoted at present at \$5 per case. Steam refined pale seal oil is higher, now selling at 60 to 70c., according to quantity. Small cheese has followed the advance in large cheese; the price is now 12 to 12½c.

SUGAR.

There has been no important development in this market since our last report. Locally, a good, steady demand is still experienced at unchanged prices, the business, on account of the fruit preserving season, being fully up to the standard of former years. Granulated sugar is selling at \$3.65 and yellows from \$3 to \$3.55 per 100 lb.

TEAS

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

SYRUPS AND MOLASSES.

"Perfection" brand of corn syrup has been reduced in price ½c., and the following are the present quotations: In bbls., 3c.; half bbls., 3kc.; quarter bbls., 3kc.; in 38½ lb. pails, \$1.40 and 25 lb. pails, \$1.10. The demand is still light on account of the low price of Barbados molasses. For the latter there is a fair demand at unchanged prices, 23 to 21c. being quoted, according to quantity. Antigua molasses is worth 24c. and Porto Rico. 38c.

RICE AND TAPIOCA.

The market continues moderately active. No new feature has developed and prices are unchanged. Quotations are as follows: B rice, in bags, \$3.02½; in ½ bags, \$3.07½; in 4 bags, \$3.12½; in pockets, \$3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, \$2.92½ in bags; \$2.97½ in ½ bags; \$3.02½ in ¼ bags and \$3.07½ in pockets. In the open territory

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prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

SPICES.

The market continues firm in general and nearly all spices exhibit a higher tendency. Prices are yet unchanged on this market. A fairly good demand is experienced, and we quote: Nutmegs, 35 to 55c, per lb., as to size; penang mace, 45 to 59c, per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 29c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

CANNED GOODS.

Tomatoes continue to be the all absorning feature in the canned goods situation. One of the largest Canadian job bers said; "The most pessimistic antipations regarding tomatoes have been more than realized. From every quarter come reports indicating that the situation is worse than was expected, and the scarcity of tomatoes is now known to be such that some jobbers will have to do without them." The without them. During the week job-bers have again advanced the price, and tomatoes on spot and to arrive are quoted at \$1.30 upwards. Our quotations are as follows: Tomatoes, 81.50; corn, 82½ to 85c.; peas, 82½c. to 81.20; string heans, 82½c. to 85c.; strawberries, 81.45 to 81.60; blueberries, 87½ to 90c.; raspherries, \$1.45 to \$1.60; goose berries, \$1.45 to \$1.60; goose-berries, \$1.45 to \$1.60; pears, 2's, \$1.60 to \$1.70; 3's, \$2.10 to \$2.15; peaches, 2's, \$1.65 to \$1.70; 3's, \$2.50 to \$2.75; 3-lb, apples, \$5 to 90c.; gallon apples, \$2.10 to \$2.20; 2 lb, sliced pineapples, \$2.20 to \$2.30; grated pineapples, \$2.50 manner \$2.30; grated pineapples, \$2.50; pump-kins, 95c. to \$1; spinach, \$1.50; sugar-beets, 95c. to \$1.00; salmon, pink, 92 to 95c.; spring, 81.25; Rivers Inlet red sockeye, 81.30; Fraser River red sockeye,

FOREIGN DRIED FRUITS.

CURRANTS.—Nothing further in regard to the primary market has been received. On the local market prices are unchanged under a fair demand, and quotations are as follows: Fine Filiatras, 5\(\xi_c\), to 5\(\xi_c\), in \(\xi_c\) cases; cleaned, 5\(\xi_c\) to 5\(\xi_c\), in 1 lb. cartons, 6\(\xi_c\) to 7c.; finest Vostizzas, 6\(\xi_c\) to 7c.

VALENCIA RAISINS. A considerable quantity of these raisins were received from the Allan ss. Corinthian, which arrived in port on September 30. These are early shipments. The first direct steamer, the Escalona, is expected here early this month. Following her, comes the ss. Bellona, due about November 1. Quotations now are: Finest off-stalk, 6½ to 7½c.; selected, 7¼ to 8c. and layers, 7½ to 8¼c., according to brands.

SULTANA RAISINS. There is nothing new to report in these. The market continues firm and the price quoted is $9\frac{1}{2}e$, per lb.

CANDIED PEELS. These are in fair demand for the season. We quote as follows: Citron, 15; orange, 11½c, and lemon, 10½c, per lb.

MALAGA RAISINS. No new feature has developed. Prices are unchanged. Our quotations are as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; 4's, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to

\$3.35; \(\frac{1}{4}\)'s, \(\frac{8}{1.05}\) to \(\frac{\$1.10}{1.00}\); "Excelsion Windsor Clusters," \(\frac{\$4.50}{1.50}\) to \(\frac{\$4.60}{1.60}\); \(\frac{1}{4}\)'s, \(\frac{\$1.30}{1.50}\) to \(\frac{\$1.40}{1.50}\).

FIGS.—The primary market for Comadre figs shows no sign of weakening. The most important feature in the position is the shortage in Smyrna.

CALIFORNIAN RAISINS.—Prices for seeded raisins have not been announced for Canada yet. It is understood that prices for the United States will be 1c, higher than for Canada. Locally, there is a fair demand for seeded, which are quoted at 9^a/₄ to 10½c, per lb.

PRUNES.—These continue in steady demand, and prices are unchanged. We quote: $8\frac{1}{2}c$, for 40.50's; 8c, for 50-60's; $7\frac{3}{4}c$, for 60.70's; $7\frac{1}{2}c$, for 70.80's; $6\frac{3}{4}c$, for 80.90's; $6\frac{1}{2}c$, for 90.100's.

NUTS

A further advance of ½c, is reported this week in Brazil nuts. The feeling in all lines is firm. Valencia shelled almonds, on spot, have become scarce, and in view of the situation on the primary market holders have felt justified in advancing the price. They are now quoted about 2c, higher. We quote: Walnuts, 11c.: Tarragona almonds, 12 to 13c.: shelled walnuts, 17½ to 18½c.; shelled almonds, 28 to 30c.; filberts, 9½c.; Pecans, 17 to 17½c.; Brazil nuts, 13½ to 14½c. per lb.

GREEN FRUITS.

Jamaica oranges are now quoted \$1 lower and Messina lemons, 50c. lower. Pineapples have practically disappeared from the market, the quantity now held being very small. No. I bananas have declined in price 25 to 50c, per bunch and eight hands, 25 to 75c. Plums have advanced 20 to 35c. Canadian apples, in barrels, are higher. Spanish onions are considerably lower, being 15 to 25c. per crate and 40c, per case. We quote Jamaica oranges, in barrels, 85 to \$5.50, boxes, 83; Messina lemons, 83.50 per box; cocoanuts, 83.25 per bag of 100; bananas, No. 1, 81 to \$1.50 and 8-hands, 75c.; cucumbers, 11c. per dozen; Canadian cabbage, 25 to 40c. per dozen; potatoes, 81.15 to 81.30 per barrel; muskmelons, 83.50 per crate; peaches, 81.25 per box; plums, 81.25 to \$1.75 per box; pears, \$2.50 to \$2.75 per box; limes, \$1.50 per box; Canadian peaches, 35 to 65c, per basket; plums, 60 to 75c, per basket; Canadian apples, in bbls., 81.50 to 82; in baskets, 20 to 30c.; egg-plant, 50c, per basket; Canadian pears, 40c, per basket; Spanish onions, 50c, per crate and \$2.10 per case; sweet potatoes, 83.25 per barrel; Canadian blue and white grapes, 25 to 30c, per basket; Delawares, 40c, per basket; Malaga grapes, \$5.50 per keg.

FISH.

The fish trade has continued active during the past week. The first consignment of Malpeque oysters of this season arrived on September 25 and were quickly disposed of. The first arrivals on this market are cetting later each year. Some years ago they used to arrive about the first of the month. Haddies are ½c, lower this week. They are in fair demand. Whitefish and dore are also quoted ½c, lower than last week. Halibut is 1c, lower. No. 1 Nova-Scotian herring are 50c, higher, while Holland herring have come down 5c, per keg. No. 1 Labrador salmon, in tierces, is very scarce, and the price has been advanced 50c. British-Columbian salmon is 25c, per half barrel

higher. Quotations are as follows: Haddies, 6½ to 7c.; smoked herring, 9c. per box; fresh haddock and cod, 45c. per box; fresh haddock and cod, 45c. per bb.; whitefish, 7½c.; dore, 7 to 7½c. per lb.; pike, 6c.; halibut, 12c.; salmon, 15c.; trout, large and medium, 8c. to 9c.; No. 1 herring, Nova Scotian, 85.25 per bbl. and 83 per half bbl.; No. 1 Holland herring, 86.50 per half bbl.; No. 1 Scotch herring, 86.50 per half bbl.; No. 1 Scotch herring, 86.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish, 85 per bbl.; mackerel, 812.50 per bbl.; boneless cod, 1 and 24b. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes dried codfish, 85.00 per 100-lb. bundle; No. 1 Labrador salmon, \$18.00 in tierces, and in barrels, \$12.50; No. 1 British Columbian salmon, 86.50 per ½ bbl. and \$12 per bbl.; standard bulk oysters, \$1.30 per gallon; Marshall's kippered herring, \$1.45 per doz.; Canadian ¼ sardines, \$4.00 per 100; canned Cove oysters, No. 1 size, 81.30 per doz.; canned Cove oysters, No. 2 size, 82.20 per dozen; Malpeque shell oysters, 81 to 85 per barrel.

COUNTRY PRODUCE.

EGGS.—These continue in fairly good demand at unchanged prices. Business in a jobbing way is active, but in round lots not much is doing, and we quote as follows: Selected, 18½c. to 19c.; candled stock, 16½ to 17c.; straight receipts, 15½ to 16c.; No. 2, 13½ to 14c. in round lots.

BEANS.—A considerable decline in the price of beans has taken place, sales being made this week at \$1.25 to \$1.20 per bushel, which is 15c, below last week quotations. There is a moderate in only

HONEY.—A better feeling prevails on this market, and both white comb and strained are ½c, higher. A fair trade is doing, with white clover comb selling at 11 to 11½c, and white strained at 8 to 8½c, per lb.

ASHES.—No change is reported in the price of ashes, though the market continues quiet and easy. We quote: First pots, \$1.35 to \$1.40; seconds, \$3.60 and pearls, \$6.25 per 100 lb.

POTATOES.—A further advance is noted this week in potatoes and at the new prices the market is active but steady. 80 to 85c, per bag is paid in a jobbing way, while carload lots are quoted at 70c, per bag.

MAPLE PRODUCTS.—The demand is still light for maple products. No change in price is reported. We quote: Syrupin large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 7 to 8c. per lb.

BUTTER AND CHEESE.

BUTTER.—The tone of the market is somewhat easier this week, although, except in finest Quebec, no quotable decline is reported. In finest Quebec, ½c. lower is quoted. A good amount of butter is coming forward, but business is not very active. We quote: Saltless cream cry, 21½c.; finest Townships do, 20¼ to 21c.; finest Quebec do, 20 to 20½c.; finest Ontario do, 19c.; dairy, 15½ to 16c. per lb.

CHEESE.—There has been another slight advance all round in cheese during the week, amounting to about \(\frac{1}{2}c \), on each make. No other material change in the condition of the market is to be noted. The feeling seems to be still firm. Business for export is still almost at a



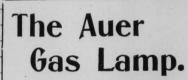
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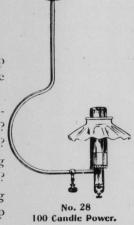
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OTTAWA TRADE GOSSIP.

THE MARKETS.

USINESS is still quite active in Ottawa. New stocks are arriving and country footbe are confucnetter, so that the city markets have been very good, which helps to enlive things, although the weather has been had during the week. All classes of mer-chants report having had a good monthduring September

The sugar market, as far as prices go, remains the same; the amount of business done is large as people are still preserving. Redpath and St. Lawrence granulated is 83.72 and Woodside, 83.67; yellows are \$3.07.

In teas, low grade Japans are scarce

In teas, low-grade Japans are scarce and very firm. Black teas are plentifal with good volume at low prices.

H. N. Bate & Sons report a drop in corn syrup. They quote: Barrels, 85.12, half barrels, 85.12½; quarter barrels, 83.25; 38½ lb. pails, 81.40 and 25 lb. pails, 81.10.

Canned tomatoes are not being offered and there does not seem to be a definite price, but figures asked are from \$1 to \$1.25 a dozen. Corn and peas are quoted

at 85 to 99c, per dozen.

The coffee and spice trade is good and has been for some time. C. H. Cochrane & Co., the only manufacturers in the city, are rushed with orders

Small lots of evaporated apples have arrived and are being quoted at 7 to 7½c. B rice is lower than quoted last time, prices now being 82.97½ in bags. Sago and taploca are the same, about 3½c.

The first lot of new Valencia raisins arrived in the city this week via Liverpool. For finest off-stalk the price is The, having advanced he last week, New candied peels are also to hand and are being sold much lower than last season. Lemon peel is quoted from 8^a_4 to $9^1_2 c$.; orange, $9^1_2 c$, and citron, 13 to 14c.

Higher prices are looked for in black and white peppers. It is said they will show an advance of 2 to 3c. Sumatra black is 14c. and white, 24c. Penang black, 16c.; white, 26c.; Singapore black, 18c. and white, 28c. Cream of tartar is also firm and 3c. higher.

Manufacturers of tomato catsup say they are worse off than they thought. With half the quantity of tomatoes and increased business the situation is very

increased business the situation is very had, and some brands have to be with drawn as stock cannot be got to manufacture them.

The sale of illuminating oil is now very good. Prices are as follows: Best Amer ican, 18te, and prime white Canadian,

Butter in prints, 20 to 23c.; pails, 17 to 19c.; creamery, 21c. Oats, 28 to 30c.; wheat, 65 to 75c.; buckwheat, 54c.

THE CHEESE BOARD.

At the Cheese Board Friday the highest price this season was reached. There was a small offering, 1,114 boxes being boarded, 764 white and 350 colored. Bidding opened at 10c, and reached 102c,, when all but 75 boxes were sold.

THE FRUIT EXCHANGE

Green fruits at the Ottawa Fruit Exchange are still around in large quanti During the week prices ranged as follows: Calvert apples, \$1.60 to \$2; St. Lawrence, \$2 to \$2.30; Wealthys, \$1.80 to 82.25; peaches, 12 qt., 35 to 50c Niagara, 23 to 26c.; do Concord, 22 to 26c.; do Rogers, 25 to 30c.; gages, 50 to 89c.; plans, 40 to 60c.; pears, Bartletts, 40 to 65c.; melons, 5 to 12c., according

A NEW ENTERPRISE.

The Ottawa Milling Company, Ottawa's latest manufacturing concern, have got

well started into the making of rolled oats and oatmeal. This company is posed of some members of the old McCoy Milling Co. They are making the "G. Y." rolled oats and so far have turned out an article equal to that made by the old firm. Already they are doing by the old firm. Already they are doing a large local trade besides filling some big export orders. It is their intention as soon as possible to manufacture breakfast foods in packages.

A DEMONSTRATION.

O. H. Cummings, of The Postum Cereal Co., is in the city. He is calling on the trade inquiring as to how "Grape Nuts" and "Postum" are selling. His company have an expert demonstrator in John A. Bryson's grocery, showing the different ways that Grape Nuts can be served and a shorter way to make Postum Food Coffee. Mr. Cummings looks after all outside business in the United States and Canada and is much pleased with their business on this side. It is his intention to come back to Ottawa and demonstration different parts of the city at a later

Bedingfield & McCusker are making extensive alterations in their warehouse They are fitting up a new suite of office which materially add to the appearance of their warehouse when entering.

Bedingfield & McCusker shipped on Monday two cars of potatoes to Montreal.

Provost & Allard are handling this year "Sovereign" brand of salmon. It year "Sovereign" brand of salmon. It is becoming well known as one of the finest brands on the market.

It is reported but not generally known that Montreal manufacturers of vinegar are raising their scale of prices to be uniform with western manufacturers, which means an advance of about 5 to

The best selling tea in Canada today is

Blue Ribbon Ceylon

packed and sold by Blue Ribbon Tea b?

12 Front 5: East - Toronto

MANITOBA MARKETS.

Winnipeg, Man., September 29, 1902.

B USINESS has been very active all week, and as very considerable wheat has been marketed money is beginning to move and by the end of another week should be in fair circulation. The banks are making every effort to assist dealers in the matter of the crop. There is only one serious drawback now in sight and that is a grain blockade. In pite of all the protestations of the railway companies, all who are to any extent familiar with the situation are certain that already traffic is congested and that before another ten days has come and gone, should the present favorable weather continue for threshing, there will be the worst tie-up the country has ever seen. Jobbers in all lines complain constantly of the delay in freight deliveries, and state that between the incaparity of Canadian factories to furnish sufficient goods and the inability of the railways to deliver promotly after goods have been shipped the life of the jobber is anything but a bed of roses.

There have been few changes to record for the week.

CANNED VEGETABLES.—The tomato situation is the same, only more so. It is reported that \$2.10 per case factories has been refused by canners. The price here has not been advanced, but the markey is very stiff and jobbers are not keen to sell stocks on hand. Corn and peasare firm and without change.

CANNED FRUITS.—There is a nominal demand and the supely is good in all lines with the exception of gooseherries, therries and raspherries, all of which are scarcer and higher than in previous

EVAPORATED FRUITS.—Reports have reached this market that apricots and peaches have advanced ½c. each in the primary market, owing to the unprecedented demand. No change has taken place in the market here, and in any case the prices of new fruit are much lower than last year.

DRIED FRUITS.—Sultana raisins bave advanced &c. in the primary markets, and this will affect prices here, as only a small amount of the stock required for this market had been purchased before the advance took place. Sultanas are due to arrive here about October 1. New Smyrna figs are due by the same vessel. Prices for new figs are not definitely moted as yet, but they will be excellent in ouality. New Valencia raisins and currants are due on Wednesday next.

NITS.—Many lines of nuts are verbirch. Grenoble walnuts are 7c, ver lb, higher than last year, and some houses are ordering Marbots exclusively on that account. The shipments of Grenobles to this market will be much smaller than isual. Marbots are about the same price as last year and will sell here at 12c. Shelled almonds are much higher and are moted to arrive at 32c.; soft shelled almonds, 14c. and filberts, 114c. Stocks of last year's peanuts are growing small and the price is higher. Quotations for the new crop are not yet given by the trade here. Old-stock shelled walnuts are torth 25c, per lb.

CANDIED PEELS.—Full winter stocks are now on hand and show excellent quality. We quote: Lemon, 11c.; orange,

CLARK'S MINCE MEAT

is packed in Tins—1^s, 2^s, 3^s, 4^s, 5^s; in Wood Pails—25^s; Tubs—50^s.

If you are looking for quality

Try a sample order.

EPPS'S

GRATEFUL. COMFORTING.

IN %-LB. LABELLED TINS.

14-LB, BOXES.

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

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

We quote-

Finest quality and in prime condition:

Spanish Onions

Single crates, 85 cents
Five-crate lots, 80 cents
Ten-crate lots, 75 cents

Soliciting your orders which shall have prompt attention.

HUGH WALKER & SON, GUELPH.

Pure Mustard



Sell your customers Capstan Brand and they will come again. Put up in neat tins to retail at 10c.

Ask your wholesale grocer for it.

THE CAPSTAN MFG. CO.,

TORONTO



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

Correspond with market price

We will pay the highest possible market price for really prime well-fed birds.

SCOTT, ASHTON & COMPANY, MORRISBURG, ONTAR

GRIMBLE'S English Mait
Six GOLD Medals VINEGAR

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

12c. and citron, 15½c. Assorted peel in

lb. boxes, 82 per dox.
SPICES. All lines are in good de mand. Ginger is the only spice that hows an advance for the season. COFFEE. Firmer, with an advance of

about le, for the week. Quotations for Rios run from 9 to 9%c., according to

FISH.—The fall market is now fully established and there is a fairly full line on hand. Haddies are not yet quoted, though first shipments by express should

though first shipments by express should be in almost any day now. Labrador herring are quoted at \$4.25 per barrel; mackerel. \$1.80 per kit; Digby chicks, 18c. per box; boneless cod, 5½c. per fb. GREEN FRUITS.—A very active market, particularly for apples and plums. Oranges are quoted \$5.50 to \$6 per case; Californian lemons, \$5.50; bananas, \$3 per bunch; box apples, \$1.50; apples, per barrel \$3.50; crabs, 60c; box crabs, \$2; per bunch; box apples, \$1.50; apples, per barrel, \$3.50; crabs, 60c.; box crabs, \$2; Ontario grapes, 40c. per basket: Tokay do, \$2.75 per crate; Malaga do, \$2.50 per crate; cranberries, \$9 per barrel; plums, \$1.25 to \$1.50; pears, \$2.50; Ontario basket pears, 75c.; do tomatoes, 90c. per box of 40 lb.; baskets, 40c.

CREAMERY BUTTER.—Stocks are well cleaned up at factory and prices are 19 cleaned up at factory and prices are 19 dealer, dairy table butter and prices are

fresh dairy table butter and prices are firm at 13 to 14c, for the best grades. EGGS.—Shortage of eggs is increasing

and the prices are firm at 16c. Winnipeg

offer fresh gathered, subject to candling.

CHEESE.—There is practically little offering and factory stocks are well cleared up. Prices Winnipeg, 10½ to 11c.

CANADIAN MAKES SOUGHT FOR.

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

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, 45c. 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.

CHRISTMAS TRADE

Confectioners will find our Sweet Coatings most excellent.

KING 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 GOLDEN.

THE COWAN CO., Limited TORONTO

WELFORD BROS..

LONDON, ONT.

Brooms AND Whisks

ROPE, LEATHER AND WEB Halters

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction. UNION LABEL on all our Brooms.

Sample orders of six dozen or more sent to any address, freight prepaid. Write for Price List. NEW SEASON'S

IN STORE

AGE

Malaga Raisins Shelled Almonds

WARREN BROS. & CO.

TORONTO.

Equal to best American Oil. THE QUEEN CITY OIL COMPANY, Limited, -

GROCERS ALL SELL IT. TORONTO, ONT.

G.O.B. Manitoba Patent

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 High-Grade Vinegar during the next month. Your inquiries will have our very best attention.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

GUELPH, ONT.

Telephone No. 275.

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,



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 sidetracked.

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

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

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma. Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form-50 years' reputation.

Export Agents: Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Cream Sodas In the 3-pound

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

The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST. CARS PASS OUR WORKS. KING and BATHURST STS., TORONTO.

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 10c. 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 50c.; potatoes, 45c.; hay, \$10.50, somewhat lower than at this season last year. Barrelled pork is up about 50c. 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 91/2 to 93/4c. for August. September is held by the factories for 10c.

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, \$3 40 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, \$74.00.

A meeting of the Maritime Grocers' Guild was held here last week, but it is not possible 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 mentioned, 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 fruit 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 given 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 and Northwest Territories.
Winnipeg, September 22, 1902.

FRUIT CROP GOSSIP.

NE of the largest orchards in Quebec 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 reputation 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 ½ 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

SHIPPED BY THE BEST HOUSES, INCLUDING:

Messrs. Crosse & Blackwell.

Messrs. Batger & Co.

The York Confectionery Co'y.

ALL OF LONDON, ENG.

TO ARRIVE SHORTLY.

65 Cases Finest "ELEME" Table Figs, all qualities

In 12-oz. 1-lb. Glove

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 Grocers,

Importers of TEAS, WINES and LIQUORS,

MONTREAL.

DUCINIEGO AND ITO MANAGEMENT

BUSINESS AND ITS MANAGEMENT.

APPLY YOUR KNOWLEDGE.

HEN you think a scheme is good for any other place than yours, it is proof that you can use some portion of that scheme for your own business or it would not have met with your approval, remarks Drygoodsman and General Merchant. If a clerk thinks that a certain bit of advice would be a mighty good thing if he were in some other position, he can make up his mind that it is at once applicable to him or he would not have such an opinion.

This attitude of thinking matters do not apply personally gets a great many people into trouble, or rather allows a great many people to fall into ways the otherwise would not fall into. Too many people about a store are always ready to think a correction of a suggestion is not meant for them, but is applicable to the rest of the force.

The clerk may read of the conduct of business in big department stores, or some section of the country where conditions require different methods than will apply to his work, and he immediately fails to find where such a thing is applicable to him. It is applicable every time, it he will think over his own conditions and work the idea to his needs.

The head of a small house thinks that matters which are of vital importance to big concerns need not fit his case in the slip test particular, but he has only to think that all business is alike with the exception of size and the changes in demands for attention and details which the different sizes require.

For the good of every business it behooves all connected with it to keep eyes open every minute for something that can be applied to its workings. It makes no difference where it comes from, so long as it is something that can be applied to the business either directly or after changes. Store people are apt to think that ideas for their uses can be obtained only from sources that have some sort of connection with their kind of business. While it is a fact that such sources will furnish the quickest and most readily adapted ideas, it is also a fact that some of the best ideas of trade and the handling of business are gathered from sources that are almost entirely foreign to store life.

WHY THE NEW ONES SUCCEEDS.

The retailer who has plugged along in the most honorable sort of a way for many years sometimes finds that the trade of his town or section goes to a new man who seems to do things in a way that calls people to him. The old retailer does not understand that the new man is just as square and honest and treats the people in just as good a manner. He is apt to think that some underhanded method is being attempted and bewails the fact that shall put the faithful and honest man in the rear of the procession while the smart one gets in the lead through fooling the people, or something of that sort.

The clerk watches the progress of the new fellows who come into the business and finds one who seems to get along faster than any of the others. The fast one gets next to the best customers and seems able to sell goods that no one else in the store can sell in the same way or the same quantity. The young fellow meets the approval of the firm and begins to go past the other fellows who have been so long in the ruts of doing the things that seem easiest.

The advancement is made because of the manner in which the young man catches hold of everything that can push forward the business. He is the fellow who gets a business of his own sooner than anyone else in the store.

BRIGHT FELLOWS ARE WANTED

Why is it that the demand is so great for fellows who are determined to make a go of whatever they take hold? It is because 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 to do it in some newer and better manner.

Every line of trade at the present time is 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 good things and are either not able to give the work demanded or are not willing to 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 every day and make a success out of it will soon find the place he now has too small for him and another opening ahead. If he is in business for himself he will see where every day he is making a

better thing out of his opportunities and the trade is coming his way.

It pays to keep your head working all the time.

FOLLOWING THE FAIRS.

The E. W. Gillett Co. Limited are doing extensive advertising at all the prominent exhibitions and fairs in Ontario. They were in evidence at the Toronto and London Fairs, and during the past week made a good show at Brantford. This week the South Waterloo Fair at Galt is being attended and the great fair at Markham. Next week Brampton and Berlin will receive the exhibit. work in connection with advertising "Magic" baking powder, "Gillett's Lye," "Royal Yeast" and the other well-known sundries is being looked after bi J. F. Holden, the Western Ontario representative, and W. H. Seyler, sales manager, and that the merits of the goods are being thoroughly explained to the public goes without saying by all who know these hustlers.

A GROCER'S SUICIDE.

Henri Beland, a former grocer of Montreal, who was well known in that city, died by his own hand on September 25. After taking breakfast with his wife and a few others at his boarding house, he went upstairs, and shortly afterwards two loud reports were heard. On reaching his room the door was found to be locked. When opened, Mr. Beland was discovered sitting on a sofa, a gun at his feet, his face shattered beyond recognition. He was taken to the Notre Dame Hospital, but died in a few hours.

Of late years Mr. Beland had been employed as bookkeeper by J. B. Rolland & Fils, printers and stationers. The officials of that firm state that he had some dispute with the company a few days before, and had been despondent ever since. On Wednesday, 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 Biscuit and Confectionery Company, Limited, are advertised for sale by the executors of the estate of the late A. M. Smith, of which they form a part. This is the warehouse that was recently damaged by fire. The sale will take place on Saturday, October II.

FLOUR DELIGIOUS PATENT FLOUR.

he Purest Flour Made—makes

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL



For Sale Everywhere.

ASK FOR

MOTT'S.



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.

JOHN DWIGHT & CO.

34 Yonge Street,

TORONTO, ONT.

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. Prices gladly submitted.

The MacLean Publishing Co., Limited, Montreal and Toronto

YEAST

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. It's risky and expensive to all concerned, including your customers.

Gillett's
"CREAM"

YEAST.

Boxes—3 doz. 5c. size \$1.00 per box.

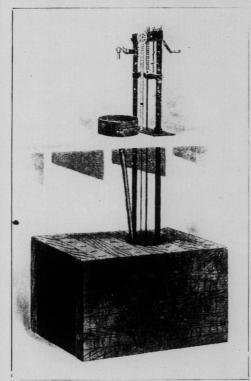
E. W. CILLETT COMPANY LIMITED

London, Eng.

TORONTO, ONT.

Chicago,

WHAT IS YOUR MOTIVE



business? Are you in busi-Health, or for Fun or for the Profit there may be in it: Various motives actuate men. The motive behind the ac tion like"THF MAN BEHIND THE GUN" is the all-important . . . thing. Some people may be in business for Health— not many people are in it for Fun, though there is consider-able "funny able "funny business" go-ing on. We assume that you, like our-selves, are in business for A REASONABLE PROFIT, Our business is to build the

CELLAR OUTFIT.

BOWSER 3 MEASURE OIL TANK

And to induce you to buy it, if we can. In all seriousness and candor we believe that a Bowser Oil Tank will aid you in your business and save to you a profit that you are now losing. This Tank saves Oil, and oil costs money. It saves labor, and labor costs money, whether you perform it yourself, or hire it done. It saves labor, and tandy and reduces your fire risk. It is a profit saver and hence a profit carner Remember we assume that you are in business for profit. Our Catalogue "B-tells more."

S. F. BOWSER & CO.,

Factory, FORT WAYNE, Ind. 65 Front St. East, TORONTO.

MANUFACTURERS AND THEIR SELLING METHODS.

By "CANADIAN TRADE."

OD in His providence has made bountiful provision for the wants of every living creature. With advancement in civilization has come increased requirements and desires for better surroundings.

He has so placed the provision to meet our wants, that investigation and intelligent work are necessary to obtain them. All things have a beginning. It is from the small that the larger is developed. It is this process of development that has called into existence the manufacturer from the humble handworkers, etc., of the various trades to the large manufactory well equipped with machinery. The manufacturer has to obtain materials from other sources, either from the mine, forest, soil or animal kingdom, so only forms a link in the chain of providing for the public wants.

Farmers, when living close to centres of population, can, and do market many of their products. I have noticed that the most shiftless farmer and his better-half come, as a rule, oftenest to the market, thereby neglecting duties at home. Accidents happen; cattle get into and destroy a grain field, etc., in their absence. His neighbor who stays at home and looks after the daily requirements conducts his farm to obtain the best results. When he goes to market it is with a full load, and while there he contracts to sell what he has for sale.

The point I wish to make is that the manufacturer can market his own goods directly to the customer in a limited way, but that he would obtain better results by giving attention to the improvement of his methods of manufacturing and more largely leave the question of distribution to the wholesaler and retailer.

The head of a large manufacturing concern, unsolicited, recently made the statement to me that a wholesale jobber could market goods cheaper than a manufacturer. The jobber collects his goods from many sources, and offers a larger variety to his customers. The retailer can get from one source a larger-variety of goods, which is often quite a saving in freight and trips to the station for goods. It makes fewer accounts for the retailer to look after, and to provide for the payments in remitting, etc. In East ern Ontario competition between manufacturers and jobbers divides up accounts, and is largely accountable for the pressure to book orders long in advance of the season for which they are required. The result is often that a dealer carries, when he can ill afford to do so, stock from one season to another, with the probability of it deteriorating in value in so doing, both by lying around and from preventing newer and more desirable goods taking their place. Jobbers could afford to handle lines on smaller margins if they had not to divide up the trade with the manufacturer. Competition between jobbers would regulate prices. On the other hand, manufacturers having the selling of the goods off their hands, the expense of disposing of them could go towards reducing price and enabling them to meet competition. Some manufacturers have recognized this and have a fixed price at which goods will be sold to the retail trade, and provision made for the cancelling of commission allowed the jobber if he breaks prices.

AN INCIDENT IN THE LIFE OF A WESTERN TRAVELLER.

Samuel Vila, representing James Turner & Co., in the Northwest, sends them a photo showing how they cross rivers in



Mr. Vila's dangerous journey, while the "boys" are waiting to see if he will drop in.

Alberta in flood time. He also writes the following re the photo:

"I am mailing you a small photo taken by one of my friends on our famous hand-car trip from Nanton to Calgary in July last. It shows the railway bridge across Sheep Creek, the only method of crossing this creek, the traffic bridge having been washed out. We left our hand-car from Nanton there, and secured another, as the section foreman positively refused to ride or run across by pushing it or to allow us to do so.

"The photo does not enable one to realize 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 under the bridge and washed out all the

approach, so that where I am in the middle is the lowest part of a practical but unintentional suspension bridge, all hanging merely by the fastenings (fish plates) from one rail to the other, the ties being suspended from the rails by the spikes. The reason one had to hang onto the rail as illustrated was that owing to the ties being old and spongy, and every once and a while, as you will see by vacancies, as soon as one was stepped on it would drop (15 feet) into the river, and the only way of saving yourself was to hang onto the rail."

COAST VIEW ON SALMON.

Commenting on the salmon situation on the Coast, with particular reference to the Alaska pack, The Scattle Trade Register in its current issue says: "Johnbers report the market condition on salmon as somewhat improving, although the demand is not as heavy as it ought to be at this time of the year. The nominal advance of 5c. per dozen made by The P. P. & N. Co. last week has not been followed by other jobbers. Current prices on sockeyes remain where they were a week ago, while Alaska are a little firmer at 95c.

· Considerable feeling was created among salmon dealers by the interview of Col. H. M. Kütchin, special agent for the Treasury Department, which appeared in The P.-I. last saturday morning. It was misleading altogether, and either Col. Kutchin was wilfully misquoted in order to get up a sensational, paper article, or else the Colonel at tempted to air himself on a subject with which he is not at all familiar. If Col. Kutchin fathers that interview in The P. I., he has grossly misstated facts, the result of which will be to fool many buy rs not well posted on the situation to defer buying and cause them to wait for a time when prices must necessarily be higher by reason of the actual shortage that will prevail. If Col. Kutchin intended to confine his remarks to the pack of Alaska alone, then to that extent he was correct in saying that it would exceed that of last year, but the tenor of the whole article appears to have been writ ten in malice and so twisted with inuendoes as to make it appear that the many authentic reports published in The Trade Register and other trade papers had been gotten up for stock-jobbing purposes clusively in the interest of salmon brokers, in order to boom the prices and keep them up on false representations during

the season of 1902-1903,

"The estimated pack to date is roughly as follows:

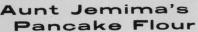
	Cases.
Alaska	2,400,000
Fraser River	282,630
Skeena River	180,000
Rivers Inlet	80,000
Naas and other B. C	35,000
Puget Sound—sockeye	318 800
Columbia River	275,000

Total..... 3,571,43

"Estimating the Sound fall pack at 140,000, the Washington coast at 50,000, the Columbia River fall at 125,000 and California at 11,000 cases, this would make a total 1902 pack of 3,897,430 cases, or 1,127,108 cases less than the total 1901 pack."

The List of Good Sellers















1902





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.

MONG all the industries and commerce of Japan no one thing figures so largely as rice, hence its cultivation is the most important factor in agriculture. It is impossible, says a writer in The Louisiana Planter and Sugar. Manufacturer, for one who has never lived in the country to fully understand the value of the services of the farmer, and to what extent he contributes to the success of commercial life. If he did nothing but furnish rice and rice-straw he would more than measure up to his share of contributions to commerce. Rice itself is used for a greater variety of purposes than any other food. Millions of bushels are consumed in the preparation of the national drink, called sake. The amount may be understood when it is known that 32 per cent. of the entire national income is derived from the amount used in this manner. Rice-flour is used in great quantities in the preparation of sweets in common use among all classes. The strongest paper and much writing material is also made from rice straw, which furnishes supplies for endless industries. Matting for beds is padded with its longest stalks, horses and bullocks are shod with a poorer grade, houses thatched, rope manufactured, sandals woven, etc. The great variety of uses make the rice crop the most important feature of farming. Hence it is that more time is given to its complete cultivation than to all other crops combined. Two conditions are indispensable to success in rice-growing-rich soil and plenty of water. Terrace planting figures largely in farming, otherwise there would be only a small per cent. of cultivated land. The terraces are the work of uncounted generations, and the labor invested in beautifying the hillsides can never be estimated. All the stones, gathered by hand from the ground have been used to build up and make strong the edge of each terrace to secure it against floods or landslides. In the construction of these great care has been taken to provide for water supply, either by turning the tide of some natural watercourse or leaving a place at the top of the highest terrace where water may be conserved against a time when there may not be a generous rainfall. Usually the sides of this reservoir are wailed in by the stonework so common in Japan, a feature of striking beauty wherever it is found. From either this or some other source the water courses very slowly from bed to bed, flooding the small sections in-

cluded within the miniature dykes, until the whole surface is softened. Then it is that the very trying preparation of each small field begins. It some places a bullock is used with a plough, and as a second process the space is again covered 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 cheerful 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 creature known in this mild clime. Water-snakes wriggle their slim bodies through the liquid mass, frogs and lizards seem to enter 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 retaining a fond hold of any part of the body exposed to an attack. It is a common sight to see hundreds 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 grains are; as this necessitates transplanting, the first sowing of the seed is broadcasted in small seed-beds. 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 seed with some sort of quick fertilizer; frequently rice straw sprinkled with lime does the work. During the time while the seed is sprouting and obtaining sufficient 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 young 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 board, while the women, after a time-honored custom in more civilized lands, receive 25 per cent. less for the same amount of work, done side by side with men in the same field.

The shoots are pulled up by the roots, tied into small bunches, and thrown into the planting beds. 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 to the elbow to reach the firmer soil, where 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 interfere with the operations in the least, for the rice-straw is put to service in making raincoats. The long spears are woven close together in a hand large enough to go around the waist. The band of a second piece fits the neck. When the rain strikes the straw it runs off over the smooth surface. This rice-straw coat is a great protection to the wearer. In addito this the bamboo hats are about half as large as an umbrella. These are really made to prevent injury by the sun, but are also useful during the rains. If the rainfall fails, as it sometimes does, then the heavy work is greatly increased, for frequently the fields are watered by hand. A water-wheel is a common means of irrigating the fields from a flowing stream or canal. The wheel is operated by treading it. A heavy pole is thrust deep into the ground, and a man destitute of clothing, save a loin-cloth, mounts the wheel, and hanging to 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 small outlet, it slowly courses from one section of the field to the other, but constant treading is necessary in order to keep up the supply. It is doubtful if the genius of man has ever devised so many modes of irrigation as are found in Japan. This is, doubtless, due to the knowledge of the vast interests at stake in the failure of a rice crop. It is a question whether the people could ever be induced to change their system, as it has obtained for several thousand years, even if they knew modern methods greatly decreased toil.

The rice-plant forms a single blossoming ear, containing from 30 to 60 grains, and when developed to the fullest, frequently 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 .

Red Rose Tea

Were Served at the

Toronto And 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.

ST. JOHN.

TORONTO.

WINNIPEG.

MADE IN CANADA THE HONEST ALL THROUGH

NOV -1 1902

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.

If one of our representatives has not yet called upon you and you are in a hurry for goods, write, telephone or telegraph us direct at our expense.

UNITED FACTORIES, Limited,

OPERATING:

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Pure Gold Jelly Powder

Pure Gold Flavoring Extracts

Pure Gold Baking Powder

WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.

October 2, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halitax. The prices are solicited for publication, and are of such quantities and qualities are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 31

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

All quotations for staple p ho call daily upon all the lead	froducts are u	he principal centres.	rol of the Editors,	Linseed oil, 1 to 2 bbls., raw	
BUTTER, CHEESE	Montreal.	Toronto.	St. John,	Turpentine, single bbls Benzine, in bbls., per gal	
AND EGGS	montreat.	Toronto.	Halifax.	SYRUPS AND	
iry, choice, large rolls, lb.	\$ \$0 18 17 18	\$ 14 \$0 15	\$ \$0 16	MOLASSES	
" tubs, best	1072 10	15 16 14 15	16 18 17 19	Syrups	
" tubs, inferior	14 15 19 19		14 16 20 23	Dark	
eamery, boxes	20	19 20	22 24	Medium	
reese, new, per lb	103 ₈ 10 18% 19	10½ 10¾ 15 17	10 10½ 16 17	Corn Syrup, barrel, perlb	
gs, new laid, per doz	20%	.,	10 11	" " kegs "	
CANNED GOODS pples, 8's		90 1 00	1 00 1 10	" " 3 gal. palls, each " " 2 gal. " "	
	2 20 2 25 2 20 2 25	2 25 2 50 2 00 2 40	2 70 2 80	Honey	
paregus	1 00 1 00	90 1 00	1 10	'' 25-lb. pails	
ackberries, 2's	92% 95	1 50 1 70	1 50 1 80 95 1 00	Molasses—	
8 HB, 2 B	80 90	80 90 80 95	90 95	New Orleans, medium " Open kettle	
rn 2'8	82 1 85 2 25 2 30	2 10 2 25	2 30 2 40	Barbadoes	
erries, red, pitted, 2's	2 25 2 30 85	2 00 2 25 82 4 87	85 90	Porto Rico	•••
as, 2's	95 1 05	90 1 00	1 10 1 15	CANNED MEATS	,
	1 05 1 15 1 50 1 60	1 20 1 25 1 50 2 00	1 20 1 25 1 75 1 80	Comp, corn beet, 1-lb. cans	1 2
ars, Bartlett,2's	1 90 2 00	2 00 2 40	2 00 2 25	" " 6-lb. cans	7 16
neapple, 2's	2 00 2 40 2 25 2 40	2 25 2 50 2 50 2 60	2 15 2 25 2 50 2 60	Minced callons, 2-lb, can	
aches, 2's	1 75 1 85	1 75 1 90	1 75	Lunch tongue, 1-lb. can	3 6
** X.8	2 60 2 70 1 30 1 35	2 50 2 75 1 10 1 25	2 70 2 80 1 30 1 60	English brawn, 2-lb, can,	2
ums, green gages, 2's	1 20 1 25	1 00 1 10	1 30 1 50	Camp sausage, 1-lb, can	
" Damson, blue	1 00 1 25 85	1 00	1 10 1 30 90 1 00	Soups, assorted, 1-lb, can	1
mpkins, 8's gallon		2 10 2 25	2 10 2 25	Soupsand Boull, 2-lb. can	2
spherries, 2's	1 40 1 50 1 50 1 75	1 60 1 80 1 60 1 75	1 70 1 75 1 50 1 75	" 6-lb. can	3
ccotasn, 28	1 00 1 25	1 15	1 10 1 15	Sliced smoked beef, ½'s	1 2
matoes, 8'sbster, talls	2 75 3 20	1 15 1 20 3 25	1 25 1 30 2 50 3 25		
' 1-lb. nats	8 00 3 75	8 50 8 70	1 25	Dried-FRUITS	
ackerel	1 00 1 10	1 15 1 25	1 75 1 35 1 45	Currants, Provincials, bbl	
mon, sockeye, Fraser '' Northern	1 47 1 52	1 50 1 52 1/2	1 50 1 75	Filiatras, cases	
Northern		1 40 1 45 1 50 1 52 1/2	1 15 1 25	Patras, cases	
" Cohoes	1 00 1 15	1 05 1 15	1 00 1 10	Amalias	
rdines, Albert, 1/8	12 12 20 21	20 21	14 15 20 21	Vostizzas, cases	
Sportsman, 1/s	111/4 12	121/2	12	Dates, Hallowees	
" key opener, 'k's	19 20 9 11	10% 11	20 21 16 18	Figs, Elemes	١.
Sportsman, 1/3	20 18 20 22	10½ 11 18½ 28 23 25	10 11 23 25	Mats, per lb	
11 11 1/4	274 30	83 86	33 36	Naturals	
Domestic, 1/3	7 8	9 11	4 4%	Prunes, California, 30's	
" Mustard, size, cases				" 50's	
butins, per 100	7 50 11 00		8 00 9 00 1 00 1 10	" 70's	
addlesippered Herrings	1 00 1 88	1 00 1 55	1 00 1 10	" " 80's " 90's	
erring in Tomato Sauce	1 00 1 55	1 00 1 70	2 00	100's	
CANDIED PEELS	10	10 121/2	12 18	Bosnia, A's	
ange, "	11	11 18	12 18	" U's	
tron, "	18	15 18	15 17	" French, 50's	:
GREEN FRUITS	3 75 4 00			Raisins, Fine off stalk	
anges, Sorrentos, per case Jamaicas, per bbl		7 00		Selected	
ulnces, per basket		30 60		" Sultanas	
emons, Messina, per box	3 50	1 00 2 00	70 80 4 00 4 50	California, 2-crown	
nanas, Firsts, per bunch pples, per bbl	. 1 00 1 50		1 0) 2 0)	" 4-crown	
matoes		0 15 0 30	75	Empire clusters	1
ears	0 35 0 6		65	" Black baskets	
ersey Sweet Potatoes, per bbl	3 2	5 3 50	4 00 4 25	Dehesa clusters	
atermeions, per 100	3 5	15 00 20 10		Royal B. clusters	1
difornian Peaches	1 2		1 25 1 50	" Excessior clusters	1 .
" Plums				Evaporated apples	13
abapples, per basket		0 25		Dried "	
pples, per basket in. Grapes, per basket	. 0 25 0 3			PROVISIONS	
ppers, green, per basket		0 15 0 20	40 60	Long clear bacon	
SUGAR		. 0 75 1 00		Smoked meats—	1
anulated St. Law'ce and Red	3 7	3 78		Breakfast bacon	
anulated. Acadia.	3 6	3 73	3 75	Medium Hams	
	4 2		4 65 4 75	Large Hams	1
" in 50-lb, boxes	4 2	4 60		Backs	
ALIA Ground Icing, bbls			5 50 5 80	Meats out of pickle 1c. less. Barrel Pork—	
owdered, bbls hœnix	2 5			Canadian heavy mess	100
henix	8 5	3 +3		the short and	.3
owdered, bbis	3 5 3 3 3 60	3 F3		Plate beet	2
owdered, bbls. owdered, bbls. heenix ream. oxtra bright coffee right coffee	3 5 5 3 3 3 4 5 5 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	3 +3 3 73 3 53 3 48	3 45	Plate beef	12
aris jump, bbls.and 100-lb.bxt 'In Sol-lb.boxes. Extra Ground Icing, bbls. Powdered, bbls. Pream. Extra bright coffee Bright coffee Bright coffee Bright yellow No. 3 yellow No. 1 yellow	3 5 6 3 3 4 4 3 3 4 4 3 3 5 5 5 5 5 5 5 5 5 5	3 †3 3 73 3 53 3 48 3 43		Plate beet	12

HARDWARE	Mont	real	Toron	ito.	St. Jo	hn
PAINTS AND OILS				\$2 55	Halifa	X.
Wire nails, base		\$2 55 2 35		2 45		\$3 20 2 85
Cut nails, base		3 00 2 60		8 00 2 60	3 50	3 75
Smooth Steel Wire, base		5 87 %	5 00	5 25		6 80
White lead, Pure		82		75		78
Turpentine, single bbls		67		72		81 71
Benzine, in bbls., per gal				1834		21
SYRUPS AND						
MOLASSES						
Syrups		1%				
Medium		214	80	82		
Bright		2 98	85	37		
Corn Syrup, barrel, perlb '' '' 'k bbls. '' '' '' kegs ''		31	,	31,		
" " kegs "		1 40		1 40		•••••
" 2 gal. " "		1 10		1 10		
Honey		1 05		1 00		
05-10, patts		1 0		1 40		
Molasses— New Orleans, medium	22	30	25	30	28	30
" Open kettle	23	24	40	10 32	24	
Porto Rico	23	38	38	42	30	25 32
CANNED MEATS						
Comp.corn beet. 1-lb. cans	1 55	\$1 65	\$1 55	\$1 65	\$1 55	\$1 60
" " 2-lb. cans	2 75 7 90	3 00 9 60	2 85	3 00 8 25	2 80 8 75	2 9J 9 25
" " 14-lb. cans	16 50	23 00		19 50	20 00	21 00
Minced callops, 2-lb. can	3 00	2 75 3 90		2 60 3 00	2 50 3 00	2 80 3 25
Lunch tongue, 1-lb. can	3 00 6 00 2 40	7 90		7 00	6 80	7 00
English brawn, 2-lb. can	2 40	2 75		2 45 2 50	2 75 2 50	2 80
" 2-lb, can	1 15			4 00	4 00 1 40	
Soups, assorted, 1-10. can	2 40	1 50 2 45		2 20	2 25	
Soupsand Boull, 2-lb.can	1 75	2 50 5 85		1 80	1 75 4 25	4 50
Sliced smoked beef, ½'s	1 65	1 70	1 65	1 70		2 00
" " 1'8	2 75	3 10	2 80	2 95		8 25
FRUITS						
Dried— Currants, Provincials, bbl						
" Filiatras, cases		54	5¾ 5¾ 6½	6		
Patras, cases	51/8	5 %	5%	6 7		
" %-cases		6	0.3	7		
AmaliasVostizzas, cases	61/2	7 7	7 8	7 71/2 81/2 41/2		6
Dates, Hallowees		41/4		41/2		4
" Sairs		1 00	8	18	8	10
" Mats, per 10	8	314		31/4		
' Tapnets Naturals,		3 30	31/4	3 1/4		
Prnnes California 30's		9			10	12
" 40's " 50's		814	8%	10 8 1/2	9 81/2	9
" 60's		8 7½	8 7½	8	8 7½	8
" 80's		7	6%	7%	7	8
" 90's		6 %	514	5%	6 %	7 6
" Bosnia, A's				.5		
" " B's " U's		5	71/2	8		
" French. 50's			614	6%		
Raisins, Fine off stalk	61/4	5 7%	8	814		
" Selected	73/4	8	8%	9	5 % 6 %	6
Selected layers	7 1/2	8¼ 9½	81/2	81/2	. 10	12
	5	5/1			61/2	6
California, 2-crown 3-crown 4-crown	7% 7%	7 %			8 8 1/2	8
" l's seeded, 3-cr.	9%	101/2	81/2	10	91%	2 00
Empire clusters Black baskets	1 50	1 60		2 60 2 25 3 35	2 00	2 28
Extra clusters				3 35	3 00	2 50 8 50
Dehesa clusters Royal B. clusters	3 25	3 30		3 10 5 00	0 00	0 00
" Connoisseurs cl'str's				2 10 4 60		
Evaporated apples			1032	11		
Dried "			6	61/2		
PROVISIONS						
Long clear bacon		12	11	111/2		
Smoked meats—						
Breakfast bacon		151/2	141/2	15	11	12
Medium Hams		14	-1316	14	14	15
Medium Hams Large Hams Shoulder hams		13 13	121/2	113		
Dacks		15	14%	15		
Meats out of pickle ic. less.						
Barrel Pork— Canadian heavy mess short cat	21.50	23 00	23 00	21 f 0 23 50	21 50 23 00	22 50 24 00
Plate beef	12 ou	8 50		15 03	14 00	16 00
		11	10%	11	11% 12%	12
Lard, tierces, per lb		111/8	11	1114	1214	12

Borden'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, unsweetened, can be obtained through our local representatives.



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.



"Dandy" Oyster

is our newest and most seasonable biscuit. 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

Green-COFFEE	Mont	real.	Tor	onto.		ohn, ifax.	PETROLEUM	Mont	real.	Tor	onto.		John, lifax.
MochaOld Government Java		24 27 10	23 22 7	28 30 12	25 25 12	80 80 18	Photogene	14½ 16	15%	17 16 ¹ 2	17% 16 17	16%	17 17
Plantation Ceylon Porto Rico.		29	9½ 26 22	10½ 30 25	29 24	31 28	American water white Pratt's Astral (barrels extra)	18%	18 19 19	15 17½	15 18	16% 17%	17 18
Gautemala		18	22 15	25 20	24 18	26 22	Black- TEAS	10/1	10	17	17%	181/2	19
Maracalbo		18	18	18	12	13	CongouHalf-chests Kaisow,						
NUTS	1917		15	10			Moning, Paking	18 17	60	12	60	11	40
Valencia shelled almonds	131/2	31	15 30	16 35	30	15 35	Caddies Paking, Kaisow Indian—Darjeelings	85	40 55	18 85	50 55	15	50
Tarragona almonds		11		111/2	12	13	Assam Pekoes	20 18	40 25	20	40	18	40
Jordan shelled almonds		42	40	101/2			Pekoe Souchong Ceylon—Broken Pekoes	85	42	18 35	25 42	17 84	40
Peanuts (roasted)	84	13	9	101/2	9	10	Pekoes	20	80	20	80	20	80
Cocoanuts, per sack	6%	8 25	8	10 8 75	8 50	4 00	Pekoe Souchong	17%	40	17	85	17	85
" per doz				60	60	70	Gunpowder-Cases.extra first	42	50	42	50		
Marbot walnuts	19	11 10	91/2	10%	11	12	Half-chests, ordinary firsts Young Hyson—Cases, sifted	22	28	22	28		
Bordeaux walnuts		9	3.2	8	814	9	extra firsts	42	50	42	50		
Sicily filberts		9%	91/2	10%	81/2	9	Cases, small leaf, firsts	85	40	35	40		
Naples filberts	17	17%	13	15	10 13	11	Half-chests, ordinary firsts Half-chests, seconds	22 17	88	28	88		
Shelled Walnuts		18	18	23		25	" thirds	15	17	16	18		
SODA							Pingsuevs—	13	14	14	15		
Bi-carb, standard, 112-lb, keg	1 65	1 80	2 00	2 25	1 70	1 75	Young Hyson, %-chests, firsts	28	82	88	82	80	40
Sal soda, per bbl	70	75	80	90	85 95	1 00	" " seconds " Half-boxes, firsts	16 28	19	16	19		
Sal Soda, per keg	95	1 00		1 00	30	1 00	" seconds	16	19	28 16	82 19		
SPICES							Japans— ½-chests, finest Maypickings	88	40	38			
Pepper, black, ground, in kegs							Choice	32	86	83	87		
palls, boxes	16 14	18		18	14	15	Finest	28	80	80	82		
" in 5-lb. caus	15	17		19	15 12	16	Good medium	25 22	27 24	27 25	30 28		
Pepper, white, ground, in kegs	26	27	26	27			Medium	19	20	21	28		
palls, boxes	25	26	25	26	24 20	26 22	Common	16 18	18 15	19	20		
" whole	23	25	23	25	20	22	Nagasaki, %-chests, Pekoe	16	22				
Ginger, Jamaica	19 12	25	22 14	25 35	20 18	25 20	" Gunpowder	14 16	15				
Pure mixed spice	25	30	25	30	25	30	" Siftings	7%	11				
Cassia	13	18 25	20 24	40 25	16 20	20 22	RICE, MACARONI,						
Cream tartar, Frenchbest		28	25	80	25	80	SAGO, TAPIOCA.						
Allspice	10	15	18	16	16	18							
WOODENWARE							Rice—Standard B	8 00 4 25	8 10 4 50	*****	81/6	8 25	8 40
Palls No. 1, 2-hoop		1 65		1 55		1 90	Japan	4 40	4 90	514	6	5	6
" half, and covers		1 80		1 70		2 05	Imperial Seeta Extra Burmah	4 60	4 90	4%	5 1/6 4 3/6	6	6
" quarter, jam and covers		1 15		1 10		1 45	Java, extra		5%	674	614	6	7
" candy, and covers	2 50	2 90		2 40		8 20	Macaroni, dom'ic, perlb, bulk	84	414		7%		
Tubs No. 0	10 00 8 00	10 15 8 15		8 50 7 01		11 00 9 00	" imp'd,1-lb. pkg., French	8	12	9	10		
2	7 00	7 15		60)		8 00	Sago	31/4	35%		121/2	484	
" " 8		6 15		5 25		7 00	Taploca		31/8	3¾ 3¼	834	45	5

This 5c. package is a seller. Two domes of James' "Dome" Lead in a neat box for 5c. 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.

AS SUPPLIED TO

HIS MAJESTY THE KING

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

GILLARD & CO., Limited, LONDON, ENG.



PURNELL'S VINEGARS

Brewery, Bristol, England.

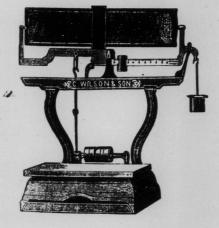
Charlottetown, P.E.I.-Horace Haszard, South Side Queen Sq.

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.

Winnipeg-A. Strang & Co., Portage Avenue.

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.

MADE IN CANADA"

C. WILSON & SON

69 ESPLANADE ST. E.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COM-PROMISES.

OYCE & MAYHEW, grocers, Sault Ste. Marie, Ont., have assigned to James H. Fraser, Sault Ste. Marie. T. A. Moore, grocer, Bedford, Que., has assigned.

George Lagueux, baker, Black Lake, Que., has assigned.

Irving L. Farrington, agent, Norwich, Ont., has assigned to Charles G. Hulet.

Parent Bros., grocers, Sault Ste. Marie. Ont., have assigned to W. H. Plummer.

Kent & Turcotte are the curators of J. Lomme, general merchant, St. Johns,

Leblond, general merchant, Ste. Cecile de Whitton, Que., has effected a compromise.

Raoul Aumais, tea and crockery mer chant, Montreal, has assigned to Bilo dean & Chalifoux.

Wilks & Michaud are the curators of Robitaille & Frere, general merchants, Lake Megantie, Que

Enoch B. Calwell, fish merchant, Syd-N.B., has assigned to W. H. Thorne, and his creditors meet on October 3.

McSween, Russell & Co., general mer chants, Learnington, Ont., have assigned to Jas. II. Strong, Toronto, and their creditors will next on October 8.

PARTNERSHIPS FORMED AND DISSOLVED.

Werner Bros., grovers, York, Ont dissolved; J. A. Werner continues ets. York, Out., have

C. E. Wells & Co., dealers in butter and cheese, Fitch Bay, Que., have dissolved.

McKerrow & Mattice, commission mer chants, Ottawa, have dissolved; and the business is continued by A. N. McKerrow and A. E. Mattice.

Wells & Ludd, butter and cheese chants, Fitch Bay, Que., have dissolved. Orainda Y. Vega, dealer in cigars, Montreal, has dissolved.

SALES MADE AND PENDING.

John Freeman, grocer, Deseronto, Ont. has sold out.

The stock of E. Hill, general merchant, Lefroy, Unt., has been sold.

W. H. Bulmer, confectioner, Dauphin, Man., was sold out by bailiff.

S. G. M. Nesbitt, grocer, Brighton, Ont., is advertising his business for sale.

The assets of Alex. Nicholas, general merchant, Roxton Pond, Que., have been

The assets of G. & I. Leblanc, general merchants, Napierville, Ont., have been

E. Robinson, general merchant, Wind ham Centre, Ont., is advertising his busi ness for sale.

Martin Breen, liquor merchant and gro-cer, Park Hill, Ont., is advertising his business for sale.

The administrators of the estate of R B. Caufield, late general merchant, of Wallace, N.S., are advertising a sale of real estate on October 28.

CHANGES

A. Dowad, grocer, Brandon, Man., has sold out.

W. Gagnon & Cie, grocers, Quebec, have

Joseph Thouin, grocer, Montreal, has

R. Campbell & Co., grocers, Montreal, have registered.

E. J. Rittencourt, junk dealer, Victoria, B.C., has sold out.

David Little, grocer, Guelph, Ont., has sold out to Robin Hood.

J. C. Dupont, liquor merchant, Ottawa, is succeeded by F. X. Giroux.

The Standard Bank of Canada is opening a branch at Orono, Ont.

William Jerow, baker, Blenheim, Ont., has sold out to S. Stapleford.

Horace Ebbage, grocer, Toronto, has sold out to Blackburn & Cummings.

Julius Levy, tobacconist, Rossland, B.C., is succeeded by Jerry Bonneau.

H. Elsworth, general merchant, of Corinth, Ont., is closing out business. J. McNeil, general merchant, Arcola, N.W.T., has sold out to H. C. Hamelin.

Jos. Vega has registered for Orainda Vega, cigar and tobacco dealer, Montreal.

H. C. Hamelin, general merchant, of Lander, Man., has sold out to W. Hop-

B. J. Smith, general merchant, Didsbury, N.W.T., has sold out to Cooper

S. A. Brubacher, grocer and fruiterer, Berlin, Ont., is succeeded by Beck and Schell.

Davenport, miller, Millwood, George has sold out to George Cartwright.

Jean Claustie, general merchant, Maple Creek, N.W.T., has sold out to Williamson & Fleming.

> IF YOU WANT TO EXPORT OR PUR-CHASE WRITE FOR

PRICES TO Board of Trade, Toronto. EBEN JAMES,

Agent for apple and produce, cold storage and forwarding company, 40.000 bbls capacity storage.

EGGS BUTTER

Highest Prices.

Prompt Returns.

THOS. PIZER

General Produce Merchant. 1274 Queen St W.

Perkins, Ince & Co.

Wholesale Grocers

FRONT STREET EAST,

Toronto.

The Carman Roller Mills, W. Peters. proprietor, Carman, Man., has sold out to A. H. Snelgrove.

Petrie Bros., grocers and fruiterers, of Glace Bay, N.S., are now conducting a wholesale business only.

R. J. Hiscox, general merchant, Tees water, Ont., has sold his millinery stock to Burgess & Bastendorff.

G. H. Hasenflug, general merchant, of " Teeswater, Ont., has sold his millinery stock to Burgess & Bastendorff.

Mann & Ewing, general merchants, of Teeswater, Ont., have sold their millinery stock to Burgess & Bastendorff.

A. W. Cusson, grocer and liquor mer chant, Montreal, is applying for a trans fer of license to Leocadie Cusson.

FIRES.

Chas. Lanning, general merchant, of Dexter, Ont., was burned out.

J. E. Langlois, general merchant, The Brook, Ont., was burned out; insured.

S. Marks, general merchant, Fernie B.C., was partially burned out; insured

Emma C. Dickens, baker and confectioner, Belleville, Ont., was burned out insured.

Simon Dragon, general merchant, Fernic, B.C., has sustained loss by fire partially insured.

DEATHS.

James Costello, general merchant, of Bridenell, Ont., is dead.

Enos C. Locke, general merchant, of

Lockeport, N.S., is dead. C. M. Neher, manufacturer of aerated waters, Edmonton, N.W.T., is dead.

Malcolm McDonald, partner of McDonald & Westaway, general merchants Prince Edward Island, is dead.

ACME TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3 lb. cartoons in a case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont. Agents for the Canadian Salt Co., Windsor, Ont.

Star Brand

COTTON **CLOTHES** LINES

14

COTTON TWINE

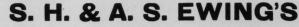
Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers See that you get them.

Established 1845.

MODERN MACHINERY. UP-TO-DATE METHODS.

Established 1845



HICH-GRADE

COFFEE and SPICES

"The perfected products of 57 years' study and experience."

(Have you seen the new ¼ Spice package "Prince of Wales'" brand? Write for sample.)

S. H. & A. S. EWING, 55 Cote St., MONTREAL, P.Q.

Montreal Coffee and Spice Steam Mills.

Sharp Advance

In Vinegar

This Week.

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:

> 118 Grains, at 25 cents. Proof Eureka 100 23 Triple Crystal, 90 XXX 16 80

> > 60

F. J. CASTLE OTTAWA.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

COX'S GELATINE Trustworthy ESTABLISHED 1725.

agents for Canada:

C. E COLSON & SON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,

Toronto, St. John, N.B., and Montreal

SEASON 1902.

Butter

Order now-ship when required. Best goods-fair price.

WALTER WOODS & CO.

Established 1862.

Special XX

LIVERPOOL.

Offices-II Victoria St. Warehouses-48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required and advances made when required.

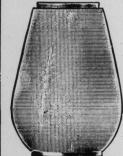
REFERENCE-Canadian Bank of Commerce,

American Agent-

G. H. THOMPSON,

107 Hudson St., NEW YORK.

ARE YOU USING OUR_



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

SYDENHAM GLASS CO.,

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

Toronto Fruit Merchants.

Mc William & Everist-

Commission Merchants

Fruit Importers 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. Warehouse 'Phone Main 3394.

California Fruits

Canadian Peaches, Plums, Tomatoes.

Fresh arrivals daily at lowest market prices. Full stock of Oranges, Lemons and Bananas always on hand.

Bros. &

82 Colborne St., TORONTO.

PROPOSED GERMAN TARIFF ON FOOD STUFFS.

By J. F. MONAGHAN, United States Consul at Chemnitz.

THE proposed tariff law on food stuffs has just had its first reading before the German Tariff Commission. While the German Government itself had in mind a decided increase in the price of food stuffs—as indicated by its proposed recommendations upon the new tariff-the commission, which is composed mainly of Agrarians, has drawn up a schedule of duties which presents an extreme advance even over these recommendations. The following table shows the tariff on food stuffs in force at the present time, that recommended by the Government, and that determined upon by the Tariff Commission:

Article.	Present tariff.	ment pro- position.	commis-
Rye	\$ 0.83	\$ 1 43	\$ 1 67
Wheat	- 83	1 55	1 79
Barley	48	95	2 14
Buckwheat	48	1 43	1 67
Cereal flour	1 79	3 21	4 46
Rice	95	3 81	4 46
Pearl barley and oatmeal	1 74	3 81	4 46
Starch	Free.	3 81	4 28
Vermicelli	Free.	4 76	5 95
Oleomargarine	Free.	7 14	19 04
Potatoes	Free.	Free.	60
Vegetables	Free.	Free.	48
Fruits, packed	Free.	1 43	2 38
	Free.	3 57	4 76
Strawberries	Free.	7 14	10 71
Pork		8 33	14 28
Bacon		Free.	8 57
Sausages		10 71	16 66
Game	Free.	10 71	16 66

The above figures are based upon a unit of 100 kilograms, or 220.46 pounds.

In the case of five articles, the Tariff Commission deems the proposed increase recommended by the Government sufficient, namely;

	Art	iele.		nt Government f. proposition.
Lard			\$2 3	
Butter .			38	7 14
Cheese.				
				8 1 43
Linseed	and ra	peseed oil.	Free	2 86

The Agrarians claim that secret understandings between the guilds of butchers and bakers are responsible for the high prices. The Butchers' Guild, of Essen, has just made public the following statement:

In consequence of the continued rise in the price of pork and beef, which has been obtaining for a period of two years, and does not seem to have reached its climax, we are compelled to raise the price of prepared meats and sausages.

In order to dispel the erroneous opinion on the part of the public that the butchers are responsible for the advance in prices, we, the undersigned guild, declare that this is due to the scarcity of live stock, brought about by the closing of the German Empire to the importation of live stock from the more abundantly supplied neighboring States; for it is a matter of general knowledge that the German agricultural industry cannot cover the home demand for live stock. A

change in the price of food stuffs can, therefore, not be expected until the tariff barriers have once more been removed.

MODERN TENDENCIES.

If E exposition of the company idea is perhaps the most striking tendency observable in retail grocerdom of late, but, as we have pointed out in earlier issues, it is but a recrudescence or revival of the chain-store system which years ago took root in the tea and coffee branch, and opened a way for a number of dealers to amass great wealth, says Merchants' Review.

We do not take much stock in the gloomy predictions of the people who see no future for the independent grocer because of the growth of chain-store systems. Perhaps the independent dealer will become a chain-store grocer himself. We somehow feel that the words of the poet, with a slight change, may properly be applied to some of the latter-day forms of competition, to wit:

Big combines may flourish or may fade, A breath may kill them as a breath has made.

Good management may enable the companies to escape the perils of the merchant's career, and poor management may bring the proudest of them to the dust. They are not more nor less vulnerable than the independent dealers.

Another tendency not without significance is revealed by the growing practice among wholesale grocers to push a general brand or trade mark to the front. This trade mark, covering as it may doz-

ens of different food products, all of superior quality, is taking the places of the separate brands for canned goods. syrups, 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 a 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 proprietary brand it was a not uncommon practice to adopt a firm brand sugges tive of the older name; in this way score of similarly-named brands of coffee found a market.

Still another tendency in the grocery trade threatens the very existence of some of the retail grocers' associations. We allude to the manner in which the buying exchanges are spreading among association dealers. These dealers have little time for meetings or festive occasions and when the duties of buying exchange membership have been performed and the exchange picnic and ball have been at tended, the grocer feels that he has done enough.

This drawback has been plainly seen for some time; indeed, it was foreseen by The Review years ago. The allegiance of the associated grocers cannot be divided without dire consequences to one or the other of the organizations, and to combine the two forms of co-operation is to invite the possibility of the original or ganization becoming unwieldy and alien ating a class of dealers whom it is desirable 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.

MONTREAL, QUE.

LIMITED

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 - Ceylon 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

Southwell's

Jams

superior to all other Imported Lines?

Because 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.

1 lb. tins, 4 doz, in box.....

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.

CANNED GO

16 St. John St., MONTREAL

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

Current Market Quotations for Proprietary Articles

	Octobe	r 2, 1902.
Quotations for petc., are supplied agents, who alon accuracy. The edi of a change is medecline, it is referenced, as a mattracturers request	by the manufe are responsible tors do not superade, either an ade, either an ferred to in the er of news whe it or not.	acturers or le for their ervise them. advance or he market ther manu-
BAKI	MG POWDE	R.
Pound ting 3 doz	doz. boxes	2 10 80 70 45 3 00 2 40
Diamond-	W. H. GILI	LARD & CO
1 lb. tins, 2 doz. i 1/2 lb. tins, 3 " 1/4 lb. tins, 4 "		1 25 0 75
IMPERIAL	BAKING POWD	
Cases. doz. doz. and 3 doz. and 3 doz. doz. doz. doz. and 1 doz.	Sizes 10c. 6-oz. 12-oz. 12-oz. 16-oz. 2½-lb. 2½-lb. 5-lb	Per Doz. \$0 85 1 75 3 50 3 40 4 35 10 50 10 40 19 50
MAGIC I	BAKING POWDE	R
MAGIC	1 " 1:-oz. 1 " 16-oz.	1 40 1 45 1 65 1 70 4 10 7 3) Per case.
	AM BAKING PO	WDER 40
1/8 size, 5 doz. in o	a	20

1/2 lb. tins, 4 " " " " " " " " " " " " " " " " " "	. 1 25	HENRI JONAS & Co.
3 oz in paper 4 doz in hov	. 75	Mushrooms, Rione ¹ 1st choice Dutheil
5 " 4 " "	35	" lst choice Dutheil
		18t choice Lenoir
BLACKING.		Per case, 100 tins.
SHOE POLISH.		FRENCH PEAS-DELORY
HENRI JONAS & Co. P.	er gross	
Jonas' Froments	7 50	Moyen's No 2
Military dressing	24 00	" No. 1
BLUE.		½ Fins
Keen's Oxford per lb	80 17	Fins
In 10 box lots or case	0 16	Extra fins
Reckitt's Square Blue 12-lb. box	0 17	Sur extra fins
Gillett's Mammoth, boxe', 1 gross .	0 1R 9 00	FRENCH SARDINES.
	0 16	HENBI JONAS & Co.
Nixey's "Cervus in equares, per lb.	1 25	1/4 Trefavennes
in bags, per gross in pepper boxes,		1/4 Trefavennes 9 50 1/4 Rolland 9 50 1/4 Delory 9 50
according to size 0 02	0 10	4 Club Alpins
BLACK LEAD.		A Cian Arpine
BLACK LEAD.		CHOCOLATES & COCOA
Reckitt's per box	1 15	
Box contains either 1 gro., 1 oz. size: ½ gro., 2 oz. or ¼ gro. 4 oz.		Cocoa-
Nixey's refined, per 9 lb. box of 12		Hygienic, 1-1b, ting perdoz
I doz. chip boxes	1 50 -	" ½-lb. tins " " ¼-lb. tins " " fancy tins "
Nixey's, as supplied the Ki g, per 9-		" ¼-lb. tins "
lb box of 12 doz. block	1 50	Hygienic,5-lb tins, for soda water
Polish, in blocks 13-3 and 6-oz. size.		fountains, restaurants, etc. per
Full price list on application.		lb
CORN BROOMS		Perfection, ½-lb. tins, per doz Cocoa Essence, sweet,½-lb. tins,
BOECKH BROS & COMPANY d	or not	per doz
		Chocolate—Queen's Dessert, 1/4's and 1/2's 6's Mexican Vanilla, 1/4's and 1/2's
Bamboo Handles, A, 4 strings B, 4 strings		Queen 8 Dessert, 4 8 and 72 8
" C. 3 strings	3 85	Mexican Vanilla, 1/4's and 1/2's
D.3 strings	3 60	Royal Navy Rock "
" F, 3 strings G, 3 strings	3.10	Mexican Vanilla, ¼'s and ½'s Royal Navy Rock Diamond
" " I, 3 strings	2 85	
BISCUITS.		Chocolate- FRY's.
		Caraccas, 1/4's, 6-lb. boxes
Frank Magor & Co., Agents		"Gold Medal" Sweet, 1/4's, 6 lb.bxs
Cafe Noir	0 15	Caraccas, ½'s, 5-lb. boxes Vanilla, ½'s "Gold Medal" Sweet, ½'s, 5 lb. bxs Pure, unsweetened, ½'s, 6 lb. bxs Fry's "Diamond," ½'s, 14 lb. bxs Fry's "Monogram," ½'s 14 lb. bxs
Ensign	0 1: 34	Frys 'Diamond,' '4's, 14 lb. bxs
Metropolitan mixed	0 09	Fry s monogram, % 81410. Dis

ODS.	Cocoa— per doz	
	Concentrated, 1/2 is 1 doz. in box. 2 40	
S.	" 128, " 4 50	
Co.	" 1 lbs. " 8 25	
017 70	Homoeopathic, %'s 14lb. boxes	
	" 1/2 lbs. 12 lb. boxes	
	Epps's cocoa, case of 14 lbs., per lb 0 35	
ir 19 50 22 00	Smaller quantities 0 371/2	
	JOHN P. MOTT & CO.'S	
ns.		
LORY'S	R. S. McIndoe, Agent, Toronto.	
	Motts Bromaper lb 0 30	
Co.	Mott's Prepared Cocoa 0 28	
\$9 00	Mott' Homeopathic Cocoa (1/4's) 0 12	
10 50	Mott's Breakfast Cocos (in tins) 0 40	
12 50	Mott's No. 1 Chocolate 0 30	
14 00	Mott's Breakfast Chocolate 0 28	
15 00	Mott's Caraccas Chocolste 0 40	
16 50	Mott's Diamond Chocolate 0 23	
18 00	Mott's French-Can. Chocolate 0 18	
INES.	Mott's Navy or Cooking Chocolate 0 18	
	Mott's Cocoa Nibbs 0 35	
Co.	Mott's Cocoa Shells 0 05	
\$9 50	Vanilla Sticks, per gross 0 90	
. 9 50 10 00	Mott's Confectionery Chocolate 0 21 0 43	
10 50	Mott's Sweet Chocolate Liquors 0 19 0 30	
2 50	CADBURY'S.	
	Frauk Magor & Co., Agents. per doz	
OCOAS.	Cocoa essence, Soz. packages \$1 65	
	Mexican chocolate, 1/4 and 1/2 lb. pkgs. 0 40	
IMITED.	Rock Chocolate, loose 0 40	
	" 1-lb. tins 0 42	
loz \$7 25	Nibs, 11-lb. tins 0 351/2	
010	WALTER BAKER & CO., LIMITED.	
2 25	per lb.	
0 90	Premium No. 1 chocolate, 12-lb boxes. \$ 38	
a water	Vanilla chocolate 6-lb boxes 47	
etc.per	German sweet, 6-lb. boxes 27	
0 55	B'kfast cocoa, ½-lb. tins, plain; 6-lb.	
r doz 3 00	boxes	4
lb. tins ,	boxes	-
2 25	Caracas sweet chocolate, 6-lb. boxes 37	
per lb.	Soluble chocolate (hot or cold soda)	
1 ½'s \$0 40 0 42	1-lb.cans	
0 42 d ½'s 0 35 '' 0 30 '' 0 25	Vanilla chocolate wafers, 48 to box,	
4 72 8 0 35 1 0 30	per box 1 56	
" 0 25		
0 28	OHEESE.	
0 20	Imperial-Large size jars, per doz. \$ 8-25	
per 1b.	Medium size jars 4 50	
	Small size jars 2 40	
0 42	Individual size jars 1 00	
0 43	Imperial Holder—Large size 18 00	
6 lb.bxs 0 29	Medium size	
6 lb. bxs 0 42 1 lb. bxs 0 24		
	Roquefort—Large size, per doz 2 40	
41b. bxs 0 24	Small size 1 40	

"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 SHIP-MENT** guaranteed.

EDWARDSBURG STARCH CO'Y, Limited Established 1858.

164 St. James St., MONTREAL. Works: CARDINAL, ONT. 53 Front St. East, TORONTO

Ctgnae In Wood,
Ph. Richard.

2

Gals. Oct's. Oct's. Bbls. Hhds
rier... 84 00 82 95 82 85 82 80

COFFEE.
Mecca 0 32
Damascus 0 32
Oairo
Sirdar 0 17
Old Dutch Rio 0 121/2
E. D. MARCEAU, Montreal. per lb.
Old Crow" Java
" Mocha 0 25
"Condor" Java
Dyear-old Mandheling Java and
hand-picked Mocha 0 50
1 lb. Fancy tins choice pure coffee.
48 tins per case 0 20
Madam Huot's Coffee, 1-lb. tins 9 31
" 2-1b. tins 0 30
100 lb. delivered in Ontario and Quebec.
CONDENSED MILK.
S SO CONDENSED
3 25/
WELL BRING
Mark or Bosserus Combrante Ment
CALL BORDER
Edin Francisco
Deel Brond
Disco.
EVAPORATED
BONDEN GALLAND (REAM
71 Medium Street Both Work
Borden's Condense 1 Milk Co.
Eagle Brand
Gold Seal" Brand 1 30
Peerle: s" Brand Evaporated Cream 1 20
CLOTHES PINS.
Ciothes Pins (full count), 5 gross in
case, per case 0 57
case, per case
doz. packages (12 to a case) 0 92
COUPON BOOKS-ALLISON'S
or sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin &
Limited, Toronto C. O. Beauchemin &
riis, Montreal
\$1, \$2,\$3, \$5, \$10 and \$20 books.
Un- Covers and
num Coupons bered numbered.
lo lots of less than 100 bered numbered.
to 501 hooks
00 to 1,000 books 3½c. 4c. 3.2c. 3½c.

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Jellies-
1-lb. glass jars, per doz
7-lb. wood pails, per lb 0 (9
14-lb. " " 0 (9
LICORICE.
YOUNG & SMYLIE'S LIST.
5-lb. boxes, wood or paper, per lb . \$0 40
Fancy boxes (36 or 50 sticks) per box 1:5
"Ringed" 5 lb. boxes, per lb 0 40
"Acme" Pellets, 5 lb. cans. per can. 2 00
"Ringed" 5 lb. boxes, per lb 0 40 "Acme" Pellets, 5 lb. cans, per can 2 00 "Acme" Pellets, fancy boxes 40)
Acme Penece, Inncy Doxes 40)
per box 1 50 Tar, Licorice and Tolu Wafers, 5 lb.
Tar, Licorice and Tolu Walers, 5 lb.
cans, per can 2 00
Licorice Lozenges, 5 lb. glass jars 1 75
" 20 5 lb. cans 1 50
Furlly Licorice lusticks 1 45
" 100 sticks 0 73
Dulce large cent sticks, 100 in bcx.
LIQUORS.
OCG NAU IN CASES.
Ph. Richard.
S.O. Quarts, 12's
F.C. " 15 00
F.C. 1-15 bottles, 180's 12 00
V.S.O.P." "
V.S.O.P. pints, 24's 13 0 V.S.O.P. ½-pints, 48's 14 0 V.S.O.P. 1-15 bottles, 180's 20 00
V S () D 1 15 bettles 100's
V.S.O. F. 1-15 DOLLIES, 180 S
V.S.O. quarts, 12's 10 00 V.S.O. 1-15 bottles, 180's 18 00
V.S.O. 1-15 bottles, 180 s
V.O. quarts, 12's
V.O. pints, 24's 9 50
V.O. ½-pints, 48's 10 50 V.O. 1-15 bottles, 180's 14 (0
V.O. 1-15 bottles, 1868
V.O. decanters, 12's 0 5 V.O. "pints, 20's 13 00
V.O. "pints, 20's
V.O. nasks, Imp. pints, with thumblers 9 75
V.O. Reputed " 24'. 10 50
V.O. " no " 24's, 9 50
Chas. Couturier.
½ bottles, 24's 8 00
74 488
1-15 bottles, 180's
Flasks, 24's 8 00
1/2 Flasks, 48's 9 00 Flasks Imperial pints, Copsule, 16's 8 00
Flasks Imperial pints, Copsule, 16's 8 00
Quarts, 12's
70 bottles, 24 s
1-15 bottles, 180's
Flasks, Imp. pints with thumblers, 16's. 8 00

14-lb. wood pails, per lb 0 06 30-lb " " 0 06

Marion 3 75 Ph. Richard		3 50	3 40	
V.S.O.P 5 50 Richard	5 35	5 25	5 00	
V.O. proof. 4 25	4 10	4 00	3 90 3 80	
Richard 5 up. proof V. O. 4 00	2 90	2.70	2 50 ' 2 40	
Richard Fine			3,50 3 40	
champagne 6 00				
Red, 15's	& Zoon	, in Ca	ses.	
Green, 12's		•••••	5 00	
Poney, 12's			2 50	
Gin Pollen	& Zoon	, in W	ood.	
Gals. Gin, P. & Z§3 15	Oct s.	Oct's. E	bls. Hhds. 3 00 \$2 95	
Mitchell Bros	Limite	ed - Sco	tch.	
		1 сазе	. 5 cases.	
Heather Dew, or 12's Heather Dew, s	dinary	ats. 87	00 8 6 75	
Imperial, 12's Heather Dew, or	ral flas	12	50 12 25	
quart, 128		11	25 - 11 00	
Special Reserve, ova	al, pts. 7 linary o	248. 11 i	75 11 50	
Special Reserve, 12's		9 (00 8 75	
pints, 24s	2 DOLL	10 (00 9 75	
pints, 24s Extra Si ecial Lique	eur, flag	on, 9 :	0 9-25	
Extra Special Lique	eur, ord	in-		
ary bettles, 12's Heather Dew, flask	40'-	9 :	0 9 25	
Heather Dew, hask	s, 40 s	9 (00 11 75	
Mullmore, Imperial	oval qui	art		
flasks, 12's Mullmore, flasks,	Imper	10 0	0 9 75	
pints, 24's Mullmore, flasks,		10 5	0 10 25	
Mullmore, flasks,	ordina	ary 77	5 7 50	
pints, 24's Mullmore, ½ flasks	, ordina	ry,	0 1 00	
48's Mullmore, ordinary		90	8 75	
Mullmore, ordinary	quarts, I	28 6 3	7 25	
Scotch Wh				
	1/2			
Gals.	Oct 8.	Oct 8	Bbls.	
Special	oguis.	17 gals.	augals.	
Reserve \$4 5)	\$ 4 25	\$1 15	\$3 90	
	9 05			

Extra Special Liqueur 5 00 4 90 4 80 4 75 Oll seotch 3 75 3 70 3 65 3 50	"Old Crow," 12-lb. boxes— 14-lb. tins	Brantford Gloss— 1-lb. fancy boxes, cases 36 lbs 0 08½ Canadian Electric Starch— Reconfid force place pages 3 00	OROWN BRAND Wholesale Retail Red Label, 1-lb. and ½'s 0 35 0 50 Blue Label, 1-lb. and ½'s 0 28 0 40
Whiskey in Cases. Mitchell Bros., Limited—Irish.	1-lb. tins	Boxes of 40 fancy pkgs, per case 3 00 Celluloid Starch— Boxes of 45 cartons, per case 3 10 Culinary Starches—	Green Label, 1-10 0 19 0 25 Green Label, 1/2 s 0 20 0 25
Cruiskeen Lawn, stone jar, 12's	OLIVE OIL per case	Challenge Prepared Corn— 1-lb. packages, boxes 40 lbs 0 05¾ No. 1 Brantford Prepared Corn—	Japan, 18.,
" Imp. pints, 24's 1+75 " round bottl's, quarts, 12's 6 50 " round ½-bottles, pints, 24's 8 00		Crystal Maize Corn Starch—	"Condor" I 40 lb. boxes 0 371 HMD AAA 40 lb. boxes 0 371 "Condor" II 40 lb. boxes 0 36
" 10-o . flasks, 48 s	ORANGE MARMALADE. T. UPTON & CO.	1-lb. packages, boxes 40 lbs 0 071/4 STOVE POLISH	" III 80-lb. " 0 35 " III 80-lb. " 0 32½
Irish Whiskey in Wood. Gal. ½-Oct. Oct. Bbl- Mitchell, "Special	1-lb. glass. 2 doz. case, per doz. \$1 00 7-lb. pails and 5 lb. tins. 0 06 14 and 30-lb. pails . 0 06		" X 80-b. " 0:0 V 80-lb. " 0 2
Old \$4 50 \$4 40 \$4 15 \$4 10 Mitchell "Old 4 00 3 90 3 75 3 65	PICKLES. STEPHENS'.	SCHOOL USE	"XXXX 80-lb. boxes 0 25 "XXX 30-lb. " 0 26 "XXX 80-lb. " 0 22 4 "XXX 80-lb. " 0 23 4
" B" 3 50 3 40 3 30 3 25 " C" 3 00 2 2 80 2 75 Champagne Wine in Cases.	Palent stoppers (pints) per doz 2 30	Enameline	" XX 85-lb. " 0 10 LX lead packets
Duc de Pierland, quarts, 12's \$14 00	Corked (pints), " 1 90 SODA.—cow Brand.	ENAMELINE PRESCOTTAGE	Assorted as (1 and %lb.) to retail at 40c. 0 28
Cardinal, quarts, 12 s	DWIGHT'S Case of 1 lbs. con taining 60 pkgs.		Assorted cases (1 and ½ lb.) to retail at 25c. 0 191
d'Argent, quarts, 12 s 10 50 pints, 24's. 11 50	per box, \$3.00 Case of ½ lbs. (containing 120 pkgs.	No. 4-3 d zeı in case, per gross 4 80	Green label retails 0 26 at 0 20 Chocolate label 0 35 " 0 25 Blue label 0 50 " 0 36 Maroon label 0 0 60 " 0 45 Februaries Chocolate label 0 0 60 " 0 45 Februaries Chocolate label 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Blandy Bros Wine. Blandy's Madeira Wine, in cases.	per box, \$3.00. Case of lbs. and ½ lbs. (containing 30	" 6-3 dozen in case, " 8 40	Maroon label " 0 60 " 0 45 Fancy tins—Chocolate, 1-lb 0 321 " - Blue, 1-lb, 0 421
Very Superior, quarts, 12's 8 50 Special Selected, quarts, 12's 10 00 London Particular, quarts, 12's 13 00	packages) per box \$3.00. Case of 5c. pkgs (containing 96 pkgs) per	RISING SUNT	Fancy tins—Checolate, 1-lb. 0 329 " Blue, 1-lb. 0 429 " — Maroon, 1-lb. 0 50 " — Maroon, 1-lb. 1 50 Black Teas—"Old Crow" Blend—
Blandy's Malaga, in cases. Pale Sweet Blue Label, quarts, 12 s 7 50	boy, \$3.00. EMPIRE BRAND.	For durability and for	No. 1
White Label, quarts, 12 s . 10 00 Blandy's Sherry, in cases.	Brunner, Mond & Co.	cheapness this prepa -	No. 3. " 0 25 No. 4. " 0 20 No. 5. " 0 17
Manzavilla, quarts, 12's	Case 120 ½-1b. pkts. (60 lb.) per case \$2 70.	Per gross	LIPTON'S TEA (in packages).
Good Fruity, quarts, 12's	Case 96 10-oz. pkts. (60 lb.) per case \$2.80.	Rising Sun 6-oz. cakes, 4-gross bxs 8 50 Rising Sun, 3-oz. cakes, gross boxes. 4 50	No. 1, cases 50 lb., (50 ½-1b. pkgs \$0 25. No. 1, cases 50 lb., in 5-lb. tins 35
Blandy Bros'. Wine in WooJ. Gal. Octave.	"MAGIC" BRAND. per case	Sun Paste 10c. size, ½ gross boxes 10 00 Sun Paste, 5c. size, ½ gross boxes 5 01	No. 1, cases 50 lb., in 5-lb. tins
Madere, No. ½	2, 120 %-10. packages 2 15	SUNA	No. 2, cases 50 b, in 5-lb, tins 29 No. 3, cases 50 lb, (50 ½-lb, pkgs 22 No. 3, cases 50 lb, (25 1-lb, pkgs 22 No. 3, cases 50 lb, in 5-lb, tins 23
Canadian Whiskies. In barrels, per gal.	3 (30 1-1b. packages) 2 75	STOVE POLISH MARK REGISTERED TO THE PROPERTY BROS. CANTON MASS US.	Green Ceylon, No. 1, (50 ½-1b. pkgs. 35 34 34 Green Ceylon, No. 2, (55 ½-1b. pkgs. 29 28 28
Gooderham & Worts, 65 O.P	W woolors	DUSTLESS LABOR SAVING.	TOBACCO.
4 Gram Walker & Sons 4 50 J. P. Wiser & Son 4 49 J. E. Seagram 4 49 H. Corby 4 49 Gooderham & Worts, 50 O.P. 4 10 4 10 4 10	2 5.00 00 00 00 00 00 00 00 00 00 00 00 00	SEST IN THE WORLD	THE EMPIRE TOBACCO CO., LIMITED. Smoking—Empire, 3½, 55 and 10s 0 39 Royal Oak, 2 x 3, 80 acc, 8s 0 52 Something Good, 7s 0 48 Chewing—Bobs, 5s and 10s 0 36
J. P. Wiser & Son. 4 09 J. F. Spaggram 4 09	MAYPOLE AND SORO EN SORO	TEAS.	Currency, 1574 Oz. Dars, spaced 38 0 55
H. Corby 4 09 Rye, Gooderham & Worts 2 20 Hiram Walker & Sons 2 20	A de page de la company de la	SALADA DEVLON.	Currency, fs and 10s
" J. P. Wiser & Son. 219 " J. E. Seagram 219 " H. Corley 219	Gloriola Soap, per gross	Brown Label, 1's 0 20 0 25	Pay Roll, 6
Canadian Club, Walker & Sons 3 60	STARCH.	Brown Label, 1's	Per gal. 3 MD, pure distilled, highert quality. 0 30
Less than one bbl. per gallon. 65 O. P	Laundry Starches— per lb.	Red Label, 1s and ½s 0 36 0 50 Gold Label, ½s 0 44 0 60	Condor, pure distilled
50 O. P	No. 1 White or Blue, 4-lb carton 0 06½. No. 1 " 3-lb. " 0 06½. Canada Laundry 0 05½.	Oeylon Tea, in	MICHEL LEFEBVR*. Bull Dog, quadruple strength, regist'd 0 55 Lion "L" brand, registered
GILLETT'S PERFUMED. Per case.	Canada Laundry	Coylon Tea, in 1 and ½ lb. lead packages black or mixed.	Cote D'Or, extra super, registered 0 30 household vinegar, registered 0 28
1 case of 4 doz	Kogs Silver Gloss, large crystal 0 07 Benson's Satin, 1-lb. cartons 0 08½		Crystal Pickling, extra. 0 28 " ordinary 0 23 White Wine, XXX 0 25 " XX 0 20 Class XX 0 17
MINCE MEAT.	Benson's Satin, 1-lb. cartons 0 08½ No. 1 White, bbls. and kegs 0 05¾ Benson's Enamel, perbox, \$1 50 to 3 00 Culinary Starch—	Black Label, 1-lb., retail at 25c. 0 19 """ ½-lb., """ 0 20 Elue Label, retail at 30c. 0 22 Green Label 40c. 0 25 Red Label 50c. 0 35	Cider, XXX 0 20 0 17 0 27
Wethey's Condensed, per gross net \$12 00 per case of doz. net 3 00	Benson & Co.'s Prep. Corn 0 071/4 Canada Pure Corn 0 053/4	Orange Label, retail at 60c 0 42	XX 0 22 22 23 24 24 24 24 25 25 25 25
MUSTARD.	Rice Starch— Edwardsburg No.1white,1-lb.car 0 10	Gold Latel " 80c 0 55	double strength 0 35 single strength. 0 25 Distilled white malt vinegar 0 50
D. S.F., 1/2 lb. tins, per doz \$1 40	Blue, 4-1b. lumps 0 08½	TRADE (NASKY RAM LAL'S	JOHN HOPE & CO., MONTREAL. Sir Robert Burnett & Co.'s English Malt Vinegar
Durham 4 lb. jar, per jar 0 75 1 lb. 0 25 F. D. 1/4 lb. tins, per doz. 0 85 1/2 lb. tins. 1 45	BEE STARCH. Cases, 54 pkgs. 48's	PURE INDIANTEA	WOODENWARE
	Packages 10c. each BRANTFORD STARCH WORKS, LIMITED.	AS MANUFACTURED ON THE GARDENS OF INDIA.	Washboards, Leader Globe
HENRI JONAS & Co. Per gross Pony size.	Ontario and Quebec. Laundry Starches— Canada Laundry, boxes of 40 lbs. \$0 05½	Cases each 80 1-lbs 0 35	
Per gross	Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs 0 06	" 50 ½-lbs	" Standard Globe. 1 89 " Solid Back Globe 1 95 " Jubilee (perforated). 1 95 " Crown. 1 35 " Per doz. No. 1 2-hoop pails. 1 55 " 1 3 " 1 70 " 0 Tubs 8 50 " 1 7 700
Mugs	Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lbs 0 06½ 4-lb 0 06½	LUDELLA CEYLON, 1's	" 1 3 " " 1 70 " 0 Tubs 8 50 " 1 " 7 00 4
E. D. MARCEAU Montreal.	3-lb. Canisters, cases of 48 lbs 0 06½ 4-lb. 0 06½ Barrels, 200 lbs 0 0554 Kegs, 100 lbs 0 0554 Lily White Gloss—	Plus Tabel 18 0 181/ 0.05	" 2 "
"Condor," 12-lb. boxes— '4-lb. tins per lb. 0 35 '4-lb. tins 0 33 1-lb. tins 0 32½	1-lb. fancy cartons cases 30 lbs. 0 08 6-lb. toy trunks, 8 in case	Blue Label, ½'s	Royal yeast, 3 doz. 5c -pkgs. in case 1 00
1-lb. tins	6-lb. enameled tin canisters, 8 in case	Blue Label, ½s 0 19 0 25 Orange Label, 1s and ½s 0 21 0 30 Brown Label, 1s and ½s 0 28 0 40 Brown Label, ½s 0 30 0 40 Green Label, 1s and ½s 0 35 0 50 Red Label, ½s 0 40 0 60	Jersey Cream yeast cake, 3 doz. 5c 1 00 Victoria "3 do . 5c 1 00 "3 doz.1(c 1 80
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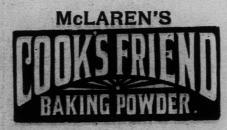
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