

PUBLISHED EVERY
FRIDAY

THE

CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER

AND
GENERAL
STOREKEEPER

COLMAN'S MUSTARD



BEST ON EARTH

BISCUITS BISCUITS

Something Tasty and Delicious.

CARR & CO.'S



FINGER CREAM

MELTS IN THE MOUTH.

Original Cases or Sample Orders.

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

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

THE CANADIAN GROCER



What have you got to offer your customers in the way of cheese for their picnic parties and luncheons during the hot weather? Now is the time people enjoy eating cheese. **SELL THEM**

MILLAR'S PARAGON CHEESE

and they will demand it again.

In point of Purity, Wholesomeness and Deliciousness it cannot be surpassed.

THE T. D. MILLAR PARAGON CHEESE CO.,

INDERSOLL, ONT.

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

A popular name — **“ROBERTS”**

especially when connected with

KHAKI BUTTER SCOTCH, a first-class, old-fashioned toffee in new form and package. Sells well with fair profit.

CANADIAN BUTTER NUTS are made specially for the Canadian market.

Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

EBENEZER ROBERTS, LIMITED, LONDON, ENO.

Canadian Agents: **G. E. COLSON & SON, MONTREAL.**



Established 1868.



“Educate your customers in regard to quality.”

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

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



Address:

R. & J. RANSFORD
Clinton, Ont.



Keep on Planting.

You remember the man who stopped planting his seed because he said the crows were getting more out of it than he was—he expected the seed to take care of itself. He stopped planting and his creditors took his farm—**he's flagging trains at a way-station now.**

It pays to plant good seed, but you must cultivate it after it's down and by-and-bye you'll get a crop that will surprise you. Plant "seeds of confidence" now among your customers—it pays. If the first lot doesn't come up, "keep on planting," and don't forget to cultivate them after they're down.

Good Seeds For A Rich Crop.

"Thistle" Brand Canned Fish.

Famous for its high quality and delicacy of flavor. Canned Haddies, Kippered Herring, and Herring and Tomato Sauce. Canned fish that you can sell to your most particular customers and feel absolutely sure that they will be satisfied.

Real Finann Haddies, caught, cured and prepared right at the water side, at Little Bay, N.S.

A. P. TIPPET & CO., Agents,
8 Place Royale, Montreal. 23 Scott Street,
Toronto.

Stower's Lime Juice.

20 per cent. stronger than any other, because concentrated. "The Lime Juice that draws trade" and keeps it—**permanent trade.** Made from limes grown especially for the purpose.

No musty flavor. It keeps perfectly in any climate. Put up in "pale gin" bottles and labelled especially for the Colonial trade.

A. P. TIPPET & CO., Agents,
8 Place Royale, Montreal. 23 Scott Street,
Toronto.

Jonas' Flavoring Extracts.



**Rich
Pure
Strong**

*The
kind
that
please
and
bring
new
orders.*



**Economical
Profitable
Commendable**

NO COLORING.

NO ADULTERATION.

WHY ?

WHY ?

WHY ?

We solicit your attention for one moment to ask you if there is any reason in the wide world why Jonas' Flavoring Extracts should not please the women folks—no reason whatever. The high standard of quality which has always characterized these flavoring extracts has placed them in the front rank, and made them a household word with cooks and housekeepers.

**Absolute Purity
Great Richness
Unequaled Strength**

are, and always will be, well maintained in

JONAS' FLAVORING EXTRACTS.

Send for interesting facts and figures.

HENRI JONAS & CO.,

MONTREAL

I Advertise

my
cigars exactly as they are. If you find them different in any respect from what I represent them to be, you can return them at my expense, and I will gladly send you back your money.

I believe that my "Pharaoh" cigar is the best ten-cent cigar it is possible to make. The Havana tobacco that I use in the filler, I select myself personally, in Cuba—the binder is the pick of the Connecticut crop—the wrapper is the choicest Sumatra that money will buy. My ambition is to make the words

Payne's Cigars

synonymous with all that stands for the "best" in cigar quality and workmanship. I advertise them persistently.

J. BRUCE PAYNE, Mr.,
Granby, Quebec.

The "Pharaoh"
for a 10c. line.

The "Pebble"
for a 5c. line.

The wise grocer keeps himself well stocked at this season of the year in

"Sterling" Brand

- Lime Fruit Juice
- Lime Juice Cordial
- Raspberry Vinegar

These are goods that the public are demanding, for their goodness has given them favor the wide Dominion over.

T. A. LYTLE & CO.

124-128 Richmond St. W.,

← TORONTO.

REAPING THE HARVEST

Throughout the land the farmers are busy gathering the results of their sowing. Much of its success depended upon the wise selection of the seed and careful planting.

Suppose the farmer had reasoned something after this fashion—"Wheat is only wheat anyway—by buying this cheaper kind I will be saving something worth while."

If he did, he is likely reaping a harvest of barren regrets now.

So with the business man if he dreams for a moment that anything but the highest quality of goods is going to yield a profitable harvest—he is making the same serious blunder as the farmer.

MOLINA ROLLED WHEAT is at the head of its class and its fast increasing sales are the result of its superior quality. It is packed in barrels of 100 lb., and in kegs of 50 lb. and made only by

*Sow Quality if you wish to reap
a rich harvest.*

THE TILLSON CO., Limited,

Tilsonburg, Ont.

"SUPERIOR GLUTEN FLOUR"

a life-giving portion to all suffering from Dyspepsia, Diabetes, Obesity, Constipation, etc., because it contains only the elements in the wheat that assist nature

Samples and prices on application to
E. A. SHOEBOTHAM

CANADIAN AGENT,

James' Park, LONDON, Canada.

*No action taken
1-8-01 see us*

"CRANSTON" Trade Due Bills and Coins

are up-to-date and a great convenience to merchants and customers.

Aluminum and Paper Checks and Trade Due Bills
for Bread, Soda, Trade, Slot Machines, Milkmen and Merchants.
Send for samples, styles and prices.
Please mention this paper.

All kinds of printing, also punch checks and cards supplied.

H. WALDEN, Neustadt, says our Due Bill Systems are INDISPENSABLE to himself and customers, and that he could not be bought out of the system.

J. K. CRANSTON, Galt, Ont.

KEEP COOL!

Georgia Watermelons

First car of the season just arrived.

Extra Fancy Bananas, Pineapples, Oranges, Lemons.

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

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

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

Do not be persuaded to buy any other kind, as the market is now flooded with vile rubbish, most of which contain no Herbs at all, and will not produce the same result. We guarantee ours to be **COMPOSED OF HERBS.**

HIRES ROOTBEER is a tonic as well as a beverage.

Be sure you sell **HIRES.**
Price may be a little high, but the best pays in the long run.

All Wholesalers keep it.

Here is our **PUSH**—it deserves yours. Get up and hustle. Send us your order for One Gross Hires Rootbeer Extract, giving your jobber's name through whom you wish it filled, and we will send you One Case (2 dozen bottles) Hires Carbonated Rootbeer, **FREE.**

Your gain, \$2.40 besides the freight on the extract.



PRICE TO DEALERS.

One gross Rootbeer Extract, \$24.00 less 10 per cent.
One dozen " " " 2.00 less 5 per cent.

SEND YOUR ORDER TO....

W. P. DOWNEY, Sole Canadian Agent,

20 and 22 St. Peter Street, - MONTREAL.

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



HOW MUCH DID YOU SAY?

Well, we didn't say, but we know every butcher would be better off if he would quit guessing at weights. He may think his long experience in weighing meats has made him infallible, but the end of the year will tell him better than we can that every penny must be taken care of. The **MONEY-WEIGHT SYSTEM** of our Automatic Boston Computing Scales will take care of your business, and save you money. Our Scales are sold on easy monthly payments.

The Computing Scale Company,
Dayton, Ohio.

Money-Weight Scale Co., No. 47 State st., Chicago, Ill.
Money-Weight Scale Co., Nos. 50 and 52 Franklin St., New York, N.Y.
J. B. Polrer, Dist Agent, No. 1662 Notre Dame St., Montreal, Que., Canada.
L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.

**JAPAN
TEA**

is the star that guides trade
to your store.

**JAPAN
TEA**

sold over your counters is an
effective advertisement.

**JAPAN
TEA**

has been tried and not
found wanting.

*Energetic and progressive dealers
who have passed the point of ex-
perimenting in their tea department
have learned that*

JAPAN TEA

*means to them a gilt-edged invest-
ment that will yield them a good
profit and keep their customers well
pleased with their stock. It is the
tea that brings good business.*

There is no grocery store too
large or none too small to
profitably sell

**JAPAN
TEA**

—♦—
**JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.**

Trafalgar Chambers, Sun Life Building
Annex.

Tel. Main 4142. MONTREAL, CANADA.

—♦—

"Quality wins confidence,"
that's why

JAPAN TEA

is a winner.

Ceylon and Indian Teas— Black or Green.

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

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

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

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.

MOLASSES

.....P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,
Limited
MOLASSES AND SYRUPS. HALIFAX, N.S.

UP-
UP-
UP-

GO SALES OF THE FAMOUS

IVORY GLOSS STARCH

What else can be implied from this fact other than that intrinsic merit is the cause of its popularity with the Canadian housekeepers? All we claim in favor of this starch will be substantiated by particular women.

MANUFACTURED BY

The St. Lawrence Starch Co.
Limited
PORT CREDIT, ONT.

GREASY CANDLES

Smelly Oil Lamps,
Poor Electricity or Flickering Gas?

Isn't it about time to make a change and

GET more Light
For . . .
Less Money?

Get 100 Candle
Power
for 50c. a month.

GET the Light of Eight Oil
Lamps for the cost of Two.

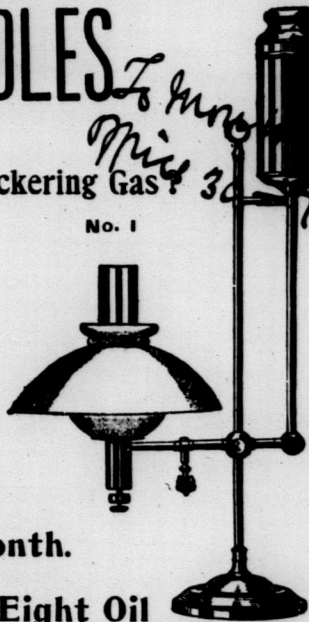
GET AN AUER GASOLINE LAMP.

Your money back if you don't like it.

Write for Catalogue. . .

AUER LIGHT CO.

E. Simpson & Co., Moose Jaw, Agents for the Territories. 1682 NOTRE DAME ST., MONTREAL



Symington's

"Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,

EDINBURGH and LONDON.

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

The Picnic Season



Is with us again in full swing, and with it picnic profits for the wideawake grocer, who has just the right kind of goods to sell, something tasty, handy to carry and open, something that users will come back for.

OUR STOCK is complete with attractive and palatable canned delicacies—Chicken, Duck, Turkey, Game, Tongue, etc., both potted and devilled, put up by such packers as Aylmer, Strathroy, Clark, and Davies; 4 and 8 oz. tins.

Have you tried Brawn in 1-lb. tins? This is a delightful article.

Chipped and Sliced Beef, ½ and 1-lb. tins; Lunch Tongue, 1-lb. tins—these are splendid lines for this trade.



W. H. GILLARD & CO., Wholesale Grocers, **Hamilton**



PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

—AGENTS:—

Charlottetown, P.E.I.—Horace Hazzard, 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., 630 Ontario St.
Hamilton—Imperial Vinegar Co.
Winnipeg—A. Strang & Co., Portage Avenue.
Vancouver, B.C.—C. E. Jarvis & Co., 328 Holland Block.

“JUST OUT.”



Don't be obliged to use the above chestnut regarding

Paterson's Sauce.

Rose & Laflamme,

Agents,

MONTREAL



Batty & Co.

ESTABLISHED 1854

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



SAUCES OF ALL KINDS.

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

PUBLISHED EVERY
FRIDAY

THE

CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER

AND
GENERAL
STOREKEEPER

VOL. XV.

MONTREAL AND TORONTO, JULY 19, 1901

NO. 29

THE TEA TRADE FOR TWELVE MONTHS.

[From a Report of W. J. & H. Thompson, London, Eng.]

IN the statistical record of the twelve months ending 31st of May, which we print at foot, will be found much that is of interest, and even a little that is encouraging amidst the disappointments which so many have suffered.

The figures show the great producing powers of Indian and Ceylon plantations; unlooked for vitality in China's export trade; a larger volume of business than ever before, but—a decline in the average value of our product so considerable as to seriously affect the welfare of nearly everyone connected with the industry.

As a year ago, so now, the statistics relating to home consumption have been disturbed by the heavy clearances before the budget, and do not enable us to gauge what increase there has been, if any. We incline to the opinion, however, that consumption is increasing, notwithstanding the raising of retail prices necessitated by the advance in the duty. That the proportion of British-grown tea used has increased is certain. But important as this would be if supply and demand were evenly balanced, it is of comparative insignificance at the present juncture, for production has outstripped the combined requirements of home and foreign markets, and a limit has been found, for the present, to the quantity that can be taken at prices that will pay the producer. To this untoward fact the decline in value must be directly attributed. The fall would probably have taken place 18 months ago if it had not been for the heavy speculative transactions in anticipation of the budget of 1900; it has been accentuated by the reaction which followed, by the strain upon the trade's resources caused by the high duty, by the heavy and poor crop, and to some extent by the use of unsuitable chests.

To revert to a higher standard of quality, where it is possible, appears to us of primary importance. The stocks held everywhere consisting of inferior tea, the turn for

a finer crop has come; London and provincial buyers ask for it and will handle it with more confidence, whereas they regard with foreboding the possibility of another large and common one. It is quite true that trade has been stimulated in the past by abundant and cheap supplies, but a low quotation alone, without merit in the tea itself, no longer brings new customers, and a larger business without profit benefits no one but the shipowner, the warehouse keeper and the Customs house.

We emphasize the need of listening to what the home trade says, because they are in touch with consumers; while taking, as they do, 80 per cent. of the total output of India and Ceylon they ultimately determine the value of the whole, wherever sold or however distributed.

We pass on to consider the markets outside the United Kingdom open to us, and the best means of gaining entrance to them. The fact that of the tea used at some only 5 per cent. now comes from China shows how little margin there is for increased sale here of British-grown tea, and illustrates the importance of finding customers elsewhere. Useful and even necessary as advertisement, subsidy, and the intelligent work of special agents have been in countries where our tea was practically unknown, we have now to rely upon business expanding through the regular channels of trade, to work upon a commercial basis, and to trust to our ability to sell cheaper and better tea than can be obtained from other sources.

There is not room for a much larger business with Australia, which already draws from Calcutta and Colombo 80 per cent. of its supply (leaving only some 6 or 7 million pounds of China tea to be displaced), and can obtain from those markets all it wants, as London buyers will probably be ordering less this year. Canada takes about 45 per cent. of its import from us, leaving some 13 or 14 millions of Japan and China tea to be displaced. The trade with Asia is becoming useful, as it takes

tea of which there is sometimes an over-supply, thus relieving this market. Germany, South America and South Africa are still small outlets though steadily growing.

There remain the great markets of Russia and the United States, using annually some 180 million lb. Of these, the Russian is the more hopeful, because it requires black tea, appreciates quality, and is taking more from us every year, by direct importation or from London; it, too, is calling for better tea. Our trade with America continues to disappoint some who had not grasped the difficulty of persuading people who prefer tea uncolored or green to drink our strong black sorts. The attempt to manufacture tea to suit their tastes is enterprising, but we fear lest it be made in a way which will give trouble and bring disappointment to a number of individual growers, without substantial benefit to any one. It will take a decade to create a trade worth anything to us, by means of specimens, unlike in make or flavor; for large distributors hesitate to introduce a new kind of tea to their customers unless they can rely upon a regular, uniform and free supply. We think that if Americans had this matter in hand on their own account they would rent for a term of years estates capable of producing, at the lowest possible cost, millions of pounds per annum, have it all made uniformly into two or three grades, procure men and materials from China for packing it in the way Americans like, give a constant supply, and undersell their rivals until the trade was made. It would cost money, but it might prove the cheapest and most effectual way of making a market—assuming, of course, that we can make unfermented tea that Americans will drink. Seeing that we have obtained less than 10 per cent. of a trade amounting to 84 million lb. per annum, after 20 years of heavy expenditure by planters and strenuous effort by the agents of London dealers, it is obvious that other means must be tried. It has been said that tea is not likely to become in America the popular beverage that it is here and in the colonies; but it may be that the small and declining consumption in the United States—now only 11.8 lb. per head per annum—is due to the astringent and unsatisfying



Our packages are larger and more attractive in style than any others.
 The quality of our goods is superior to anything else on the market.
MORSE BROS., Proprietors, Canton, Mass.

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

nature of the Japan and China teas principally used, as compared with the softer and richer tea of India and Ceylon which other races of Anglo-Saxon origin find such a cheap and wholesome article of diet that their annual consumption has reached the rate of nearly 6 lb. per head. It should be noted how largely the use of tea here has increased since the introduction of our own in place of Chinese growths.

As regards the home trade—which is the most important factor, inasmuch as our 42 millions of people, taking their 250 million lb. per annum, use nearly as much as the rest of the world put together—its position is financially sound. The tendency continues for business to come into the hands of the large specialists, whether dealers, blenders, or distributors, who, by absorption or purchase, seem to be getting the trade under their control at the expense of the small vendors. If this entails risk of possible combination of buyers against sellers, it finds some compensation in the larger financial resources they command and their greater power of holding stocks. It is of importance to growers that those who buy and pay for their produce should be financially strong and doing a profitable business; and we believe the trade have had a good year, though just now they are overstocked. Retailers having raised their prices to the extent of the rise in duty a year ago, and having bought the crops for about 1d. per lb. less than before, it might be thought that they had made 1d. per lb. more profit on all they have sold to the public; but they have not done that, for although their quotations may be 2d. higher the average of their sales is not. A great number of consumers pay no more now than when the duty was 1d., and it is owing to this that the increased tax has injured the growers; consumers in the aggregate are only paying a portion of it and producers are paying the rest; the middlemen are untouched, while those of them who took the 10 million lb. out of bond before the budget last year and have filled their stores with free sugar this, have made additional profits.

Our export trade is also healthy and growing; it is larger, indeed, than it has been for many years, notwithstanding that we have lost so much of the China trade that used to pass through London, but is now done direct. Nine years ago the total was about 37 million lb., of which only 7 million lb. were Indian or Ceylon; in the interval the volume of business has been gradually contracting, but during the past season it has risen to 43 million lb., 28 1-2 millions of this being British-grown tea.

We have said there is encouragement for producers even in the statistics of such a

bad season as the last has been; we find it in the fact that the world is now largely dependent upon India and Ceylon, and in the evidence that the use of our tea is increasing. It is, therefore, not an exaggeration to say that planters hold the key to the position, and by combined action, resolutely followed on the lines indicated, have it in their power to recover a considerable degree of prosperity.

THE STATISTICAL RECORD.

Showing the development of the Indian trade during the past three seasons.

	1898-99.	1899-1900.	1900-1.
Shipped from Calcutta to lb.			
The United Kingdom	135,400,000	149,300,000	160,500,000
Australia	6,400,000	8,300,000	10,100,000
America	3,270,000	5,900,000	4,500,000
Asia	6,970,000	6,000,000	7,300,000
Other places	1,170,000	1,000,000	1,800,000
Total	153,210,000	170,500,000	184,200,000

Shipped from other Indian ports	4,000,000	4,500,000	5,300,000
Total from India	157,210,000	175,000,000	189,500,000

Showing the value of the last three Indian crops, calculated upon the basis of the ascertained average value of London sales.

	1898-1899	Average price per lb.	Gross proceeds.
1898-1899	157,210,000	8 1/4 d.	£5,732,000
1899-1900	175,000,000	8 1/2 d.	6,018,000
1900-1901	189,500,000	7 3/4 d.	5,725,000

Showing the development of the Ceylon trade during the past three seasons.

	1898-99.	1899-1900.	1900-1.
Shipped from Ceylon to lb.			
The United Kingdom	97,000,000	111,000,000	113,000,000
Australia	15,000,000	16,000,000	18,000,000
America	2,500,000	4,000,000	3,500,000
Russia	2,750,000	4,750,000	5,500,000
Other places	1,750,000	2,225,000	5,000,000
Total	119,000,000	138,000,000	149,000,000

Showing the value of the last three Ceylon crops, calculated upon the basis of the ascertained value of London sales:

	1898-1899	Average price per lb.	Gross proceeds.
1898-1899	119,000,000	8 1/4 d.	£4,030,000
1899-1900	138,000,000	7 3/4 d.	4,385,000
1900-1901	149,000,000	6 3/4 d.	4,272,000

Showing the development of the China trade during the past three seasons:

	1898-99.	1899-1900.	1900-1901.
Shipped from all ports to lb.			
The United Kingdom	28,800,000	29,400,000	21,500,000
America	42,600,000	44,300,000	51,000,000
Russia	24,800,000	29,600,000	33,000,000
Rest of Europe	5,900,000	5,000,000	10,800,000
Other places	7,300,000	7,300,000	8,000,000
Total	107,400,000	115,600,000	124,000,000

Not including tea sent overland to Russia.

Showing the progress of our re-export trade:

	1898-99.	1899-1900.	1900-1901.
Reshipped from the United Kingdom			
Indian tea	7,870,000	8,500,000	13,000,000
Ceylon tea	11,160,000	12,750,000	15,500,000
China and Java tea	14,400,000	12,500,000	14,500,000

The 5,000,000 lb. of brick tea which were brought into the Board of Trade returns in 1899-1900 are not included.

Showing the progress of Japan's export trade for three years:

	1898.	1899.	1900.
Shipped from all ports to lb.			
The United States	31,500,000	36,750,000	31,670,000
Canada	7,500,000	6,480,000	7,902,000
Other countries	1,500,000	4,000,000	3,243,000
Total	40,500,000	45,830,000	42,815,000

Showing the growth of Java's trade during the three seasons:

	1897-1898.	1898-1899.	1899-1900.
Shipments to lb.			
Holland	6,940,000	6,700,000	8,050,000
United Kingdom	3,860,000	5,050,000	5,800,000
Other countries	440,000	520,000	770,000
Total	11,240,000	12,270,000	14,620,000

The complete figures for the current season are not yet available.

Summary of the total supply distributed by sea throughout the world from the several sources of production.

	1898.	1899.	1900.
Countries of export: lb.			
India (season)	157,500,000	175,000,000	189,000,000
Ceylon (season)	119,000,000	138,000,000	149,000,000
China (season)	107,000,000	116,000,000	124,000,000
Japan (year)	40,500,000	46,000,000	43,000,000
Java (about)	12,000,000	13,000,000	15,000,000
Total	436,000,000	488,000,000	520,000,000

Not including China's overland trade or output of brick tea.

THE COFFEE ESSAY CONTEST.

THE CONDITIONS.

1. No essay shall exceed 2,500 nor be less than 1,500 words.
2. Each essay must be signed by a nom de plume. Both the proper name and nom de plume of the writer must be written on a sheet of paper and placed in a sealed envelope across which must be written the nom de plume. This envelope, which will not be opened until the judges have made their award, can be placed within the envelope containing the essay or in another envelope and addressed to THE CANADIAN GROCER, 10 Front street east, Toronto.
3. The judges will be disinterested merchants.
4. Competition shall close on July 20, by which date all manuscripts must be in this office.
5. There must be two or more essays sent in by different competitors or no prize will be given; three or more essays or no second prize; four or more or no third prize.
6. The envelope in which each essay is mailed should have written across the corner the words, "Essay Competition."
7. All prize essays shall be the property of THE CANADIAN GROCER.

The subject, it will be remembered, is "The Buying, Handling and Selling of Coffees." The 1st prize will be \$15; 2nd, \$10 and 3rd \$5. Besides this, to each of the five essayists whose productions rank next to those winning the cash prizes will be awarded a copy of THE CANADIAN GROCER for one year.

The caterers of Winnipeg have fixed on August 8 as the date for their excursion. The choice of places lies between Morden, Portage la Prairie, or Carman.

JUST TO HAND

ANOTHER LOT OF NEW LOBSTERS
NEW COD STEAK
NEW KIPPERED HERRING

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, **Hamilton, Ont.**

Office Phone, 288; Sample Room, 747.

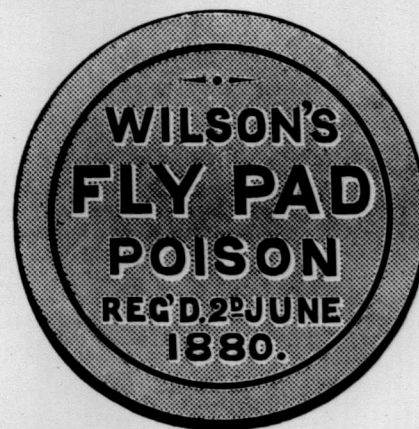
I manufacture for the wholesale trade.

My goods can be recommended as superior to all others.

The sale is well established and grows yearly.

My goods ALWAYS give satisfaction.

I employ no travellers, but allow the jobber such a large profit that it pays HIS customers to push the sale of my goods.



Archdale Wilson, . . . Hamilton

A Right Royal Reception

Such as is being prepared for the Duke of York, will cost a great amount of money. But, as it is a duty, a privilege and a pleasure, cost should only be of secondary consideration.

Have you participated in the reception that Means money for you?

The way in which our **Bobs Tea** has been received is simply surprising, indeed, beyond our most sanguine expectations. **Its success has been remarkable.**

**BOBS THE GREAT 25c. TEA
IN LB. PACKAGES**

The most attractive, most profitable, most satisfactory on the market. Have you tried it? We shall be pleased to hear from you.

JAMES TURNER & CO., Hamilton.

COFFEE

Increase your sales and also
your profits by handling

COFFEE

Crown Blend Coffee

COFFEE

Tins 10, 25
and 50 lb.

Crown	X	retails at	25c.
"	XX	"	35c.
"	XXX	"	45c.

SOLE AGENTS

THOS. KINNEAR & CO.,

Wholesale Grocers,
49 Front St. E., TORONTO.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

CURRENTS IN LONDON.

THE demand for currants continues steady and of a character to indicate that grocers are by no means overstocked. Although business with the outports and foreign countries has lately been unimportant, there is good reason to suppose that the London stock will be drawn upon to some extent to supply requirements in these directions right up to the end of the season. Considerable sales of new crop to the Continent are reported from Greece, but so far English buyers have shown no disposition to operate in new currants.—Produce Markets' Review.

DRIED APRICOT PROSPECTS.

The situation on cured apricots is made and held entirely by the position of the growers who still own the fruit," says The Fruit World. "On spot orders dealers have gone in and purchased a few cars for immediate shipment, but do not show any inclination to take hold of this line for future purposes. Apricots purchased this week had to be secured at growers' prices. In the Yaca Valley growers are asking 8 1/4 to 8 1/2 cents per pound for the fruit in the sweat box, which means 8 3/4 to 9 1/4 cents f.o.b. the cars. San Joaquin Valley growers are also asking as high as 8 cents per

pound in the sweat box for choice grade, which means 8 1/2 cents f.o.b. the cars. We note a few sales of San Joaquin Valley apricots at 7 1/2 cents in the sweat box, but asking prices are about a half-cent higher.

"The crucial period in apricot price-making has arrived. The situation is not as clear as it usually is and may not be so easily defined. The dealers are taking a few on orders, but with hot weather in the East and a holiday week all over the country they are as inactive as they would be if they thought there were a thousand or two thousand cars of cots out here this year, which, of course, there is not. The dealer is in an absolutely hold-on position and loses nothing by holding over. The canners have not used many apricots this year. That is certain. What the exact output of the apricot crop will be cannot be determined for another ten days, possibly two weeks. The trade claim that all the apricots shipped East last year have not gone into consumption and until the situation becomes a little more defined there will not be any market to speak of except that represented by growers asking prices."

THE BRAZILIAN COFFEE CROP.

The Brazilian Review of June 18 says of coffee: "Entries of new coffee continue to

increase, and at Rio now represent about 30 per cent. of the total, the quality, however, being decidedly poorer than usual, even at this period of the crop. The weather continues all that can be desired and the trees look strong and promise well for the 1902-1903 crop. Large entries are expected in or after the second week in July."

CANNED SALMON IN ENGLAND.

The bulk of the salmon that was sold to arrive has now been practically delivered, and it is expected that the market will settle down on a firmer basis. Stocks are less than for some years past, and, with three of the best consuming months before us, it is expected that some grades of fish will be almost entirely cleared before the pack of 1901 should reach this market.—Produce Markets' Review.

CURRENTS IN NEW YORK.

There arrived Saturday to the trade here from Mediterranean ports 550 barrels of currants ex-Marco Minghette and about 800 barrels ex Pocahontas, or in all a matter of 1,350 barrels. The first of these arrivals was somewhat unexpected at this time, but both lots are said to go into strong hands and thus far are without material influence on the position of the market. The spot stocks, it is stated, have been considerably reduced by the moderate trade requirements



One Case Snider's Catsup Free.

With each 5 cases of Snider's Tomato Catsup, pints, that you purchase, we will give you one case Snider's Tomato Catsup, pints, free. The above goods to be delivered September 1, 1901.

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

CANNED MEATS.

POTTED AND DEVILLED.

ALL KINDS.

THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

from time to time, during the last two months, and the fact that there is several inquiries here from interior markets for round lots at a shade under the views of holders is taken to indicate first, that stocks in the country are very light and second, that prospective purchasers have a consuming outlet which is constantly calling upon them. Some purchases have been made within the last few days of 10, 15 and 30-barrel lots, the buyers being actually in need of the goods. Sales were made at from 91-4 up to 93-1c, for Amalia grades. At the moment little is known of the quality of the fruit just landed, but some of it is known to grade fine, and it is stated a considerable portion cost the equivalent of 91-4c. laid down. A leading dealer, commenting on the situation, said: "The arrivals reported, if they go into strong hands, as seems likely, cannot affect the spot situation for some time at least, if at all. The offerings from the other side on new crop have not interfered with the position seriously, as buyers are taking no stock in those speculative prices, since the output of the new crop is uncertain yet." —N. Y. Journal of Commerce, July 15.

THE RAW SUGAR MARKET.

Willett & Gray say of raw sugar: "The Java crop of sugar, estimated at 750,000 tons, is bound to have a very important influence on the markets here and abroad; here, because the bulk of the crop must eventually come here; abroad, because efforts to sell it will fail and only produce lower valuation. This is already shown in a decline of 41-2d. in London for Java this week under an effort to sell there in absence of buyers here; 73,000 tons were exported to America from Java in June by

our cable message, and July exports will be very large also. The marketing of this large quantity of cane sugars must necessarily produce an adverse influence on the best and other sugars of the world, and it is now becoming evident that the trend of prices has turned downward again instead of upwards. To what extent the downward tendency may continue is not visible at present, and the general disposition among refiners, as well as importers, is to make as light or as little decline as is possible. A steady market is rather desired by all interests."

NEW CROP OF SICILY ALMONDS.

A private cable from the other side to-day quoted a price of 65s. 6d. on new crop of Sicily shelled almond f.o.b. in bags for October shipment. Last year there were prices quoted up to 120s., with a normal price in seasons of average crop of 50s. in bags. The prices quoted to-day are considered low compared with those ruling last year, but in the absence of definite crop news they have aroused little interest in the trade here.—N. Y. Journal of Commerce, July 13.

NEW YORK PEA PACK.

Private mail advices from the pea-packing sections in New York State report a somewhat dubious outlook. The letter says: "Unfavorable weather conditions have interfered with the growth of the vines, and the pack of the finer grades will be light. At present it looks like a fair output of seconds and lower grades, provided the pea louse does not interfere. In some sections the pest is reported in evidence and doing considerable damage."

INDIAN AND CEYLON TEA SITUATION.

In their notes on Indian and Ceylon teas for June, McMeekin & Co. say:

Indians—The offerings at London public auctions were 43,000 packages, against 16,000 packages in the same month of 1900. About 1,500 packages were of new season's growth, and, being generally of fairly useful quality, the teas were readily taken by the trade at satisfactory prices. For old season's teas there was a dull tone during the month, with a lower tendency for the common grades, but at the close there was generally fairly good competition and an improvement in the biddings.

The actual statistical position does not look better than it did at the end of May, but there are various indications justifying the hope that better trading conditions may prevail before long. The shipments from Calcutta to London up to the end of June of the new season's teas are 4,500,000 lb. behind the total at the same date in 1900, while reports still point to a late season and a reduction in the crop. Should producers show at an early date, by the figures of shipments actually made, a reduction of some 10,000,000 lb., the position in London would probably immediately improve, as the excessive stock now held would soon be absorbed and a more healthy basis for trading be established.

Ceylon—The offerings at London public auctions were 115,000 packages, against 94,000 packages in the same month of 1900. The quality was of a fair ordinary character, but not such as to induce any strong competition in a flat market. Medium grades were irregular and neglected, especially broken Pekoes, with a tendency to lower prices, and only really good teas maintained previous values.

On comparison, the statistical position of Ceylons looks fairly healthy, especially having in view the reduction in imports, as compared with last year, which may be looked for. The imports for the three months of April, May and June have successively shown a decline on last year's figures, but the shipments made during June from Colombo are a good deal in excess of the estimates.



UPTON'S Jams, Jellies and Marmalade

have a ready sale all the year round.

You will not have to explain their virtues to your customer, because the purity and unvaried quality of UPTON'S are known by everyone.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited



WONDERS OF A BIG HOTEL.

I was with considerable regret I parted with my old friend, Jno. W. Lee (now managing J. T. Connor's Roxbury grocery), to whom I owe so much of the pleasure of my Boston visit, and took steamer for New York. On my arrival there I had occasion to visit the far-famed Waldorf-Astoria. This establishment was to me such a revelation, that I feel a short description will be interesting to you. This mammoth hotel is said to have cost \$6,000,000 to build and \$1,500,000 to furnish. The stock rooms in the basement interested me. They were like those of some large wholesale grocery, and they had a thorough system of weighing and checking goods on entry, and nothing can go out until it is properly charged to the various departments. They have imported for themselves a wonderful variety of European canned goods, many of which I had never seen before. The kitchens were arranged in departments. Seventy-five cooks are engaged continually, and they use on an average 12 tons of meats per week, as well as 2,000 dozens of eggs, 7,000 lb. of butter, and 20,000 quarts of milk. I saw their man whose business it was to make the coffee, which kept him busy as he used up about 300 lb. each day. This one hotel is a veritable town of itself with its 1,400 employes and about an equal number of guests. Why, it simply staggers me to describe it in a brief way. A thing that amused me was to see in the kitchen 25 men washing dishes. After the soapy water they are placed in heaters and then they come out clean, dry, and hot. Their engine rooms are grand. They have three ice-making machines. A short description of this room alone would fill this page. The electrical switchboard with its indicators was about 40 feet long and 10 feet high. All the machinery was well kept, clean and bright. They have big carpenter and machine shops, employing a large number of men, fitted up with the latest and most improved machinery. Here they make their own improvements and alterations. The staff is kept constantly busy, as in such a mammoth concern the breakage and general repairs are enormous. After inspecting the basement and its various departments, for, as I said, the work is all done in departments, there is the soup department, frying department, roasting department, ice cream department, confectionary department, pastry department. In this last-named place they turn out beautiful flowers, figures, and real works of art, made of sugar. I was shown some made for a banquet that were simply astonishing, and reflected credit on the staff of designers. We took one of the elevators, walked through the large offices, visited the billiard room, with its frescoed ceiling, by Fowler, the Marie Antoinette room, the Turkish and Oriental room, the State banquet hall, lecture hall, seating 700 people, the large hall and theatre, where the charity ball is held, and then up to the 15th floor to the "Falk Studio," with its grand works of art, marble staircase and marble pillars,

surmounted by recumbent figures—indeed, a most beautiful studio. With some people, a suggestion to stay at the Waldorf-Astoria is regarded as extravagant, but this is not the case, for their rates are reasonable, according to accommodation required. Mr. Boldt and his assistants have thorough command of every detail, and it certainly reflects great credit on the management in the smooth manner in which this large hotel is run. No friction of any kind—everything goes with the utmost precision and nowhere can guests be better cared for or kindlier treated.

Austin Nichol & Co. have a very large wholesale grocery establishment on Hudson street. They employ 550 hands and carry an immense stock. I was

IMPRESSED WITH THEIR OFFICES

and large number of bookkeepers employed. They make a specialty of spices and sell a fine class of imported goods. Near there is the Schupp coconut warehouse, in which I had a short chat on the coconut trade.

HINTS ON CARE OF COCOANUT.

I was cautioned not to place coconut near any goods of strong odor, such as soap or coal oil, and that it was also easily affected by moisture, and that it must be kept fresh if you desire to give satisfaction to your customers.

FEMALE GROCERY CLERKS.

In the large department stores I was surprised to see the number of young women employed in the grocery sections. In Macy's, a young woman was demonstrating MacLaren's cheese. I tried it for it is something one never tires of eating, and I was pleased to hear that it was meeting with a large sale due to the merits of the goods, backed by good advertising.

PEEP INTO A LICORICE FACTORY.

I was over in Brooklyn and saw the factory of Messrs. Young & Smylie, the celebrated licorice makers. The main building is 240 feet long, four storeys and basement, and I saw the well-known product of this firm being turned out in large quantities. There is no great amount of machinery required in the manufacture of licorice products, but what impressed me was the cleanness of the place, the number and different shapes and forms licorice is placed on the market, in plugs, pellets, tubes, pipes, wafers, sticks and a dozen other different forms. Major Smylie, one of the members of the firm, assured me of the wholesomeness of their product. Every care is taken to give the public an article of medicinal value combined as a choice confection. This is one of the oldest firms in the business, thoroughly reliable, and the members of the firm are gentlemen with whom it is a pleasure to meet.

Park & Tilford are the largest retail grocers in the city, having five large stores, employing about

800 CLERKS.

They also have a store in Paris. Having been in business for about 55 years, they

have the grocery business down to a science. I went into their 72nd Street store, one of their branches employing 160 hands, and had the pleasure of renewing acquaintance with the manager, Mr. Easton Beechman, whose home is near Toronto. I was shown through this fine store, in equipment one of the best grocery stores I have ever been in, with a large stock of high-class groceries exceedingly well arranged. They carry some high-priced goods, such as a special brand of butter at 75c. per pound, wine at \$110.00 per case, or \$10 per bottle. And I thought what a pleasure to sell to a trade that would buy that class of goods.

No visit to New York would be complete without seeing the Stock Exchange on Wall street, the Bowery, Central Park and other points of interest to which I managed to get around in my brief stay. There is an educational value in an outing among the trade of another city. One learns so much by seeing other methods, new goods, and new faces. It helps to get one out of the rut and you come home with the feeling that it is time and money well spent.

BROTHER CANADIANS.

One of my chief pleasures has been in meeting with so many brother Canadians in the cities of the United States, all worthily representing their country. Every man of them I met inquired eagerly for friends and about their homes, etc., showing that their affection and loyalty for the Motherland was deep-seated and real. One big jolly fellow from Ontario, said: "It's over twelve years since I left my old home, and I love it more, and think oftener of it to-day, than ever before." There is no question about it, Canadians as a rule are well-liked and succeed in the cities of the United States. They receive larger pay, many of them, than they would draw in Ontario, but to a great extent this is offset by the increased cost of living. Therefore, in the ordinary way I cannot say it is advisable for a young man to go across the line. There are exceptional cases, which are held up as an example of what a young man can accomplish by going over there, but this is only the exception and not the rule—just as there are some exceptional cases of progress by young men here at home—only some, however, hear of them from a distance—more often than we do at home, and this tends to unsettle our boys. More young men from the United States have come into Ontario last year than in any previous year, and to a greater extent than ever am I convinced that our country, to the average young man, affords as good prospects as any land under the sun. There may be some young men in a particular line of labor in which the United States may, on account of increased population, afford at the present time a greater opportunity for advancement. From the standpoint of a grocery clerk, looking for present employment and the hope of starting in a business for himself, there is no better field than this country.

In next week's paper I hope to answer some of the many letters written me during the last two weeks.

Arch. McMillan has opened a wholesale fruit store in Sault Ste. Marie, Ont.

The grocery and dry goods business of James & James, Perth, Ont., has been purchased by J. H. Mendels.

F. Axworthy, Walkerton, Ont., has bought the stock and business of Geo. E. Pay, grocer, of that place, and opened up for trade on July 2.

WE ARE HEADQUARTERS FOR

Pic-nic Goods and Campers' Supplies.

We carry a complete line of high-class, seasonable goods and are quoting close prices.

THE EBY, BLAIN CO., LIMITED

Wholesale Importing and Manufacturing Grocers.

TORONTO.

OTTAWA GROCERS' MEET.

A LARGE and representative meeting of the Ottawa Retail Grocers' Association was held on Monday evening last week to discuss observing Wednesday afternoons as half-holidays during July and August. The meeting proved to be unanimous in favor of the proposition, and it was decided to secure as many signatures as possible to an agreement to observe the half holiday. Since then over half the total of members signed the petition, but several of these stated last night that they would not suspend business on the mid-week day unless all their competitors would do likewise. With one exception the grocers along Wellington street were opposed to the move, but those in business on Bank, Sparks and other streets, were more evenly divided. Another meeting will be held and an effort made to secure the cooperation of the dissenting members. The association held another meeting on Monday this week. It was decided to hold the annual excursion this year at Stanley Island, Ont., on August 14. They will proceed to Cornwall by the Ottawa and Cornwall line and take boat at the factory town for Stanley Island, passing through the rapids. Committees were appointed to make all arrangements.

CAN STILL FILL ORDERS.

Rose & Laflamme, Montreal, have just been advised that the factory of the Baldwin Condensed Milk Co., Baldwin Mills, Que., has been burned out. The storehouse, however, was not damaged, so that they have plenty of goods on hand, and the fire will not in any way interfere with filling of orders. They expect that the factory will be in operation again by September 15.

SUGAR BEETS ALL RIGHT.

Prof. Shuttleworth, of the Agricultural College, Guelph, says that the beet root

sugar crop in the Province of Ontario this season will be good. He has just completed a visit to many of the districts which grow beets, and finds that the rain of the early spring, which it was feared would destroy the crop, has not injured them at all.

PERSONAL MENTION.

Mr. W. F. Haggarth, general merchant, Canfield, Ont., was in Toronto this week.

Mr. J. F. Eby, of The Eby, Blain Co., Limited, Toronto, and his son, Douglas, have been in Cincinnati during the past week on business.

GROCERY STORE COLLAPSES.

R. Bogue, general merchant, Moose Jaw, N. W. T., had been excavating for some time in order to add an annex and to build a foundation under part of his store and was practically finished with that work when heavy rains undermined the existing foundation and caused the rear portion of the buildings to collapse. Mr. Bogue's grocery stock was almost entirely destroyed, the stone wall having fallen upon the shelves, and much damage was done to the boots and shoes and other goods. Altogether, it is estimated that \$3,000 will scarcely cover the loss.

There were six persons in the store when the building fell, and their escape was almost miraculous. One of the clerks escaped midst falling canned goods, groceries, bricks and timbers. This is the second accident that has overtaken Mr. Bogue this year, his acetylene gas plant having exploded some months ago.

WILL DISCUSS THE CEYLON GREENS.

Mr. P. C. Larkin, of The "Salada" Tea Co., accompanied by his family, will sail on the Oceanic on July 24 on a visit to England. No doubt while over there he will

thoroughly discuss the Ceylon green tea situation with the many persons interested there.

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.

L. Chaput, Fils & Cie are offering canned goods at very low prices.

W. H. Gillard & Co. have some very fine quintal and brick cod for the haying season.

"Meerschaum" tobacco, cut smoking, packages 10 to lb., in stock with W. H. Gillard & Co.

The Eby, Blain Co. report large sales of the new breakfast cereal which they have just put on the market, called "Wheat-Os," a 2 lb. package of which retails at 10c.

A rapid sale is being made of New York ginger ale, of which W. H. Gillard & Co. are agents.

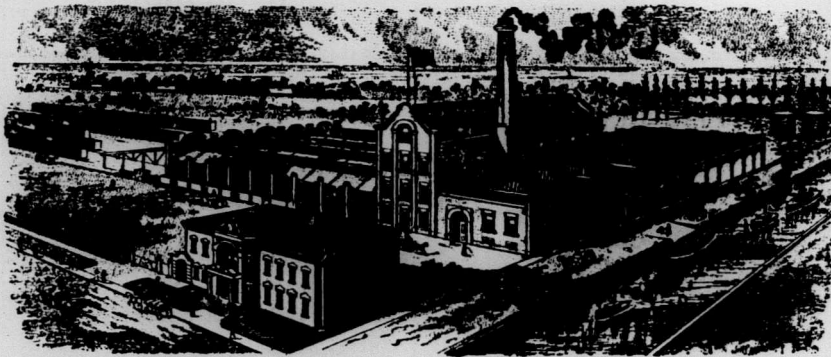
The "Salada" people say that last week's business was the largest they ever had, and greater than their entire output in 1894, the second year "Salada" was on the market.

VISIT FROM A FRUIT MAN.

Mr. C. J. Missir, of Missir & Co., Smyrna and New York, was in Toronto last week. He was introduced to the trade by Mr. Geo. Lightbound, and carried away pleasant recollections of the courtesies extended to him by the trade. Mr. Missir, who resides in New York, has just returned from a visit to his native land. When in Smyrna, Mr. Missir impressed upon his partners American ideas as to the conduct of his business, and, from a few minutes' conversation with that gentleman, one gathered that he was what might be termed "up to date" in matters appertaining to figs and raisins. Mr. Missir was also gratified with the liberal share of orders he carried away with him.

ARE YOU READY

SUNLIGHT SOAP



THE HOME OF SUNLIGHT SOAP TORONTO

MADE IN CANADA.

FOR THE DEMAND?

Lever Brothers, Limited, have pleasure in announcing that their Canadian Works for the manufacture of SUNLIGHT Soap are already in full operation.

SUNLIGHT Soap may now be had in "OCTAGON" shape as well as in "DOUBLET".

The specialties of Lever Brothers, Limited, now selling are :

*SUNLIGHT SOAP
Doublet.*

*SUNLIGHT SOAP
Octagon.*

*LIFEBUOY Royal
Disinfectant SOAP.*

*MONKEY BRAND
(Brooke's Soap).*

LEVER'S DRY SOAP.

*Y. ^{Wise} Head Z. SOAP
POWDER
(Royal Disinfectant).*

The later specialties will take the same premier position in their class as that now held by "SUNLIGHT" amongst Laundry Soaps.

*Price list on application to
LEVER BROTHERS, LIMITED,
TORONTO.*



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JOHN BAYNE MacLEAN,
Montreal.

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

TRAVELLERS' HOLIDAYS.

THE more one contemplates upon it the more one is persuaded of the wisdom of the action of the wholesale grocers, spice manufacturers, etc., in agreeing upon a uniform period for travellers' holidays. The period, it will be remembered, is from August 5 to 17, inclusive.

The relaxation will be a pleasant one to the travellers, and will give them an opportunity of going off in twos or threes or more holidaying in a way that travellers know how to spend a holiday when an opportunity affords. Plans for fraternizing have already been made, those hailing from Hamilton and Toronto having been invited by their confreres in London to be their guests for Saturday, August 17.

The agreement to close was signed by over 60 firms, comprising wholesale grocers and wholesale dealers and manufacturers of spices and woodenware in Toronto, Hamilton, London, Windsor, Sarnia, Collingwood and Brantford.

If there are any firms in any line allied to the grocery trade that have not yet fallen into line, it is to be hoped they will do so.

It is a matter that does not need a great deal of preparation. Give at the same time the city travellers their holidays, and thus allow all to have a good time together.

This holiday movement should not be confined to Ontario either. Let the wholesalers in all commercial centres in Canada fall into line. It is a season when trade is usually quiet, and letter orders can be depended upon to keep the wheels from getting rusty.

The names of the firms that have signified their intention to withdraw their travellers from the road during the period in question have already appeared in the columns of this paper, but we herewith reproduce them:

Toronto.—The Davidson & Hay, Limited; The Eby, Blain Co., Limited; Perkins, Ince & Co.; John Sloan & Co.; F. W. Humphrey; Thos. Kinnear & Co.; H. P. Eckardt & Co.; Warren Bros. & Co.; James Lumbers, wholesale grocers. Pure Gold Manufacturing Co., Limited; Todhunter, Mitchell & Co.; Toronto Coffee and Spice Co., Limited; Dalton Bros., spice manufacturers. Taylor, Scott & Co.; Boeckh Brothers & Co., wholesale woodenware.

Windsor.—J. F. Smyth & Co., wholesale grocers. Sarnia.—T. Kenny & Co., wholesale grocers. Collingwood.—The T. Long & Bros. Co., Limited, wholesale grocers.

Hamilton.—James Turner & Co.; Lucas, Steele & Bristol; Balfour & Co.; W. H. Gillard & Co.; Lumsden Bros.; Macpherson, Glassco & Co.; John Stuart & Co., wholesale grocers. Duncan Bros.; T. B. Greening & Co., wholesale teas. Walter Woods & Co., wholesale woodenware. Hamilton Coffee and Spice Co., Limited; W. G. Dunn & Co.; The F. F. Dalley Co., Limited; Harvey, Norman & Co., spice manufacturers. The Imperial Vinegar Co., Limited; Lumsden & Main, vinegar manufacturers.

London.—A. M. Smith & Co., T. B. Escott & Co.; John Garvey; M. Masuret & Co.; Elliott, Marr & Co.; Edward Adams & Co., wholesale grocers. Gorman, Eckert & Co.; London Coffee and Spice Co., spice manufacturers.

Brantford.—George Watt & Sons; George Foster & Sons, wholesale grocers. Snowdrift Baking Powder Co., spice manufacturers.

FROM THE PAN TO THE INDUSTRIAL.

THE proximity of the Pan-American should be a help rather than a hinderance to the Industrial Exhibition at Toronto, provided intelligent methods are employed by the managers to make it so. Toronto and Buffalo are only about three hours' journey apart, and, if the attractions of the former are properly brought to the attention of those who visit the Pan-American at the latter city, many of them can, doubtless, be induced to extend their journey to the "Queen City."

In fact, numbers of people who have been at the Pan-American are even now daily taking the journey across the lake to Toronto and other points in the Dominion.

We are pleased to note that the management of the Industrial is making some effort in the direction indicated, for every visitor will spend money that will directly or indirectly accrue to the benefit of the business men of this country.

Ideas are more likely to be caught than fish, provided one casts about diligently for them.

AN INTERESTING CASE.

THE question as to how far a firm or corporation can go in refusing to sell its wares to people who are able to pay for them has always been an interesting one.

A year or two ago one of the courts of the United States, we forget at the moment which one, ruled that the proprietary medicine combination could not be compelled to supply with its products firms who refused to comply with their conditions as to sale. And now the South Carolina Supreme Court has rendered a decision in regard to a telephone case which seems to be based on a premise somewhat to the contrary.

A Spartanburg merchant had in his store the 'phones of both The Bell Telephone Co. and The Citizens' Telephone Co. A fight being on between the two companies, the latter ordered the merchant to discontinue the use of the Bell telephone, and on his refusing to do so, removed its own instrument.

The merchant thereupon applied for a mandamus to compel the Citizens' company to restore its telephone, but the court before whom the application was made refused to grant the request. Nothing daunted, the merchant took the case before the Supreme Court of the State. And that court has just decided that a telephone company cannot deny the use of its instruments to an applicant because he persists in using the lines of a rival company.

A business man can get along without advertising just about as well as a vessel without steam or sail.

SIR RICHARD CARTWRIGHT AND THE HIGH COMMISSIONERSHIP.

A CHICAGO paper says a movement is on foot to remove Lord Strathcona from the High Commissionership in London and appoint Sir Richard Cartwright in his room and stead.

We hope it is only an idle rumor. As long as Lord Strathcona can be persuaded to retain the office it is to the interest of Canada that he should do so. He is easily the best High Commissioner Canada has had in London during the 18 years the office has been in existence. His personality, his business ability and his liberality have made him invaluable to Canada, and to replace him by one who has administered the chief business portfolio of the Government in such a perfunctory way would be a mistake most grave.

Our criticism of the High Commissioner's office in the past has been because of the attempt to impose upon it as well the duties appertaining to a bureau of commercial intelligence for the use of business men in Canada who desire to find a market for their products in the United Kingdom. This it cannot do, at any rate, as it is at present constituted. The function of the High Commissioner's office is chiefly diplomatic, not business. The latter is merely a sub line to it.

What Canada wants, and what the business men of Canada demand, is a commercial agent who shall give his whole time to the duties of the office. He must be a Canadian of practical business experience, and one who is conversant with the resources and affairs generally of the Dominion. Such men are not relatively numerous, but there are enough of them to enable the Government to make a wise selection.

Sir Richard Cartwright has been impertuned again and again by business men and by the press to make such an appointment, but he has done nothing, nor has he evinced any intention of doing anything. In the meantime the interests of Canada are suffering, but the Minister of Trade and Commerce does not appear to be at all perturbed.

We do not like to impute motives, but the High Commissionership would doubtless

be an acceptable place of refuge to Sir Richard, and he is possibly hoping some day to occupy the office and administer a commercial agency as well. But whether we are correct or not in imputing such motives to the Minister of Trade and Commerce we know full well that he has failed to comply with a demand that every business man and every newspaperman in the country knows to be in the interest of the Dominion.

We believe that the portfolio for which Sir Richard is best fitted is that of Minister of Finance. There is probably no man in Canada to-day in either of the two political parties who has the grasp of financial matters he has, but his cavalier treatment of business men has made him so unpopular with the commercial and manufacturing interests of this country that his appointment to the office would have raised a storm of indignation that would have been decidedly unpleasant to the leader of the Government.

Since appointed to the portfolio of Trade and Commerce he has, by his inertia and by his non-compliance with their reasonable requests, further increased the displeasure of the commercial interests of the country toward him, and to send him to London as High Commissioner would only still further accentuate it.

REFRIGERATOR CAR SERVICE.

WHOLESALE produce dealers are complaining of the way in which butter, shipped in refrigerator cars subsidized by the Dominion Government, arrives at their warehouses. The Government provides by means of generous subsidies for a regular service of refrigerator cars which covers practically all the principal dairy sections.

This system is important and well-devised, and is much appreciated by all interested. But of late, evidences of carelessness or inattention have accumulated. Butter sent by this system, and supposedly in refrigerator cars, has arrived in soft, unsatisfactory condition. It has been, in fact, little better, if as good, as that shipped in ordinary freight cars.

As inattention in such matters causes

direct loss to those interested it is not surprising that the wholesale dealers should be objecting strongly to the treatment they are receiving.

THE HEAT AND EGGS.

THERE is no produce that is affected more speedily by weather conditions than eggs; and consequently there is no line that is showing greater deterioration at the moment than this commodity.

Practically every shipment being received by wholesale dealers now shows a big "loss off" or "shrinkage," due to deterioration caused by the extreme heat. The loss from this cause is, in fact, greater than at any time for years, except possibly during a few days last year. The loss runs from 2 doz. per case to as high as 6, 7 or even 9 doz. per case.

This condition of affairs is not confined at the moment to the large Canadian centres, but is equally true of the principal United States cities.

One result of this condition of affairs is to cause wholesale dealers to handle carefully all shipments at time of receiving, and to charge back against shippers for all "loss-off." In view of this decision, it would be advisable for outside merchants to candle all eggs bought by them so as to charge the farmers for all deterioration. Even this will not save them from loss as there is sure to be shrinkage between the time of their receiving them and the time they arrive in jobbers' hands.

FINE QUALITY INDIAN GREENS.

A feature of the tea trade in Toronto is the samples of Indian green teas that are being submitted to the trade this week. They are from the Dooars and Sylet districts, and they are being offered at a most favorable price. But their chief recommendation is their quality. Those who have tested them say they are beautiful in style, and in cup quality exceptionally good. One dealer declares they are the finest he ever saw.

Hitherto green teas of India shown here have not been properly made.

But, however excellent the quality of the Indian teas may be, the attention of the public must be drawn to them if they are to become an important factor in the market, here in Canada or the United States.

HINTS TO MEN WHO ADVERTISE.

TASTY SEASONABLE "ADS."

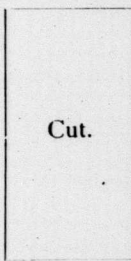
AN advertisement that caught my eye the other day was that of Findley Acker & Co., the Philadelphia retail grocers. It was not its particular uniqueness that attracted me. It was its neatness of display and appropriate wording. I cannot reproduce it exactly as it appeared, not having the cut of the tea package. It has been found necessary to put rule work in the place of the cut. And any retailer who may want to make the advertisement the basis for one in his local paper can also employ rule work with appropriate wording in the centre. The following is almost a fac-simile reproduction with the exception already noted :

ACKERS

Ceylon Blend Tea

Regular, 75c. lb. pkg.; 38c. ½ lb.

64c lb. pkg ; }
 ½ lb. pkg., 34c ; } This Week
 ¼ lb. pkg., 20c. }



Our popular blend. Ceylon Blend represents a selection of unusually choice teas, blended in such exact proportions as to produce a distinctive flavor.

It's a blend which gives universal satisfaction.

The ideal tea for icing — very refreshing.

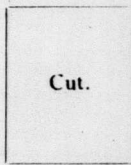
Here are a couple of other ads. from the same firm which may also prove of some use to our readers as the basis for their own advertisement :

ACKERS "H.G."

Baked Beans

Regular, 15c.

2 cans, 25c.; }
 \$1.45 doz. } This Week.



One of the "all ready" dishes for the picnic or everyday meal.

Prepared according to a "tried and true"

New England formula.

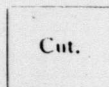
Very nutritious. Very palatable.

ACKERS

Potted Tongue

Regular, 10c. can.

3 for 25c. This Week.



A convenient little can of appetizing devilled or potted meat for lunch or for sandwiches.

Considered almost indispensable, by many, in the making of dainty sandwiches for the outing.

Of course, neither cuts nor rule work need be used, but the attractiveness of the advertisement will be enhanced by the use of one or the other. E.

SOME FIGURES FOR BUSINESS MEN.

The average business man believes in sending out 5,000 to 25,000 circular letters now and again. He calls it cheap advertising. Is it? asks National Provisioner. Let's see: 10,000 circulars or circular letters mailed one time at 1c. each cost \$100 for postage alone. If they are imitation typewriter print with each name written in to fool and entice the recipient, they will cost fully \$50. The envelopes for mailing them will cost \$25 more if they are of good quality. That means a total cost of \$175 at the lowest to get these circular letters into the mails as circulars. If the deception is carried to the limit, a 2c. stamp must be put on to rob the affair of its circular character. That means \$200 instead of \$100 for postage, or a total cost of \$275 to post 10,000 imitation typewritten letters at one mailing. To this must be added the office boy, or cost of addressing them.

Well, they go forth. How many of them find the waste basket without being read? How many are only seen by the mail opening clerk only?

A good trade paper will carry a full page ad. one time to 10,000 subscribers, and the thousands of others who borrow and read it. That costs \$60 to \$75. What a difference.

Now bookkeep it :

Circulars, 10,000, sent as letters at one mailing.	\$275
Trade paper, full page to 10,000 interested subscribers	7
Difference in favor of trade paper	200

Yet men willingly eat up their substance in circulars and growl at the economical and better medium, the respected trade paper.

The great business concerns advertise.

They do not waste money on circulars and letters which are not seen.

Wanamaker, Macy, Siegel - Cooper, Ehrich, Hearn, Simpson, Crawford & Simpson, Adams Bros. and other great New York department stores advertise. They do not fill your mails and mail boxes with circular letters. The other big successful men do the same. It's the small fellow who thinks he has found a cheap method who uses the circular letter.

Just think it over and ask yourself if the page ad. in a good trade paper is not really cheapest of all of your commercial travelers.

SAY WHAT YOU MEAN.

On the Bowery there is one man who owns a number of stores, and over each he has hung a sign which reads, "The Cheapest Man on Earth." The popularity of a certain song attests that the world "don't like no cheap man"; what would be the opinion of the world on the "cheapest" man?

On the same classic avenue a mission has adorned its front window with white enamel letters, reading "Come in a few minutes." Why not now? Perhaps the soul of some tramp is thirsting for the living waters at the moment, and "in a few minutes" it may be too late.

Both of these signs, the one over the pawnshop and the other over a mission, are advertising mistakes: they teach an elementary lesson to all purchasers of publicity, and that lesson is, say what you mean.—Profitable Advertising.

NEW WHOLESALE GROCERY FIRM.

William Bremner, Henry Williams Zealand, Charles Bremner, Joseph Hannon Horning, Thomas Simmon Ford, of Mitchell; Albert Scarsbrook, of Petrolea, and David Little, of Guelph, merchants, have been incorporated to carry on business as wholesale grocers under the corporate name of The Grocers' Wholesale Company, Limited. The capital of the company is \$100,000, and the head office of the company is to be at Hamilton.

KINGSTON GROCERS' PICNIC.

The annual picnic of the Kingston Retail Grocers' Association, which is to be held on July 24 this year, is likely to be a big affair. The programme includes a baseball game between two local teams, horse races, dog races, newsboys' races, Black Watch and mechanics' race, Battery race, Comfort Soap race, shampoo contest, bicycle races, and other events. It is estimated that nearly \$1,000 will be given in prizes. The 14th Battalion band will be in attendance.

WHAT DID WE TELL YOU

two years ago about

"SALADA" Ceylon Green Tea?

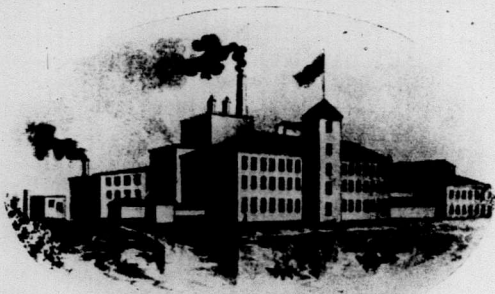
We stated then, on this page, and have stated often since, that **Japan Teas would disappear** from Canada and the United States, and that their place would be taken by Ceylon **Green Teas**.

Two years ago we were laughed at. To-day every wholesale firm in Ontario and Quebec are carrying them in stock; and the most conservative firms who laughed at our predictions now acknowledge them to be correct.

If you handle Japan Teas in your district it will pay you, we assure you, to give your very closest attention to **"SALADA" Ceylon GREEN Tea**. **Japan Tea is a sinking ship.** Do not stand by it.

Samples of "Salada" Ceylon Green, Black or Mixed, for the asking.

Address **"Salada"**--Toronto, Montreal.



For Fine Work.

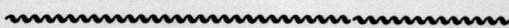
The delicate outline of each thread and stitch—the fresh clean appearance so desirable in light colored Summer wear—the absence of "smear" in fine fabrics—these are the characteristics of work done with

Celluloid Starch.

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

MAY SEEM EARLY

(but the early bird gets there every time) to place your orders for goods for **CIVIC HOLIDAY** and **FAIR** trade. Don't leave off and have goods on in a rush. Make up your mind what you want and let us hear from you. No better Biscuit or Candy on earth than ours.



THE CANADA BISCUIT COMPANY, Limited

King and Bathurst Streets, Toronto.

MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

Toronto, July 18, 1901

GROCERIES.

CONSIDERING the hot weather, a nice trade is being done this week. The most unsatisfactory feature of the trade is the sugar market, the demand being disappointing and prices weak. Canned goods, on the other hand, are in a rather more favourable condition, that is, as far as spot goods are concerned. Very little is being done in futures. Coffees are still meeting with a fair demand. Teas are quiet. There is quite a demand for currants, and business is keeping up well in prunes. Valencia raisins continue dull and weak. Prices on new season's fruit have been received here. They are lower than they were a year ago. Such goods as syrups, molasses, rice and tapioca are quiet. Payments are fair.

CANNED GOODS.

Quite a little business is being done in canned vegetables for prompt delivery. It appears, however, to be largely the result of a speculative demand, born of the belief that new goods will cost more than the figures ruling to day for old goods. Both wholesalers and retailers are buyers of old goods. Some of the wholesalers report that they have been able to get rather better prices than they could a week ago. The fact that the syndicate proposes, after August 15, to advance the price of canned tomatoes of 1900 pack $2\frac{1}{2}$ c. per dozen and that of peas and corn 5c. per dozen is no doubt influencing the demand to some extent—something, no doubt, that the syndicate earnestly desires. Spot goods are selling, as a rule, at 75 to 80c. for tomatoes and 75c. for peas and corn. The quotations for futures, which, in the absence of business, are nominal, are 85 to $87\frac{1}{2}$ c. per dozen for tomatoes, 80 to $82\frac{1}{2}$ c. for peas and corn, and 80c. for beans. Pea packing is about over, and it is expected that the pack will not be large. It is expected that the pack of tomatoes and corn will be rather late.

A number of transactions between

packers and wholesalers are reported in canned strawberries and raspberries, but very little is being done on retail account. The ruling figures at which raspberries and strawberries are being quoted to the retail trade are as follows: Strawberries, \$1.50 in syrup and \$1.75, preserved; raspberries, \$1.45 in syrup and \$1.70, preserved.

A good sorting-up trade is being done in canned salmon at \$1.60 to \$1.65 for Fraser River sockeye, \$1.50 to \$1.55 in northern sockeye, and \$1.20 to \$1.25 for cohoes. Fraser River sockeye for future delivery is still quoted at \$1.45 for less than 10-case lots, and \$1.42½ for 10 case lots and over. Northern sockeye for future delivery is quoted at \$1.30 for less than 10 cases, and \$1.25 for 10 cases and over. Very little is being done in futures, there being a disposition on the part of the wholesalers not to court business until affairs became more settled on the Coast. A telegram received in Toronto on July 16, read: "Expect a

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

short pack on the northern rivers; Fraser river not started."

COFFEE.

The outside markets are small and featureless with prices fairly steady. Business keeps fairly good on the local market. We quote: Green Rio, No. 7, $7\frac{3}{4}$ c.; No. 6, $8\frac{1}{4}$ c.; No. 5, $8\frac{3}{4}$ c.; No. 4, $9\frac{1}{4}$ c.

SYRUPS AND MOLASSES.

Syrups are quiet and featureless. Crop news from Louisiana is generally of an encouraging character, the indications being for a large output of molasses. The market in the meantime is dull with prices steady. We quote as follows: Corn syrups, barrels, 3c. per lb.; half-barrels, $3\frac{1}{2}$ c.; kegs, $3\frac{1}{4}$ c.; pails, \$1.40 each for three gallons, \$1.05 for 2 gallons. Sugar syrups range from 30 to 37c. per gallon, and New Orleans molasses at 23c. upward.

RICE AND TAPIOCA.

Rice is quiet and prices steady in the primary markets. B rice is quoted at $3\frac{1}{2}$ c. per lb. and Japan and Java rice at $5\frac{1}{2}$ to 6c. Tapioca is dull and easy. We quote $4\frac{1}{4}$ to $4\frac{1}{2}$ c.

SPICES.

Trade is fair locally, with the outside markets quiet and steady, but without particularly striking features.

TEAS.

Recent cables indicate that although prices in Yokohama are not quotably lower, the tendency is in buyers' favor, and representatives of leading Japan houses anticipate being able to lay down this season good serviceable teas suitable for the 25c. retail trade at lower prices than last year. Advices just received from Ceylon confirm what we recently said in regard to the dissatisfaction among the growers there in regard to the returns on green teas. During the last week or two there has been a little revival of business on the local market in green teas. Very little is being done in Indian and Ceylon black teas on the local market this week. Latest mail advices from London under date of July 5 say that the previous Monday's sale of Indian tea "passed with fair spirit, especially for better liquoring kinds of new season's teas." In regard to Ceylon teas, Gow, Wilson & Stanton say: "Tuesday's Ceylon sale comprised 22,904 packages, while 9,839 were printed for the auction in the private room on Thursday. The former sale was neglected by many dealers, the bulk being in consequence withdrawn; a great deal of the taken-out tea was, however, sold privately afterwards. Thursday's sale passed with good spirit at prices fully up to rates current last week." The same authority also says: "The prospect for tea growers is slightly improved by the smaller quantity shipped from India since April 1 and from Ceylon since January 1, the aggregate showing a reduction of about 7,500,000 lb. This; when taken in connection with the steady increase in the use of Indian and Ceylon tea in outside markets, is a hopeful feature, but by no means sufficient to relieve the overpressure occasioned by the recent heavy increase in production. The surplus must be largely worked off before any substantial relief is afforded."

SUGAR.

Since our last report nothing new has developed in the local refined market. The consumption is small for the season, and disappointment is naturally being expressed. An increased trade is, however, looked for when raspberries and other small fruits come more freely upon the market. The

Let him who buys read==I offer great advantages before removing my stock, now distributed in three warehouses, to my new building--

281 to 285 ST. PAUL STREET

ESPECIALLY--

- 150 Half-Chests Nice Uncolored Siftings, first-class liquor, at - 6c.
- 30 Half-Chests Moyune Young Hyson, at - - - - 12½c.
Can replace common Japan Teas. Are better liquor. Can also be used to mix with black.
- 50 Half-Chests Japan Nibbs, well made, of good liquor, at - 12½c.
- 100 Half-Chests Japan Tea, good leaf, strong, bright liquor, at - 15½c.
- 125 Half-Chests Japan Tea, early June leaf, splendid liquor, at - 18½c.
FULLY WORTH 20 CTS.
- 12 Half-Chests Young Hyson Points, worth 16c., but will close it out at 14c.
- 15 Half-Chests Fine Lapsang Souchong, extra fine liquor, Black Tea, at 27½c.
- 750 Catties Packling Congou Black Tea, at - - - - 12c.
My own importation. Fresh stock, a real job.
- 200 Half-Chests Saryune Congou Black Tea, very good liquor, at - 11c.

THIS IS A TREAT--

- 30 10-lb. Boxes Fine Orange Pekoe Ceylon Black Tea, at - 20c.
- 20 20-lb. " " " " " " " " at - 18c.
- 25 Half-Chests, 50-lbs. each, beautiful Golden Tipped Orange Pekoe Ceylon Black Tea, at - - - - 20c.

Ceylon Green, I have the best at the price, half-chests, at 15c., 17½c., and 20c.

...the "Gander" Japan Teas are the finest.

25 Half-Chests, 50-lbs. each, beautiful Golden Tipped Orange
Pekoe **Ceylon** Black Tea, at - - - - - 20c.

Ceylon Green, I have the best at the price, half-chests, at 15c., 17½c., and 20c.

Remember that the "Condor" Japan Teas are the finest.
They are away ahead of all others in value, from 19 to 40c.

THE "CONDOR LX"--The only tea imported from Japan in lead packets. A beautiful May Picking in 1-lb. and ½-lb. pkgs., at 27½c., has no rival to retail at 40c.

THE "OLD CROW"--A scientific blend of black teas in useful bronzed tins, at 17½c. to 35c. per lb. It makes friends.

THE "CONDOR" VINEGAR-100 grains. **THE "OLD CROW" VINEGAR**-75 grains.
They are distilled, pure, clear as crystal. They are strong.

THE "CONDOR" MUSTARD.
The only pure.
The best in the world.

THE "OLD CROW" MUSTARD.
A fine mixture which contains no injurious ingredients.

THE "NECTAR"--The perfection of all black teas put up in lead packets. Requires only one trial to prove its superiority over all others. It is delicious, refreshing.

MADAM HUOT'S COFFEE--Oh! that is the Coffee, pure, rich, creamy. None will compare with it.

To all lovers of the purest and best--I have Spices to offer, the very highest grades, the finest and purest goods.

I claim that in my special lines of Teas, Coffees, Spices and Vinegars. I can save you money. **TRY ME.** Ask for samples and prices.

E. D. Marceau, Montreal

Does Your Coffee Department Require Replenishing?

If so, we can quote you the lowest figures in the market, for absolutely the very finest quality of

Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, Etc.

Being direct importers and large buyers, we can consequently offer you some splendid values. Prompt shipment and satisfaction guaranteed. Be convinced of what we claim by sending for samples and prices.

S. H. Ewing & Sons, Montreal

beet-sugar market has been slightly irregular during the week. At one time it was $1\frac{1}{2}$ d. lower than at time of our last review, but prices recovered on Tuesday, the quotation now again being 9s. 3d. per cwt. f. o. b. Hamburg for 88 per cent. sugar. In the United States the refined sugar market is completely demoralized. The Arbuckles on Monday reduced their prices 10c. per 100 lb., their quotation for standard granulated now being \$5.35. While the Trust and the National refineries still quote \$5.50, it is understood they are really selling at \$5.45. McChan, of Philadelphia, is, however, meeting the cut of \$5.35. The market is even weaker in San Francisco than it is in New York, there having been a decline there of $\frac{1}{2}$ c. per lb., due, however, to a forced sale of 16,000 bbls. of granulated and to the anticipated large crop of beet sugar in California. Up to the time of going to press, no change has been made in prices in Canada.

FOREIGN DRIED FRUITS.

CURRENTS—Stocks are exceedingly light on spot, and there is a good demand, both from wholesalers and retailers. On Wednesday morning a Toronto broker received an inquiry from a western wholesale house, but was unable to find any available stock. Prospects for the new crop continue favorable, and it is expected that the market will open 2c. per lb. below the price ruling to day for old fruit. The ruling prices are 10c. for Filiatras, $10\frac{1}{2}$ to 11c.

for Patras, 12 to $12\frac{1}{2}$ c. for 1-crown Vostizas and 14c. for 5-crown do.

VALENCIA RAISINS—There is very little being done. The condition of the new crop continues favorable. Ruling quotations are: Fine off-stalk, $5\frac{1}{2}$ to 6c.; selected, 6 to $6\frac{1}{2}$ c.

PRUNES—The demand for prunes keeps up exceptionally well. Californian prunes are quoted at the following prices: 30-40's, 8 to $8\frac{1}{2}$ c.; 40-50's, $7\frac{1}{2}$ to 8c.; 50-60's, 7 to $7\frac{1}{2}$ c.; 60-70's, $6\frac{1}{2}$ to 7c.; 70-80's, 6 to $6\frac{1}{2}$ c.; 80-90's, $5\frac{1}{2}$ to 6c.; 90-100's, 5 to $5\frac{1}{2}$ c. French prunes, $3\frac{1}{2}$ to 4c.

CALIFORNIA DRIED FRUITS—Not much doing. We quote: Apricots, $11\frac{1}{2}$ to $12\frac{1}{2}$ c. per lb., in 25-lb. boxes; peaches, $8\frac{1}{2}$ to 10c. per lb., in bags, and 10 to 12c. in boxes.

GREEN FRUITS.

There is a liberal supply of raspberries, cherries and red currants. Strawberries are practically done. The demand for raspberries is good, and prices range from 9 to 11c. for red and 7 to 9c. for black. Cherries are worth 75 to 90c. for cooking and \$1 to \$1.25 for eating. Red currants are selling at 40 to 50c., gooseberries at 50 to 60c.; blueberries at 75c. to \$1. Some early apples are being imported from Illinois. Californian fruit is in good demand. "Hill's Early" peaches are worth \$1.40 to \$1.50; "Crawfords," \$1.75 to \$2. Pears are selling at \$4 and plums at \$1.75 to \$2. Lemons are stiffening in value, and \$5 is now asked for some stock. Bananas are steady at last week's prices, as are also oranges. Watermelons are selling fairly well at 30 to 40c. each. Pineapples are in good demand at \$3.25 to \$3.75 per crate.

COUNTRY PRODUCE.

EGGS—Owing to the extreme heat the "loss-off" continues unusually large. The

shrinkage ranges from 2 doz. to as much as 7 doz. per case. This has determined dealers to exercise care in candling here, and to charge all such loss against shippers. For fresh candled stock the range is from 11 to $11\frac{1}{2}$ c.

BEANS—The market is quiet. We quote \$1.60 to \$1.65 for hand-picked and \$1.50 to \$1.60 for primes.

HONEY—The market has not yet opened sufficiently to establish prices firmly, but, as there is every indication of a big crop, it is likely prices will be 2 to 3c. below last season. We quote 7 to 8c. for new extracted clover, and \$1.50 for No. 1 clover comb.

DRIED APPLES—There is practically nothing doing. We quote nominally 5c. for evaporated and 3 to $3\frac{1}{2}$ c. for dried apples.

POTATOES—There is not much doing in old potatoes, which continue steady at 35 to 40c. per bag. New potatoes are starting to arrive freely at \$1.20 to \$1.35 per bushel, and are selling readily at that figure.

BUTTER AND CHEESE.

BUTTER—Much of the butter coming to hand arrives in bad condition, so the market for really choice stuff is active, and prices are 1c. higher. We quote: Dairy prints, 16 to 17c.; best tubs, 16 to 17c.; seconds, 11 to 14c.; creamery prints, 20 to 21c.; boxes, 19 to 20c.

CHEESE—The market keeps steady, with a good trade being done. New cheese is firm at $9\frac{1}{2}$ to 10c. Old cheese is about done, but is steady at 10c.

FISH.

There is an excellent demand, especially for trout, whitefish and herrings. We quote: Fresh fish—Speckled trout, 25c.; red snappers, $12\frac{1}{2}$ c.; Spanish mackerel, $12\frac{1}{2}$ c.; cod-

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

Toronto Commission Houses.

New Messina Lemons

Get our special quotations for "Long Keepers" for your Summer trade.

Pineapples

We are now in a position to fill your orders for all grades of this popular fruit.

McWilliam & Everist,

Wholesale Fruit, Produce and Commission Merchants
25 and 27 Church St., TORONTO, Can.
Long Distance Phone Main 645.
Warehouse Phone Main 3394.

**Butter Cheese
Eggs Poultry**

Consignments Solicited.
Highest Prices. Prompt Returns.

The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

Butter Wanted

In Tubs and Pails. Ship to us.

Rutherford, Marshall & Co.
Commission Merchants,
68 Front Street East, Toronto.
Telephones Main 4226 and 4227.

The **DAWSON** Commission
Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

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

ESTABLISHED 1869

Geo. Stanway & Co.

Brokers and
General Commission Merchants

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

Correspondence Solicited.

For Catchy Money-Making Lines in
BISCUITS

WRITE

THE HOME CAKE CO.
QUELPH, ONT.

Samples and prices on receipt of Post Card.

fish, 7c.; whitefish, 7c.; trout, 7c.; halibut, 9c.; sea salmon, 15c.; haddock, 6c.; herring, 3c.; British Columbian salmon, 15c. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5 1/2 c. per lb.; steak cod, 6 1/2 c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4 1/2 c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN—The wheat market is steady. Red and white are quoted at 67c. at outside points, middle freights. Manitoba wheat is worth 89 1/2 c. for No. 1 hard, grinding in transit, or 88c. Toronto and west. The movement on the local street market is fair. We quote: Wheat, white and red, 71c.; goose, 69 to 69 1/2 c.; oats, 35c.; rye, 52 to 52 1/2 c.; barley, 47c.

FLOUR—The demand is excellent and prices steady. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4.20; Manitoba strong bakers', \$3.95; Ontario patents, \$3.30 to \$3.60; straight roller, \$3.20.

BREAKFAST FOODS—There is a steady demand, with prices unchanged. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.25 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

VEGETABLES.

There is an excellent demand. We quote: Carrots, beets and turnips, 20c.; lettuce, radishes and watercress, 25c.; mint and parsley, 20c.; cauliflower, 50c. to \$2; celery, 60 to 75c.; cabbage, 40 to 60c.; corn, 15c.; cucumbers, short, 60 to 90c.; long, \$1 to \$1.50; onions, 40c. per peck or \$3.50 per sack; tomatoes, 50c. per box; butter beans, 75c. to \$1 per bushel.

HIDES, SKINS AND WOOL.

HIDES—Owing to the steady advance in values in the United States, the market here has risen steadily for three weeks. An advance of 1/2 c. this week makes a total advance of 1 1/2 c. in three weeks. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8 1/2 to 9c.

SKINS—There is a steady trade, but no change in quotations. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1.

WOOL—The market is steadier. We quote: Combing fleece, washed, 13c., and unwashed, 8c.

MARKET NOTES.

It was erroneously stated in last week's issue that Warren Bros. & Co. had purchased the entire pack of The Strathroy Canning Co. It should have read the entire pack of that company's sifted peas.

Valencia raisins, under the brand of Thomas Nelson & Son, Denia, Spain, and London, England, will be on the Canadian market this year.

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD OHUM.

SEAL OF NORTH CAROLINA

OLD GOLD

CIGARETTES

RIOHMOND STRAIGHT OUT.

SWEET CAPORAL.

ATHLETE.

DERBY

... EVERY ...

COMMISSION MERCHANT

in Canada should have a card in these columns. We will be pleased to talk to you about it and quote rates.

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

Stovel Building, **WINNIPEG, CANADA.**
P.O. Box 731.

JOSEPH CARMAN . . .

**WHOLESALE MERCHANDISE BROKER
AND MANUFACTURERS' AGENT.**

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange
Correspondence and Agencies Solicited.

Storage, Track Facilities.

Foreign Shippers

If you want to offer your goods in
WINNIPEG, CANADA. we will be
pleased to answer your inquiries.

E. NICHOLSON

Wholesale Commission Merchant and
Broker.

115 Bannatyne St. East, **Winnipeg, Canada.**

Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.
LIMITED.**

**IMPORTERS OF FOREIGN AND DOMESTIC
GREEN AND DRIED FRUITS, NUTS, Etc.**

151 Bannatyne St., 12th St.,
WINNIPEG, MAN. BRANDON, MAN.

Winnipeg Advertising Agents.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly
attended to by

**The Roberts Advertising Agency,
WINNIPEG, CANADA**

QUEBEC MARKETS.

Montreal, July 18, 1901.

GROCERIES.

THE excessive heat naturally has had a depressing effect on trade, which, though up to the average for the season, has not been active during the past week. The market is without any special feature. Probably the most important item of news is that the sugar market is weak, due to a decline of 10c. on the part of some New York refiners. The feeling here is decidedly bearish at the moment. Canned goods on spot are somewhat firmer, wholesalers now selling at the canner's new prices. Two cargoes of molasses are on their way to this port from the Barbadoes. In teas, trading is still dull, although Japans maintain their firmness, and dealers are paying rather higher for what goods they buy than they did last year. The dried fruit market is unchanged; currants are active and raisins immoveable.

SUGARS.

In spite of the drop of 10c. in the price of granulated sugar, the market remains weak, and some New York refiners dropped prices 10c. again on Monday. Here, no change is reported as yet, but a decline would not come as a surprise to the trade. The demand is steady. The price to day is \$4.50 for granulated and \$3.85 to \$4.45 per 100 lb., according to quality, for yellows. Raw beet is easier, being quoted at 9s. 1½d. as against 9s. 6d. a month ago.

SYRUPS.

Business in this line is virtually at a standstill. Prices are nominally unchanged at 1½ to 2c. per lb. for cane syrup and 3 to 3¼c. for corn syrup, according to package.

CANNED GOODS.

There is no powerful incentive to induce the wholesalers to buy stocks heavily this year as they did last, and, in spite of the 60 per cent. clause, they are not ordering the new pack very freely. All they wish to get is sufficient to fill early contracts, and, as for the rest, they intend to allow the syndicate to carry the bulk of the stock. Travellers are now taking orders for new pack goods at prices above those asked for immediate deliveries. Vegetables to arrive are quoted at 85 to 87½c. for tomatoes; 80 to 85c. for corn; 80 to 85c. for English garden peas; 82½ to 85c. for sweet wrinkled peas; 85 to 90c. for early peas; \$1 to \$1.10 for fine French peas, and 77½ to 80c. for golden wax beans. Last year's pack may be obtained at 5c. below the new crop quotations. These prices will probably continue in vogue till some large stocks in wholesalers' hands are reduced.

Fair orders are being booked for fruits to arrive. Salmon continues firm.

SPICES.

But few sales have been reported. Prices are unchanged. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

RICE.

The market stands without any new feature. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags, and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¼c. per lb.

TEAS.

It would be difficult to report any improvement in teas. The amount of Indian teas in stock in London on June 30 was 32,566,000 lb., and the average of public sale prices for the month was 5¼d. per lb., against 7d. per lb. for June last year. An English report says in regard to the Indian tea market: "There is no vitality to business, a generally depressed condition having been brought about by the fact that many buyers have their resources still locked up in large stocks of duty-paid tea, while they and others who may not be so situated have the knowledge that large quantities are available on hand to supply their requirements. A change in the tone may come quietly and unexpectedly as soon as the indications of quantity likely to arrive are more definite and reliable." As for Ceylons, the same report says: "On comparison, the statistical position of Ceylons looks fairly healthy, especially having in view the reduction in imports, as compared with last year, which may be looked for. The imports for the three months of April, May and June have successively shown a decline on last year's figures, but the shipments made during June from Colombo are a good deal in excess of the estimate. It is to be hoped that producers in Ceylon will continue to keep down the yield, because, should they not do so, there can be little prospect of an improvement upon the present low range of prices."

A letter received this week from Foo Chow states that the new crop of Congous is short, and shows poor drawing qualities. Souchongs are an average yield, and produce a good liquor, while the quality of Saryunes is much better than that of last

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

Victoria Fruit Merchants.

From the Atlantic to the Pacific,

OKELL & MORRIS'

(Gold Medal Brands) of Whole Fruit Preserves

Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars

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

Victoria B. C. Commission Merchants

PATTON & SONS

Wholesale Produce

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

Consignments Solicited.

Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

Toronto Fruit Merchants.

..CALIFORNIA ORANGES..

CANADIAN BERRIES,
" CHERRIES.

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

ALL AT LOWEST MARKET.

HUSBAND Bros. & Co.

82 Colborne St., Toronto

Telephone Numbers—Main 3428, Main 54.

CLEMES BROS.

Just TORONTO Everybody Address TORONTO Knows Us

Are you going to speculate in 10 or 25 boxes Summer-Keeping

LEMONS ?

Write us about them.

FREE SAMPLE TO REMOVE STAINS FROM CLOTHING.

H AND H
TRADE MARKTHE NOW "FAMOUS" CLEANER
as used by C.P.R.

JAMES McINTOSH, 34 Yonge St., TORONTO

year, both leaf and liquor being satisfactory. As yet, very little business has been done, the settlements to date being 34,000 half-chests, against 48,000 last year. Japan teas are firm and unchanged.

FOREIGN DRIED FRUITS.

CURRENTS—The market is a fairly active one, with no accumulation of stock. Dealers are selling half cases from 10 to 11c.

RAISINS—The stock of Valencia raisins in the city has been materially reduced, but there are still some good quantities of Californian fruit offering. Valencia goods are worth 5c. for fine off stalk, 5½c. for selected, and 6c. for layers. Californian raisins are worth 6¼ to 7c.

PRUNES—Are rather slow just now, when fresh fruit is plentiful. Californian prunes are worth 5 to 5½c. for 90's to 100's; 6½ to 7½c. for 60's to 70's and 7½ to 8c. for 40's to 50's. French prunes are selling at 3 to 5c.

EVAPORATED FRUITS—Apples remain quite firm at 6¼ to 6½c. Apricots, peaches and pears are rather slow.

GREEN FRUITS.

The market has been very strong on hot-weather goods. Lemons are in an exceedingly heavy demand, and, as holdings are light, an advance is looked for. Oranges are very scarce, as are also bananas. Californian fruit receipts have been light the past week, and this is the cause of heavy advances. Raspberries are coming in more freely, and are selling at 9 to 11c. to-day. We quote: Messina oranges, 200's, \$3 to \$3 50 per box and \$1.50 to \$2 per half box; Messina lemons, 300's, \$3 50 to \$3 75; 360's, \$3 25 to \$3 60 per box; Californian apples, \$3 per box; pineapples, 20 to 25c.; Tennessee tomatoes, \$1.25 to \$1.50; new Bermuda onions, \$3 per crate; Californian plums, \$1.75 to \$2 per box; peaches, \$1.40 to \$1.75; limes, \$1.50 per box; gooseberries, 40c. per basket; raspberries, 9 to 11c.

COUNTRY PRODUCE.

EGGS—Business on local account is fair, but as yet the export trade has not opened up fully. Canded stock has been selling at 11½ to 12c., straight receipts at 10½ to 11c., and No. 2 stock at 9 to 9½c.

HONEY—The demand is slow and the market dull. We quote: White clover honey in comb, 12½ to 13½c.; white extracted, 9 to 10c.; buckwheat, in comb, 9 to 10c., and extracted, 7 to 8c.

POTATOES—It is difficult to secure good sound goods. New potatoes are growing in importance and the old stock is falling off in price. The best price obtainable in carlots is 45c.

ASHES—The tone of the market is steady with but a small business passing. We

GET YOUR BULK MIXED PICKLES AND FROM— CHOW CHOW TAYLOR & PRINGLE OWEN SOUND, ONT.

Owing to the increased demands on us by the grocery trade, who recognize the worth and selling qualities of

"Capstan" Brand

grocery articles, we have been compelled to remove our manufacturing plant to larger premises and a better shipping centre.

We are now installed in our new factory at 50 Jarvis Street, Toronto, where we can meet your demands favorably.

The Capstan Mfg. Co., formerly of Collingwood, Ont.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST
NUTRITIOUS.

COCOA

BOECKH'S BRUSHES

are good brushes.

WHY THEY ARE GOOD

Because we spare no expense to keep the quality up to the highest standard, and they have gained a reputation that has created a demand from the Atlantic to the Pacific.

It pays to handle them, as they never fail to please the customer.

**BOECKH BROS. & COMPANY
TORONTO.**

quote : Firsts, \$4.25; seconds, \$3.85, and pearls, \$6.75 to \$7 25 per 100 lb.

LIQUORS.

SCOTCH WHISKIES.

	Per case of quarts.	
Roderick Dhu	\$9 50 less 3 p.c. 30 days	
Usher's O.V.G. Special Reserve	9 75	" " "
Usher's G.O.H.	12 25	" " "
Gaelic, Old Smuggler	9 75	" " "
Greer's O.V.H.	9 50	" " "
Old Mull	9 75	" " "
Sheriff's One Star	10 25	" " "
" V.O.	10 50	" " "
Kilmarnoch	9 75	" " "
Doctor's Special	10 00	" " "
House of Lords	10 75	" " "
Bulloch, Lade & Co.—		
Special blend	9 25	
Extra special	11 00	
John Dewar & Sons—		
Extra special	9 50	
Special liqueur	12 25	
Extra	16 50	
James Ainslie & Co.—		
Highland Dew	6 75	
Glen Lion, extra special	12 50	
J. Br. wn & Co.—		
Duke of Cambridge	12 00	
Mitchell's—		
Heather Dew	7 00	
Special Reserve	9 00	
Mullmore	6 50	
W. Teaches & Sons—		
Highland Cream, qts., \$9 50 less 3 p.c. 30 days.		

CANADIAN WHISKIES.

	In barrels per gal.
Gooderham & Worts, 65 O.P.	\$4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O.P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
Hiram Walker & Sons	2 20
J. P. Wiser & Son	2 19
J. E. Seagram	2 19
H. Corby	2 19
Imperial, Walker & Sons	2 90
Canadian Club, Walker & Sons	3 60
	Less than one bbl. per gallon.
65 O.P.	\$4 55
50 O.P.	4 15
Rye	2 25

CHAMPAGNE.

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

	Quarts.	Pints.
Comte de Castellane—		
Cuvee Reservee	\$12 50	13 50
Carte d'Or	15 00	
Champagne Ve Amiot—		
Carte d'Or	16 00	
" Blanche	13 00	
" d'Argent	10 50	
Pommery—	Quarts.	Pints.
Sec and Extra Sec	\$28 00	\$30 00
Mumm's—		
Extra Sec	28 00	30 00
Moet & Chandon—		
White Seal	28 00	30 00
Brut Imperial	31 00	33 00
Perrier-Jouet—		
Fruit	28 00	30 00
Reserve Dry	28 00	30 00

GIN.

	Per Case.
Pollen Zoon—	
Red, cases of 15 bottles	\$9 75
Green, " 12 "	4 75
Violette, " 12 "	2 45
P. Hoppe "Night Cap" Brand—	
Red, cases of 15 bottles	10 50
Green, " 12 "	5 25
Yellow, " 15 "	10 75
Blue, " 12 "	5 40
Poney, " 12 "	2 50

	Per Gal.
Draught—	
Hogsheads	\$2 95
Quarter casks	3 00
Octaves	3 05

	Per Gal.
De Kuyper—	
Violet, 2 doz. cases	5 30
Green, " "	6 00
Red, " "	11 50
White, " "	4 00

Terms, net 30 days, 1 per cent. off 10 days. In five-case lots, freight may be prepaid.

	Per Gal.
Key Brand—	
Red cases	10 25
Green " "	4 85
Poney " "	2 60

	Per Gal.
Melcher's—	
Infantes (4 doz)	4 75
Picnic	7 75
Poney	2 60
Blue cases	4 75
Green " "	5 50
Red " "	10 25
Honeysuckle, small	7 90
" large	15 25

FLOUR AND GRAIN.

FLOUR—The demand is almost purely a local one. Prices are steady. We quote as follows : Manitoba spring wheat patents, \$3 95 to \$4.20; winter wheat patents, \$3.45 to \$3.70 ; straight roller, \$3.20 to \$3.40 ; in bags, \$1.55 to \$1.65 and Manitoba strong bakers', \$3.50 to \$3 90.

GRAIN—We quote : No. 1 spring wheat, 74c. afloat July ; peas, 80½c. ; rye, 56 to 56½c. ; No. 2 barley, 50 to 51c. ; oats, 35 to 35½c. ; buckwheat, 60 to 61c. ; corn, 54 to 55c.

OATMEAL — Fair sales are reported at unchanged prices. The barrel is worth \$3.60 to \$3.80, and the bag \$1.75 to \$1.85.

FEED—The market shows an improved tone, owing to a better demand, but prices are unchanged. We quote : Ontario bran, in bulk, \$13 ; shorts, \$14 ; mouffle, \$20 to \$24 per ton ; Manitoba bran, including bags, \$14, and shorts, \$16.

BALED HAY—In baled, hay a fairly active trade continues to be done, and, as supplies of desirable goods are not excessive, prices are sustained. We quote : No. 1, \$10.50 to \$11.50; No. 2, \$9.50 to \$10.50, and clover, \$8.50 to \$9 per ton in carlots on track.

CHEESE AND BUTTER.

CHEESE—The market has shown some improvement during the week, and prices have scored several advances. Trading has been put through at 9½c. for Ontario makes, 9½c. for Townships and 9¼c. for Quebecs.

BUTTER—The market remains steady, but the demand is not particularly active. At the wharf creamery sells at 19½ to 21c. Fancy creamery is very scarce.

WHEAT FOUR FEET HIGH.

One of the finest samples of this year's growing wheat crop was brought to The Free Press office yesterday afternoon by Mr. Andrew Strang. The sheaf stands over four feet and was taken from the farm of Mr. Otto Gaube, proprietor of the Commercial Hotel, Altona, a few miles from the village. It is a beautiful indication of the productive soil of the Province.—Free Press.

NEW BRUNSWICK MARKETS.

St. John, N.B., July 15, 1901.

THE interest of the week has been the naming of prices on vegetables by the association. It was somewhat of a surprise that corn, peas and tomatoes should be as high as last year. There have been a good many old goods bought. In general business is quiet. Cream of tartar is rather easier, though there is no change in price. There has been a strong effort made by the grocery clerks toward shorter hours, and it looks as if they would have at least some success. The retail stores close at seven, except on Saturdays. It has been a shame the hours that have ruled, the stores being kept open late every night, and Saturday till midnight.

OILS—In burning oils there is but small movement. In price there is no change, but the market is not a strong one. Paint oils show less sale, the best season of demand being over. Prices are quite firmly held. In lubricating oils, this is a quiet season, though there is a good general business. Prices are low. In cod oil, a little new is being received. The price is quite high. The market is bare. There is a demand for seal oil at a fair price. Wax and candles are unchanged.

SALT—There is quite a little to arrive within a week, and buyers would do well to place their orders ex-vessel. This is a good season for sales, though the country bought very freely in the spring. In fine salt there is a fair sale, chiefly for Canadian. Bulk salt in barrels has a good demand. We quote : Liverpool coarse, \$10 to 55c.; English factory-filled, 95c. to \$1 ; Canadian fine, \$1 per bag ; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each ; 10-lb. wood boxes, 14c. each ; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—The interest is in vegetables, the prices being named by the association during the past week. There was some surprise that they should be so high. Buying will not be large. Quite a few have been carried over, and quite a quantity of old goods have been bought at quite low figures. This will tend to hurt business and will mean little profit. In fruits there has not been a general quoting of prices. There are some oranges in figures quoted. Strawberries have been quite freely bought. The price is quite firm. Meats are quite active at even figures. Salmon are very firm. Little is doing at present. New haddies and sardines are offered. The competition keeps local fish low, except in kippered, in which the demand exceeds the supply.

GREEN FRUITS—This is the active line

Fruit for July.

Watermelons, Lemons, Oranges, California Pears, Peaches, Plums, Bananas.

We have everything in the line. If you are interested and not already getting our weekly price lists, send us your name on a card.

Wanted, consignments of **HUCKLEBERRIES**, Prompt re urns. References, R. G. DUN & Co.

WHITE & CO., ...TORONTO



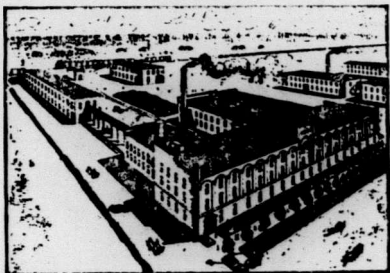
The Illustrious Barnum Once Said

"You can fool **all** of the people some of the time, and **some** people all of the time, but you cannot fool **all** the people **all** the time."

Now, this applies to vinegar equally to the circus business. There was a time when the consumer thought he had to use that yellowish tinted, harsh, unpalatable article sold as vinegar—that time has passed, and the retailer that offers such "stuff" in this enlightened and scientific age will soon find his vinegar trade become beautifully less, and his competitor, who handles the first class article, has largely increased his vinegar business and **profits**.

IMPERIAL WHITE WINE, for instance, has largely increased his trade and profit. "Imperial" is the acme of vinegar manufacture. Clear, Sparkling, Smooth, Even-Flavored, and guaranteed full Government Strength. The best for all purposes that vinegar can be used.

IMPERIAL costs no more than other first class vinegars. See that the name "**IMPERIAL**" is on the barrel.



THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,
Knight and Imperial
Parlor Matches



The well and favorably-known
Hero and Jumbo
Sulphur Matches

Our Leaders that give the dealers a big profit: { Imperial Parlor, 1,000 matches, to retail for 5 cents.
Jumbo Sulphur, 1,000 " " " 5 "

Our goods are put up in neat and attractive packages, and are for sale by all first-class grocers.

"My Little Girl Lives on Them"

was said to us by one of our customers recently of our Baked Beans. While that statement may not be **literally** true, it conveys the idea that we have been trying to express. It is a proof of the satisfying quality of our product. Ask us for a "Sample."

THE KENT CANNING CO., Limited - Chatham, Ont.

with Californian pears freely offered and tending lower. Californian fruits have a large sale. Plums have been in good demand. Apricots are about done. Few oranges are being sold. The price is quite high. Bananas are free sellers. Some watermelons are offered, but the sale is still light. The price is quite high. Lemons have a good sale. There has been a sharp advance in prices. This is the busy season in the American market. Pines are but fair sellers. Strawberries have continued very low, being plentiful. They have been lower than usual. Raspberries are offered, but the sale is more limited, except in the wild berries, in which the quantity shipped from some parts of the Province is very large. Nova Scotian cherries are quite freely received, and prices are tending lower.

DRIED FRUITS—This is a quiet line in spot goods. Raisins of all kinds, but particularly Valencias, are dull. Buyers are looked for. Currants are in light demand. The sale is for cleaned. In dates, there is some sale for package goods. Futures are also being sold. Prices are low. The dark dates seem to have the demand. Peels are being bought, and there is a good business, even though citron is costing quite a little higher than last year. Onions are light stock. Shipments of Egyptian are done. In evaporated apples, while there is a light demand, prices are higher, and it is thought new goods will open high. There is some inquiry for dried.

DAIRY PRODUCE—Eggs are but fair sellers, and though stocks are not large, the price is quite low. There is quite a wide range in prices. Butter is somewhat firmer, though still low. There is inquiry for best stock. Cheese keeps quite firm. The local demand is for twins.

SUGAR—The refinery has dropped back to the figures before the advance, the market going off ten cents during the past week. There is a large sale. The continued presence of foreign granulated keeps figures low. Yellows sell slowly.

MOLASSES—There is a cargo of Porto Rico landing and further lots are to arrive. The market is kept low by the offerings of some importers, so that some are inclined to hold stocks, though there seems small chance of higher figures. Barbados is offered. Some nice stock has been received.

FISH—Fresh salmon are still the chief movement. The catch has been quite large, and prices have been well maintained. The market is firm. There is little other fresh fish, except cod and haddock. Dry cod-fish are rather higher. Pollock have little sale. Pickled Bay herring are lower, there being but little sale at this season. There are fair arrivals of new fish. Smoked herring show no change. Business is quiet. The hot weather affects shipments to the West Indies. We quote: Large and medium dry cod, \$3.75 to \$3.85; small, \$2.15 to \$2.30; haddies, 5 to 6c.; smoked herring, 11 to 12c.; fresh haddock and cod, 2 1/2c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$1.75 to \$1.85 per half bbl.; Canso herring, \$5 per bbl., \$2.75 per half bbl.; shelburne, \$1.50 per bbl., \$2.25 per half bbl.; salmon, 11 to 12c.

FLOUR, FEED AND MEAL—Flour is easy and the demand light. The feeling favors low prices. Oats are light sellers. Oatmeal shows a wide range in price, but seems firm. Business is small. Cornmeal sells freely. Prices are rather higher, and strong with an upward tendency. Beans are light sellers, but western prices are rather firmer. Blue peas are high and sup-

plies scarce. Local demand for hay is dull. We quote: Manitoba flour, \$4.70 to \$4.75; best Ontario, \$3.80 to \$3.90; medium, \$3.65 to \$3.80; oatmeal, \$3.85 to \$4; cornmeal, \$2.35 to \$2.40; middlings, \$2.2 to \$2.3; oats, 40 to 42c.; handpicked beans, \$1.65 to \$1.75; prime, \$1.55 to \$1.60; yellow eye beans, \$2.40 to \$2.60; split peas, \$1.10 to \$1.15; blue peas, \$1.25 to \$1.40; pot barley, \$3.85 to \$4; hay, \$12 to \$13.

MARKET NOTES.

Northrup & Co. daily receive consignments of Nova Scotian cherries.

The F. C. Colwell Co. have a further shipment of Corona dates and figs to hand.

Thomas Gorman is again at his desk after a pleasant, though somewhat warm, holiday trip to Boston and the beaches.

SOCKEYE SALMON PRICES IN THE U.S.

A private telegram from the Coast to-day received by the agents of one of the largest outside packers on Puget Sound, who also has interests in Alaska, quotes the following prices on the 1901 pack: Fancy sockeye, talls, \$1.20; flats, \$1.35, and halves, 90c.; Cohoes, medium red fish, halves, 75c.; flats, 1-lb., \$1.10; humpbacks, best grade of pink, 70c. for talls; red Alaska, half flats, 75c.; flats, \$1.10. Prices are l.o.b. Puget Sound, usual terms. In this connection it may be mentioned that some packers recently made prices a shade lower than the figures above. The prices just named, it is stated, are guaranteed against the average prices of the new combine, and in some quarters there is a feeling that these figures will be the ruling basis from now on.

Talk on the street regarding probable opening prices by the new combine favors a basis of values around \$1.40 for flats and \$1.25 for talls. While there is, so far as can be learned, no authority on which to base this view, those best posted on salmon matters say they would not be surprised if the \$1.40 basis for flats were fixed eventually when the Coast combine begins operations.—N. Y. Journal of Commerce, July 13.

PIG FEEDING.

In a pig-feeding test at the South Carolina Experiment Station it was found that the hams from the pigs fed from the different crops were all cured in the same way. The shrinkage did not vary greatly, ranging from 22 to 27 per cent. The lean meat in the hams from the pigs fed with Spanish peanuts exclusively was coarse and stringy. The hams were tainted somewhat, though treated like the others in every particular. The lard from these pigs had a lower melting point than that from those fed with the other crops.

The amount of the different feeding stuffs required to produce a pound of pork was: Corn, 6.02 pounds; Spanish peanuts, 4.43 pounds; sweet potatoes, 32.47 pounds, and cowpeas, 4.91 pounds. Taking account of the gains made and the yield of different crops, and rating pork at 5 cents per pound, the corn was calculated to be worth \$6.97 per acre; Spanish peanuts, \$24.37; sweet potatoes, \$18.47, and cowpeas, \$6.12.

The pigs used in this test, which covered thirty-three days, weighed from 117 to 200 pounds when the trial began. They were regarded as too large for the best results.—National Provisioner.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

TRAVELLER WANTED.

WHOLESALE GROCERY HOUSE WANTS traveller for section between Brockville and Pembroke. Must have good connections. State salary expected. Box 56, CANADIAN GROCER, Toronto. (30)

AGENCY WANTED.

A RELIABLE MANUFACTURERS' AGENT, travelling in the Maritime Provinces and Newfoundland, wants to represent on commission, a reliable provision house or wholesale grocer, in addition to his present business. Apply to JOHN B. HARRY, box 163, North Sydney, N.S. (35)

— CANADIAN —

Kippered Herrings

New pack, now in store.

WARREN BROS. & CO.
TORONTO.



ROSS' HIGH GRADE TEA

In supplying YOUR trade do you take PURITY into consideration; ROSS' High-Grade Tea is the only pure Ceylon tea on the market, all others are mixed with China and other teas.

THE ROSS TEA CO. TORONTO.

This cities of publica dealers page — Goo All call dai

BUT

Dairy, " " Cream, " Cheese Eggs, "

GA

Apple, " Aspar Beets, Black Blueb Beans Corn, Cherr, " Peas, " Pears " Pinea " Peach " Plum " Pump

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CURRENT MARKET QUOTATIONS

July 18, 1901.

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

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

BUTTER, CHEESE AND EGGS

	Montreal.		Toronto.		St. John, Halifax.	
Dairy, choice, large rolls, lb.	\$0 14	\$0 14½				
" " pound blocks	16	17	16	17	18	19
" " tubs, best	16	17	16	17	18	19
" " tubs, sec. grade	15	16	12	14	12	14
Creamery, boxes	19½	20	17	20	18	20
" prints	21		20	21	20	22
Cheese, new, per lb.	9½	10	9½	10	10	10½
Eggs, new laid, per doz.	11	11½	11	11½	10	12

CANNED GOODS

	Montreal.		Toronto.		St. John, Halifax.	
Apples, 3's	90	0 90	0 75	0 90	1 00	1 10
" gallons	1 65	1 75	2 00	2 00	2 15	2 25
Asparagus	2 20	2 25	2 00	2 40		
Beets	1 00	1 00	95	1 10		
Blackberries, 2's		1 30	1 40	1 70	1 50	1 50
Blueberries, 2's	80	85	75	85	95	1 00
Beans, 2's	80	90	75	80	90	95
Corn, 2's	70	80	70	75	80	85
Cherries, red, pitted, 2's	2 15	2 20	2 10	2 25	2 30	2 40
" white	2 00	2 15	2 00	2 25		
Peas, 2's	70	80	70	75	80	85
" sifted	90	1 00	1 00	1 00	1 10	1 15
" extra sifted	1 00	1 10	1 25	1 30	1 20	1 25
Pears, Bartlett, 2's	1 40	1 60	1 50	1 75	1 75	1 80
" 3's	1 90	2 00	2 00	2 40	2 25	2 50
Pineapple, 2's	1 75	2 40	2 25	2 50	2 15	2 25
" 3's	2 40	2 60	2 50	2 60	2 50	2 60
Peaches, 2's	1 50	1 90	1 75	1 90	1 80	1 85
" 3's	2 25	2 90	2 50	2 75	2 70	2 85
Plums, green gages, 2's	1 25	1 35	1 10	1 25	1 30	1 40
" Lombard	1 00	1 25	1 00	1 10	1 30	1 50
" Damson, blue	1 00	1 25		1 00	1 10	1 30
Pumpkins, 3's		85	80	85	1 00	1 25
" gallon			2 10	2 25	2 10	2 25
Raspberries, 2's	1 45	1 60	1 60	1 80	1 70	1 75
Strawberries, 2's	1 70	1 85	1 80	1 90	1 75	1 80
Succotash, 2's	1 00	1 25		1 15	1 10	1 15
Tomatoes, 3's	75	80	75	80	90	1 00
Lobster, tails	2 75	3 20	3 25	3 50	3 00	3 25
" 1-lb. flats	3 00	3 75	3 50	3 70	1 25	1 25
" ½-lb. flats	1 75	1 85	1 75	1 80	1 75	1 75
Mackerel	1 00	1 10	1 15	1 25	1 35	1 45
Salmon, sockeye, Fraser	1 50	1 85	1 75	1 85	1 50	1 75
" Northern			1 60	1 65	1 50	1 60
" Horseshoe						
" Cohoes	1 10	1 25	1 25	1 30	1 25	1 50
Sardines, Albert, ½'s	12	12½	12½	13	14	15
" " "	20	21	20	21	20	21
" Sportsman, ½'s	11½	12		12½	12	12
" " "	19	20		21	20	21
" key opener, ½'s	9	11	10½	11	16	18
" " "		18	18½	23	10	11
" P. & C., ½'s	20	22½	23	25	23	25
" " "	27½	30	33	36	33	36
" Domestic, ½'s	4	4½	4	4½	4	4½
" Mustard, ½ size, cases	7	8	9	11		
" 50 tins, per 100	7 50	11 00	8 50	9 00	8 00	9 00
Haddies		1 00	1 10	1 15	1 00	1 10
Kipper Herrings	1 00	1 85	1 00	1 75	1 00	1 10
Herring in Tomato Sauce	1 00	1 55	1 00	1 70		2 00

CANDIED PEELS

	Montreal.		Toronto.		St. John, Halifax.	
Lemon, per lb.		10		11	12	13
Orange, "		11		12	13	13
Citron, "		15		15	15	17

GREEN FRUITS

	Montreal.		Toronto.		St. John, Halifax.	
Oranges, Rhodi				3 50	3 00	3 50
" Cal. late Valentias				4 50		
Lemons, Messina, per box	1 50	2 75	4 50	5 00	4 50	5 00
Bananas, Firsts, per bunch	1 25	2 25	1 75	2 25	1 50	2 00
Apples, per bbl	4 00	5 00				
Cocoanuts, per 100			3 50	3 75	3 00	3 25
Pineapples, Floridas, per crate			3 25	3 75	12	15
Strawberries, per quart	0 08	0 15			12	16
Cal. Peaches				1 75	1 25	1 50
" Plums				1 75	1 80	2 00
" Apricots					1 80	2 00
" Pears				4 00	3 50	3 75

SUGAR

	Montreal.		Toronto.		St. John, Halifax.	
Granulated St. Lawrence and Red		4 50		4 68	4 65	4 75
Granulated, Acadia		4 45		4 63		4 60
Paris lump, bbls. and 100-lb. bxs		5 00		5 18		0 06
" in 50-lb. boxes		5 10		5 28		
Extra Ground Cane, bbls.		5 00		5 45		
Powdered, bbls		4 65		5 20	5 55	5 80
Phoenix		4 35		4 68		
Extra bright coffee		4 40		4 58		
Bright coffee		4 35		4 53	4	4½
Bright yellow		4 25		4 43	3 75	4 00
No. 3 yellow		4 15		4 33		3 50
No. 2 yellow		4 05		4 23	3 80	3 92½
No. 1 yellow		4 00		4 18		
No. 1 yellow		3 85		4 08		

HARDWARE PAINTS AND OILS

	Montreal.	Toronto.	St. John Halifax.
Wire nails, base	\$2 85	\$2 85	\$3 20
Cut nails, base	2 85	2 35	2 85
Barbed wire, per 100-lb.	3 05	3 05	3 50
Oiled and Annealed Wire, No. 9		2 80	
White lead, Pure	6 25	6 37½	6 80
Linseed oil, 1 to 4 bbls., raw	83	81	83
" " " boiled	86	84	86
Turpentine, single bbls.	55	55	57

SYRUPS AND MOLASSES

	Montreal.	Toronto.	St. John Halifax.
Syrups—			
Dark	1 75	30	32
Medium	2 30	35	34
Bright	2 30	37	36
Corn Syrup, barrel, per lb.	3	3	36
" " ½ bbls. "	3½	3½	
" " ¾ bbls. "	3½	3½	
" " 3 gal. pails, each	1 40	1 40	
" " 2 gal. "	1 05	1 05	
Honey		1 00	
" 25-lb. pails		1 40	
" 35-lb. pails	1 20	1 40	
Molasses—			
New Orleans	22	30	23
Barbadoes		29	24
Porto Rico		38	42
Antigua			
St. Croix			

CANNED MEATS

	Montreal.	Toronto.	St. John Halifax.
Comp. corn beef, 1-lb. cans	1 50	\$1 85	\$1 60
" " 2-lb. cans	2 75	3 30	2 80
" " 6-lb. cans	8 50	11 00	8 75
" " 14-lb. cans	20 00	24 50	20 00
Minced callops, 2-lb. can		2 75	2 60
Lunch tongue, 1-lb. can	3 00	3 90	3 00
" " 2-lb. can	6 00	7 90	5 80
English brawn, 2-lb. can	2 40	2 75	2 75
Camp sausage, 1-lb. can			4 00
" " 2-lb. can			1 50
Soups, assorted, 1-lb. can	1 15	1 50	2 20
" " 2-lb. can	2 40	2 45	1 80
Soups and Boull, 2-lb. can	1 75	2 50	4 25
" " 6-lb. can	3 50	5 85	4 50
Sliced smoked beef, ½'s	1 65	1 70	1 65
" " 1's	2 75	3 10	2 80

FRUITS

	Montreal.	Toronto.	St. John Halifax.
Foreign			
Currants, Provincials, bbl			12
" " ½-bbls.			12½
" " Fillatras, bbls	10		
" " " "	10		
" " " cases	10	9½	10
" " " "	10½	9½	10
" " Patras, bbls			12½
" " " "			12
" " " cases	11	10½	11
" " " "	11	10½	11
Vostizzas, cases	14	15	13
Dates, Hollowees	3	4	4
" " " "	3	4	4
Fig, 10-lb. boxes	70	90	12
" " Mats, per lb.	8	3½	3½
" " 7 cr., 25-lb. boxes			16
" " 1-lb. glove boxes			12
Prunes, California, 30's	8	8	10
" " 40's	7½	7½	8
" " 50's	7	7	8
" " 60's	7	6	7
" " 70's	6½	6	6½
" " 80's	6	5½	6
" " 90's	5½	5	5½
" " 100's	5	4½	5
" " Bosnia, A's			9
" " " B's			8
" " " U's	5	7½	6½
" " French, 50's			6
" " " 110's	3½	3½	4
Raisins, Fine off stalk	5	5½	8
" " Selected layers	5½	6	9
" " " "	6	6½	10
" " Sultanas, 2-crown	8	10	12
" " " 3-crown	5	5½	8½
" " " 4-crown	6	6½	9
" " " seeded, 3-cr.	9½	10	10
" " Malaga, Lon. layers	1 50		2 25
" " Black baskets			2 50
" " Blue baskets			2 80
" " Dehesa clusters		3 00	3 25
" " Choice clusters	2 75	3 00	3 50

PROVISIONS

	Montreal.	Toronto.	St. John Halifax.
Dry Salted Meats—			
Long clear bacon	10	11	11½
Smoked meats—			
Breakfast bacon	14	14	14½
Rolls	11	11	12
Medium Hams	13	14	14
Large Hams		12½	13
Shoulder hams	11		9
Backs		14	14½
Meats out of pickle ic. less			
Barrel Pork—			
Canadian heavy mess	19 50	20 00	19 00
" " short cut	20 00	21 00	19 00
Plate beef	12 60	13 50	14 00
Lard, tierces, per lb.		11	10½
Tubs		11½	11
Pails		11½	11½

Our Handsome

BRASS TEA SCOOPS AND STOCK CANISTER

will give universal satisfaction to the dealer, and the

Queen Alexandra Blend Tea

that goes with it is superior to anything ever offered **CANADIAN** merchants. Send along your order for **ONE HUNDRED POUNDS NET**, and you will not only be delighted with the scoops and canisters, but also be well pleased with **QUEEN ALEXANDRA TEA**, which costs you **30c.** per lb. delivered.

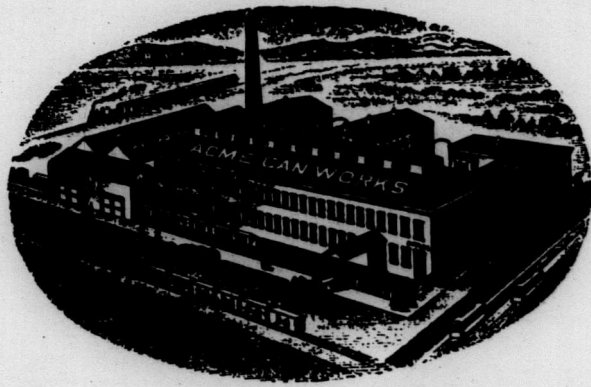
ON APPLICATION we will furnish you with samples.

THE "OZO" CO., Limited
MONTREAL.



COFFEE	Montreal.	Toronto.	St. John, Halifax.
Green—			
Mocha.....	24	23	28
Old Government Java.....	27	30	30
Rio.....	10	7½	9½
Santos.....		9½	10½
Plantation Ceylon.....	29	26	30
Porto Rico.....		22	25
Gautemala.....		22	25
Jamaica.....	18	15	20
Maracalbo.....	13	13	18
NUTS			
Brazil.....		15	16
Valencia shelled almonds.....	31	30	35
Tarragona almonds.....	11½	12½	13
Formegetta almonds.....			14½
Jordan shelled almonds.....	40	40	43
Peanuts (roasted).....	7½	8	10
" (green).....	6½	7	9
Cocoanuts, per sack.....	3 00		3 50
per doz.....		60	70
Grenoble walnuts.....	9½	10	12
Marbot walnuts.....		9½	9
Bordeaux walnuts.....	7	8	10
Sicily filberts.....	9	10	11½
Naples filberts.....		10	11
Pecans.....	10	12	15
Shelled Walnuts.....	19	20	25
SODA			
Bl-carb, standard, 112-lb. keg.....	1 65	1 80	2 00
Sal soda, per bbl.....	70	75	80
Sal Soda, per keg.....	95	1 00	1 00
Granulated Sal Soda, per lb.....			1
SPICES			
Pepper, black, ground, in kegs.....			
palls, boxes.....	16	18	18
in 5-lb. cans.....	14	17	15
whole.....	15	17	19
Pepper, white, ground, in kegs.....			
palls, boxes.....	26	27	26
5-lb. cans.....	25	26	27
whole.....	23	25	25
Ginger, Jamaica.....	19	25	22
Cloves, whole.....	12	30	14
Pure mixed spice.....	25	30	25
Cassia.....	13	18	20
Cream tartar, French.....	25	24	25
" best.....	28	25	30
Allspice.....	10	15	13
WOODENWARE			
Pails, No. 1, 2-hoop.....	1 90		1 60
" 3-hoop.....	2 05		1 75
" half and covers.....	1 75		1 70
" quarter, jam and covers.....	1 45		1 20
" candy, and covers.....	2 70	3 20	1 75
Tubs No. 0.....	11 00		8 50
" 1.....	9 00		7 00
" 2.....	8 00		6 25
" 3.....	7 00		5 35

PETROLEUM	Montreal.	Toronto.	St. John, Halifax.
Canadian water white.....	14½	15½	17½
Sarnia water white.....	16	17	16½
Sarnia prime white.....		18	16½
American water white.....		19	18
Pratt's Astral (barrels extra)	18½	19	19½
Black— TEAS			
Congou—Half-chests Kalsow, Moning, Paking.....	13	60	12
Caddies Paking, Kalsow.....	17	40	15
Indian—Darjeelings.....	35	55	30
Assam Pekoes.....	20	40	20
Pekoe Souchong.....	18	25	18
Ceylon—Broken Pekoes.....	35	42	35
Pekoes.....	20	30	20
Pekoe Souchong.....	17½	40	17
China Greens—			
Gunpowder—Cases, extra first	42	50	42
Half-chests, ordinary firsts	22	28	22
Young Hyson—Cases, sifted extra firsts.....	42	50	42
Cases, small leaf, firsts.....	35	40	35
Half-chests, ordinary firsts	22	28	22
Half-chests, seconds.....	17	19	17
" thirds.....	15	17	15
" common.....	13	14	13
Pingsueys—			
Young Hyson, ½-chests, firsts	28	32	38
" " seconds.....	16	19	16
" Half-boxes, firsts ..	28	32	28
" " seconds.....	16	19	16
Japans—			
½-chests, finest May pickings	38	40	38
Choice.....	32	36	33
Finest.....	25	30	25
Fine.....	25	27	27
Good medium.....	22	24	25
Medium.....	19	20	21
Good common.....	16	18	18
Common.....	13	15	15
Nagasaki, ½-chests, Pekoe.....	16	22	
" Oolong.....	14	15	
" Gunpowder.....	16	19	
" Siftings.....	7½	11	
RICE, MACARONI, SAGO, TAPIOCA.			
Rice—Standard B.....	3 00	3 10	3 ½
Patna, per lb.....	4 25	4 50	5 ½
Japan.....	4 40	4 90	6
Imperial Seeta.....	4 60	4 90	5 ½
Extra Burmah.....			4 ½
Java, extra.....		5 ½	6
Macaroni, dom'ic, per lb., bulk	5	6	7 ½
" Imp'd, 1-lb. pkg., French.....	8	12	10
" " Italian.....	3	4	4 ½
Sago.....	3 ½	4	4 ½
Tapioca.....	3 ½	4	4 ½



THE ACME CAN WORKS

Manufacturers of ALL KINDS OF CANS
for

Meats, Fish, Fruit, Vegetables,
Spices, Syrups, etc

WE MAKE A SPECIALTY OF

Key Opening Cans

USING THE LATEST AND BEST SYSTEMS.

Write us for prices
on anything you
require in our line.

Office and Factory, Ontario St., MONTREAL



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 de-
clared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



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Write
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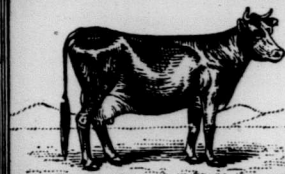
Boeckh Bros.
& Company,

TORONTO.

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



DWIGHT'S



SODA

It's Not Only The Men

whom good things please. Ladies
enjoy a good cake, bread, or bun, as well as
any man, and wise grocers will help them in
their efforts to excel in their baking by selling
Dwight's Cow Brand Soda. Its purity and
uniform strength ensure best results.

John Dwight & Co., Toronto and Montreal

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

WE WANT YOU
to handle

VICTORINE

We are busy meeting the demands.
No washing compound ever found such
popular favor.

WRITE FOR SAMPLE.

VICTORINE (Incorporated)
MONTREAL.

It Will Pay

you to get our quotations before buying

MOLASSES

Barbados and Porto Rico.

We are the largest direct importers in New Brunswick.

BAIRD & PETERS, ST. JOHN, N.B.

THE PROVISION TRADE.

The Markets—Look After the Ice Box—Miscellaneous Notes.

LOOK AFTER THE ICE BOX.

THE ice box is the butcher's summer care and trouble. A whiff of hot summer air rushing into the cooler causes more damage and loss than one might at first suspect.

Keep your meats in the back of the ice box, so that the inrush of air will not reach the easily affected fresh stuff until that air is chilled. If the outside air strikes the meat it will burn and turn black. Such stuff will have to be trimmed off or sold at scrap rates. Then, again, the amount of ice which it will take to overcome one good puff of hot air into the box is very large.

Close your ice box at 1 p.m. and let it remain closed until as near 6 o'clock as your trade will allow. It is more economical to have a small glass refrigerator for the small cuts which are being used up than to keep these laying on the counter to get off color and off condition. It is better also to have this glass refrigerator than to be rushing into the cooler for every order. Such continuous opening of the market refrigerator is expensive. These summer hints are worth attention. The old way of keeping the ice box door on the swing is a money-losing way.—National Provisioner.

MEAT FOR NORTH OF ENGLAND.

A despatch from London says: American enterprise backed by British capital, has arranged to build extensive cold storage plants of abattoirs at Barrow in Furness. Messrs. Howard Crosby and Cooke, representing New York and Chicago capitalists, held a conference yesterday with the directors of the Furness Railway, which owns Barrow docks, and agreed on the details of the project.

The English interests are of the strongest character, the Duke of Devonshire being chairman. Mr. Cook plans to erect the most complete packing establishment in Europe, modelled on the latest American pattern, at a cost of \$150,000, and expects that the allied Leyland-Atlantic Transport line will bring American cattle, apples, and West Indian fruits in great quantity as soon as adequate receiving facilities are available. Throughout the north of England there is a ready market.

IT WAS NOT THEIR BOX.

Our St. John, N.B., correspondent writes: "Mr. White, representing The Wm. Davies Co., called on 'The Grocer' this week to say that if there was any unsatisfactory Canadian beef here it was not shipped by his company, as he was continually getting repeat orders from our trade."

RENEWED COMPETITION WITH CANADA.

Canadian exporters of butter and cheese will soon be encountering renewed competition from the United States. Judging from the report, just to hand from their Department of Agriculture, the producers of butter in the United States are now fully alive to the fact that the butter trade has slipped out of their hands—almost entirely to the great advantage of Canada, Denmark, and the Australasian colonies. The Department of Agriculture has accordingly

requested the Industrial Commission to investigate the causes of the decline in the United States trade, and from the result of its inquiries it appears that the system of Government inspection in use in Denmark and in certain colonies is to be adopted.—British Trade Journal.

A PIG AS CUPID.

This happened this week at Wilkesbarre, Pa.: An old bachelor and a matured maiden—their combined ages exceeding a century—fondled the same orphan pig so much and so long over the same slop pail that both claimed it. The man was hog enough to take it and the maid piggish enough to sue him for possession. The judge, emulating Solomon, said: "I'll have it killed and divided equally between you." Both objected. "Then, there's only one other way, and that's for you two to get married, and keep the pig in the family." They did, then and there.

HAVE AN EYE TO THE FUTURE.

The Montreal Retail Grocery Clerks' Association have come to the conclusion that Montreal must be the distributing point of groceries for the North Pole, when it is located, and have decided to champion Capt. Bernier's expedition. To assist him in his endeavor they have rented Sohmer Park for the afternoon and evening of August 8, where they hope to have a great gathering to hear Capt. Bernier and some of his ardent supporters. The French-Canadian mariner will be presented with a share of the gate receipts.

PRODUCE IMPORTS INTO LIVERPOOL.

According to the weekly circular of the Anglo-Canadian Produce Co., Limited, the imports of dairy produce and provisions into Liverpool this year up to July 5 and for the corresponding period last year were as follows:

	To July 5.	To July 4.
Cheese, boxes	347,938	457,472
Butter, packages	263,760	36,038
Bacon, boxes	318,862	311,007
Hams, boxes	130,267	130,973
Lard, tons	44,237	22,269

Stocks in Liverpool on the undermentioned dates were as follows:

	June 29, 1901.	May 31, 1901.	June 30, 1900.
Cheese, boxes	40,038	38,245	47,791
Butter, packages	4,838	1,981	1,216
Bacon, boxes	13,159	14,074	16,341
Hams, boxes	4,916	6,204	6,706
Shoulders, boxes	2,076	3,253	2,577
Lard, prime steam, tierces	5,960	3,582	12,927
" refined, " tons	2,122	1,718	1,261

THE PROVISION MARKETS.

TORONTO.

The demand for dressed meats is moderate, but prices are steady. We now quote as follows: Dressed hogs, \$9.25 to \$9.50 per cwt.; sheep, \$6 to \$7 per cwt.; yearling lambs, \$7.50 to \$8 per cwt.; spring lambs, 11 to 12c. per lb.; beef carcasses \$7.50 per cwt, for best and \$6 to \$7 for mediums; hind quarters, 8 1-2 to 9 1-2c. for best; fore quarters, 4 1-2 to 5 1-2c. for best; calves, \$8 to \$8.50 for best and \$6 to \$7 for mediums.

Pork products continue to stiffen in value. Live hogs are steady at \$7.25 to \$7.50.

Long clear bacon, rolls, hams, and backs are 1-2c. dearer. We quote as follows: Long clear bacon, 11 1-2c. Smoked meats—Breakfast bacon, 14 1-2 to 15c.; rolls, 12c.; small hams, 13 1-2 to 14c.; medium hams, 13 1-2 to 14c.; large hams, 12 1-2 to 13c.; shoulder hams, 11 1-2c.; backs, 14 to 14 1-2c. Barrel pork—Canadian heavy mess, \$19.50 to \$20; Canadian short cut, \$21; lard, tierces, 10 3-4c.; tubs, 11c.; pails, 11 1-4c.

MONTREAL

Trade in provisions is rather slow, yet the market remains quite firm. Prices are not materially changed. We now quote: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.88 for 1 to 24 pails; \$1.86 for 25 to 49 pails; \$1.82 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; cottolene, 9 1-4c. per lb. in tierces, and 10 1-4c. in 20-lb. pails, and 10c. in 50-lb. boxes, for Quebec.

ST. JOHN, N. B.

There is but limited business. Pork continues high. In beef there is not the same extreme price, and Canadian, which is offered quite freely, tends to further easy figures. Some nice goods are being received. Lard is still high, but quite free sales are reported. Compound shows steady business. Cottolene has been advanced. Smoked meats tend higher.

NEW YORK.

In New York, the exporters have been figuring in a moderate way over pork; they have bought refined lard a little more freely. The steam lard here is rather under neglect by shippers, but it is taken more freely by the refiners. The city cutters have held prices of bellies firmly because of the cost of hogs; their stocks are moderate; demands are of a reserved order; a good demand prevails for hams. Indeed, all meats are firmer in price.

The Western Packing Company, Limited, Winnipeg, Man., with a capital stock of \$75,000, has been incorporated.

EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

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

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

SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

We are large dealers in EGGS and BUTTER. WRITE US.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants
76-78-80 Front St. E. - TORONTO.

Don't get in a rut
but sell . . .

REGISTERED
Bow Park
BRANDS

Sweet Pickles

and head the procession,
as they always lead.

Prepared by
Shuttleworth & Harris,
BRANTFORD, ONT.

BREAKFAST BACON.

REGISTERED
Bow Park
BRAND
BACON

is pleasing more people every
day and hundreds of people
will have no other. If you want
to sell a delicious bacon that
will satisfy your customers,
write us at once for a price
list.

The Brantford Packing Co.
BRANTFORD, ONT. LIMITED

**Sugar-Cured
MEATS**

are high and will be high in price during the
summer. We can give you a good selling line
of

SHOULDERS

at reasonable prices. These are Sugar-Cured,
Mild, and cut up well, in place of the higher-
priced Hams.

F. W. FEARMAN CO.

Limited
Pork Packers, Lard Refiners,
Butter and Cheese Dealers.
Hamilton, Ont.

THE CANADIAN PACKING CO.
LONDON, ONT.



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

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

M. E. BOIVIN, grocer, etc., Ottawa, has assigned, and a meeting of his creditors will be held on the 22nd inst.

Alderic Lacombe, grocer, Montreal, is offering to compromise.

Pierre Desormiers, grocer, Montreal, is offering to compromise.

E. Armstrong, grocer, Beamsville, Ont., is offering to compromise.

Kearns & Co., grocers, Orangeville, Ont., have assigned to John M. Bennett.

Samuel A. Doupe, general merchant, Lucan, Ont., has obtained extension of time.

N. Messier & Co., flour and feed dealers, St. Henri de Montreal, Que., have assigned to Alex. Desmarceau.

Welsh & Son, grocers, St. Catharines, Ont., assigned last week to E. D. Voisard, St. Catharines, but the assignment has since been transferred to F. H. Lamb, Hamilton, Ont.

PARTNERSHIPS FORMED AND DISSOLVED.

Small & Pidduck, tea merchants, etc., Victoria, B.C., have dissolved.

Chas. Brosseau & Co., grocers, St. Johns, Que., have dissolved, and Mrs. Chas. Brosseau has registered as proprietress.

SALES MADE AND PENDING.

The assets of Oscar Voisard, grocer, Montreal, have been sold.

The assets of Ali. Lamontagne, confectioner, Que., have been sold.

George Dunlop, grocer, St. John, N.B., has closed out under bill of sale.

The assets of N. Messier & Co., grocers, St. Henri de Montreal, are to be sold.

The business of W. E. Todd, confectioner, etc., Windsor, Ont., is advertised for sale.

The stock, etc., of the estate of Fred. W. Hill, grocer, Winnipeg, is offered for sale by auction.

The assets of Rooney & Co., cigar dealers, etc., Montreal, are to be sold on the 26th inst.

The assets of Mrs. Octave Beaudet, grocer, etc., St. Pierre des Becquets, Que., are to be sold this week.

CHANGES.

Turcotte & Raynault have registered as grocers in Montreal.

N. A. St. Clair, grocer, Toronto, has sold out to W. J. Flewelling.

W. A. Wilkins, grocer, etc., London, Ont., has sold out to Mrs. Currell.

Wm. T. Stenberg, grocer, London, Ont., has sold out to P. H. Ranahan.

J. & W. Kearney are starting as wholesale tea and coffee dealers, Montreal.

Bergeron & Gauthier have registered as grocers, etc., Shawenigan Falls, Que.

Switzer & Goode, grocers, etc., Oliver's Ferry, Ont., have retired from business.

Palmer & McClay, confectioners, Clinton, Ont., have sold out to Caroline McClay.

Mrs. J. D. Theunissen has registered as grocer, under the style of Emma Proulx, Montreal.

P. M. Lawrason, soap manufacturer, London, Ont., has been succeeded by Smith & Lawrason.

Dame Anselie Scott has registered under the style of J. E. Gingras & Co., general merchants, Three Rivers, Que.

FIRES.

Ira Fifield, cheese manufacturer, Jasper, Ont., has been burned out; insured.

We're Filling Lots of Orders

For **Clark's Meats**

They must be good; people don't buy poor meats and keep buying them.

You should carry a full line NOW.

60 Varieties



**IRISH PROCESS
CANADIAN BACON.**

"There is nothing too good for the Irish" has heretofore literally applied to the product of their packing houses, but with the firm conviction that what is good enough for the Irish is not too good for Canadians, we have succeeded in producing a line of

Hams and Bacon Unexcelled in the World.

The fine flavor is preserved, and the nutritive qualities enhanced.

Do you handle it? If not, write

**The Farmers' Co-Operative Packing Co.
of BRANTFORD, Limited.**

Our Brands Give Satisfaction.

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

Hot Weather Specials

READY FOR LUNCHEON:

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

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

The Park, Blackwell Co., Limited

Packers and Exporters,

TORONTO, CANADA.

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

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

MUNICIPAL RAILWAYS IN EUROPE.

Report by R. Guenther, U.S. Consul-General at Frankfurt.

DR. A. VON DER LEYEN, a railroad expert, has published an article in the June number of The German Review concerning the management of the Government railroads of Prussia.

He demonstrates that the example of Prussia in buying the private railroads and running them on Government account has contributed to popularize this system in other countries, and states that not only have the other German states followed it, but that almost all the other European countries have purchased the existing railroads.

The Austrian Government railroad net has to-day a mileage of almost 6,300 miles; that of Hungary, about 8,150 miles. Since 1882, a great change has taken place in Russia; of the then existing 14,000 miles of railroad, only about 40 miles were owned by the Government. The total mileage in 1897 was about 21,300 miles, of which 15,780 miles belonged to the Government. To this must be added the Government railroads in Finland and Asiatic Russia, the Trans-Caspian and the Siberian railroads. The Servian, Roumanian, and Bulgarian

railroads are owned exclusively by the respective Governments.

Of the northern European kingdoms, Denmark has a Government railroad system of 1,167 miles and 525 miles of private railroads.

Norway's railroads belong almost exclusively to the Government.

Sweden has 2,303 miles of Government and 4,387 miles of private railroads. The Government has not yet succeeded in acquiring the latter, although efforts have been made to do so.

Belgium, in 1898, through the purchase of the Grand Central Belge and some minor private roads, became the possessor of the whole Belgian railroad system.

Holland acquired all the remaining private railroads in 1890; they are, however, operated by two private companies.

The Italian Government purchased all private main railroads of Italy in 1885 and leased them for 20 years to private corporations. Dr. Von der Leyen states that both the last countries have had unpleasant experiences with this arrangement.

Switzerland, after long discussion, resolved by federal law in October, 1897, to gradu-

ally purchase all the private railroads. On January 1, 1901, the first federal railroads were operated by the Government.

By agreements of 1883, the six large French private railroads had their rights recognized by the Government, and no change has been made in the policy in that country. The relatively small Government railroad system, located between the Orleans and the Western railroads, has remained intact. As the private railroads, however, have received large subsidies from the Government, and as they will revert to the State in the second half of the present century, they can hardly be considered purely private railroads.

Of the countries which have a private railroad system exclusively, only England and the United States remain, and the writer remarks that it would not seem that this condition will soon be changed. He adds that it would be difficult to prove that the railroads of these two countries show more efficiency than the continental ones. To an American travelling in Europe, however, it is apparent that as far as comfort and convenience are concerned, the American railroads are far in the lead, and the English come next.

Damage to the extent of \$200 was done by fire to Choquette's grocery store, Notre Dame street, Montreal.

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

CAUTION

To the Trade:

There are numerous cheap imitations of

"GILLETT'S GOODS"

on the market. In many instances directions and other printed matter have been copied word for word.

GILLETT'S LYE is an article that has probably been imitated oftener than anything else. When

you are told that **BLANK'S LYE** is just as good as **GILLETT'S** and cheaper, don't believe it.

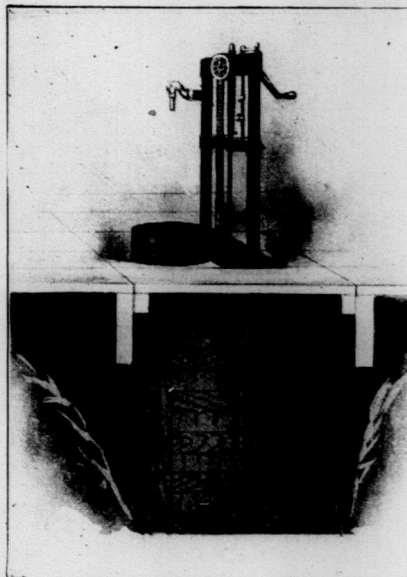
Be on your guard and have nothing to do with it. An article of as good quality **CANNOT** be sold cheaper.

GILLETT'S CHEMICAL WORKS

Established 1842.

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

???? **WHY** ? ? ? ?



UNDER THE FLOOR OUTFIT.

SHOULD YOU BUY ...A...

BOWSER

New Century

3 Measure Self Measuring

OIL TANK ?

THERE ARE

100 REASONS 100

WHY ?

Space will not permit us to enumerate them all, but here are a few that suggest themselves:

- WHY ? Because it will save you money.
- WHY ? Because it will prevent all waste and slop.
- WHY ? Because it will soon pay its cost and become a profit earner.
- WHY ? Because the Bowser is the only All Metal oil pump built.
- WHY ? Because it has the Anti-Drip nozzle.
- WHY ? Because it has the Dial Discharge Register.
- WHY ? Because it has the Double Float Indicator.
- WHY ? Because it has the Double Plungers.
- WHY ? Because it has Full Brass Cone Valves.
- WHY ? Because the tank is of Galvanized Steel.
- WHY ? Because it is cased in a handsome grained cabinet.
- WHY ? Because it is the best oil outfit ever built.
- WHY ? Because it is sold under an absolute three years' guarantee.
- WHY ? Because its price is commensurate with its value.
- WHY ? Because you can have your oil tank in the store, under the floor or in the cellar.

Our Catalogue tells the rest: It is free.

S. F. BOWSER & CO., 65 Front St. East, TORONTO. Factory: Fort Wayne, Ind.

SPECULATING IN CREDIT.

By F. C. Brunhouse.

THE query naturally arises "Is there such a thing as credit speculation?" From the reckless way in which some people grant credit we are led to believe that such is the case. In conversation with a prominent attorney, recently, regarding commercial failures, speaking from an extensive experience with debtors and creditors, he stated: The creditor is to blame to a large degree for a very great many of the difficulties arising between the debtor and creditor. Over zealous to do a large business, he neglects to be cautious, conservative, and fails to correctly discriminate between those whom he should and should not trust.

In analyzing this statement, let us endeavor to discover in what respects it is correct. To be equitable we must admit at the outset that there is a great deal of truth embodied in this statement. Like all problems, whether political, social or commercial, there are two sides of this question, viz., the debtors and the creditors.

The purpose of this article will be to point out a few of the many errors that have crept into our modern ideas of doing business, and show how it is possible to speculate in credit. This, of necessity, was to a certain degree the condition under which our forefathers transacted their business, but in a time when profits were considerably larger than they are at present. A man to indulge in such methods to-day, with all the advantages of commercial agencies and other sources of information open to him, is reckless, to say the least. Greed for the mighty dollar and business has been the death-knell of many a business man.

In what respect, then, is the creditor to blame for the difficulties arising between the debtor and the creditor?

We will take a hypothetical case to illustrate. Assuming that A is the debtor, doing business in one of our smaller towns, possesses the average ability usually found in that class of merchants, and a man of moderate means. B, C, D, E, F, G, and we might continue indefinitely because they are so numerous, are the creditors. In due season, B, C, D, et al., start out their salesmen with the injunction, "Don't fail to sell A all the goods he will buy," which instruction every man obeys, as a matter of course; every fellow's goods are the best; all have bargains galore. A buys here and buys there, and in the course of time he finds himself overloaded with a large stock, in which all his good money is invested; and for which, perhaps, he will be unable to realize 50 per cent. on the dollar. Time rolls on; his condition gets worse; he is unable to meet his obligations, and he is brought to realize that he is insolvent. If he is an honest man, he will stop short and transfer his business to his creditors. If, however, he is indifferent or inclined the other way, he will make an effort to take care of No. 1. How well he succeeds a great many have learned to their sorrow. What is the remedy? When A appears for your consideration, don't think that you are the only people that are going to sell to him, but take into consideration that there are others; obtain, if possible, and, in a doubtful case, insist upon it, a statement which will show A's net working capital. Then follow the common sense course. Unless you know positively from how many houses A is buying, in justice to others, as well as yourself, you must adopt a rule such as in vogue with credit insurance companies, of limiting your sales,

according to the confidence you have in the ability and integrity of A, to 5 per cent. of his net working capital. If such a rule were adhered to, a great many of our present-day "lack of capital" failures would be avoided. We all can do a great deal to assist A to keep within his limits. Over-zealousness on the part of very many do a large business, disregarding the safeguards which should be thrown around every mercantile house to insure its success, leads to speculation in extending credit. To this reckless procedure there can be but one result, failure.

It is worth while to recall a remark made by a man who amassed a fortune. "I never speculate in matters of business." It is the only safe course to pursue.

Again, is it not true that there are a class of persons (you will find them everywhere), looking for the lambs, and by artful means attempting, either by giving a false statement or by a great show of wealth and prosperity, to secure credit? To illustrate, we will cite a case in point of a party who operated in this fashion. He made a great display, used attractive stationery, furnished doctored statements under the direction of a shyster attorney, purchased goods in small quantities and paid them in ten days, gradually increasing his purchases and paying promptly, until he had his game, when he wound up with purchasing all the goods he could get, which were sold at ridiculously low prices to close quickly, and when the bills became due and attempts were made to collect, the accounts were returned as uncollectable. All this was in the face of adverse ratings of this party by both Dun and Bradstreet. It seems almost incredible; one is amazed at the cupidity of some business men. Is it any wonder that our attorney friend views the relation of debtor and creditor in this light?

This is only one feature of how these sharps operate, and are usually the kind of cases that find their way into the attorney's hands. It does appear that credit is too cheap, and, as it is commonly said: "I can get all the goods I want. If you will not trust me, others will." It behooves the credit man, as well as the business man, to carefully scrutinize all new business, and if perchance you open an account with your new-found friend, keep your eyes on him until you are convinced that he is a solid man and worthy of your confidence. Better do a small business safely than a large business on speculation. Learn to discriminate between the worthy and the unworthy, when, whom and how much to trust, and when you have decided that point, stick to it.—Commerce and Accounts.

THE REPORTED SALT CONSOLIDATION.

IN connection with the current reports of plans for an international salt company which shall take over The National Salt Company in this country, The Canadian Salt Company of Canada, and the Salt Union of Great Britain, the following from The Liverpool Journal of Commerce, may be of interest:

"It may be said at once, in a most emphatic manner, that were an international salt trust formed embracing the corporations named it would be as far from controlling the world's output of salt or the world's prices as English and American

salt manufacturers are to-day. But according to authentic information, the trust does not include the Salt Union, so that its controlling power in English, Continental and Eastern centres of production will be nil. In America, protected by the tariff, a trust, controlling the entire output of salt in the States, could do much. It could reduce the output and raise prices to the highest point at which protection would be secured by the tariff, but higher than that prices could not go without admitting eastern salt into American markets. For export, the high prices obtained in America could not rule as cheap English, Spanish and Italian salt would be competing with American salt. As regards any extensive shipments of salt from American ports to the United Kingdom, salt manufacturers and shippers here still ridicule the idea. Assuming that the International or any other salt trust absorbed the Salt Union, the whole of the independent English salt manufacturers would remain untouched and free. They could make and sell as they pleased, and might bring about a state of ruinous competition. Apart from such profit as would accrue to the trust from working the present business of the Salt Union as the English branch of the trust and in harmony with the English market, no visible advantage of an exceptional kind would accrue to the trust by absorbing the Salt Union. Such an absorption would unquestionably give the trust a desirable English branch, but would not give it control of the English salt output and of prices. To secure such a branch, which represents an extensive English and export business, it might be thought by directors of a large trust, worth while to take in the Salt Union. The point of interest at the present time is, that officials of the Salt Union declare emphatically that their company had not been taken in.

"Assuming again, that the Salt Union, and the whole of the other English salt makers had been absorbed, and that as regards the English production of salt, and prices, control was perfect, Continental-makers would practically be masters of the situation. They have become severe competitors of the English salt makers, the recent high prices of salt in England having induced them to make a bold bid for English trade. Nor can they, as a body, be regarded as insignificant. They have already secured a large slice of the English saltmakers' trade. During May supplies of salt were received at English and Scottish ports from several Continental ports of shipment to the extent of 6,785 tons to the value of £6,026. For the four previous months of the year, the total quantity imported was 13,463 tons and the value £10,784. For the five months, from January 1 to May 31, 1901, the quantity of Continental salt imported into the United Kingdom was 20,248 tons, the value of which was £16,810. For these five months, the coastwise shipments from salt ports in the United Kingdom show a shrinkage compared with the first five months of 1900, of 14,704 tons, the totals being: In 1900, 124,985 tons; in 1901, 110,281. The exports of salt, other than coastwise, during the same five months, show a gratifying increase compared with the same period in 1900, the total being for the first five months of 1900, 213,416; of 1901, 234,369. The shrinkage in the coastwise shipments compared with last year is attributed by the trade to the inroad which Continental salt has made, and this has unquestionably been caused by the high price of fishery salt in the United Kingdom, brought about by The Salt Association."

LARD



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

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

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

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

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

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

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

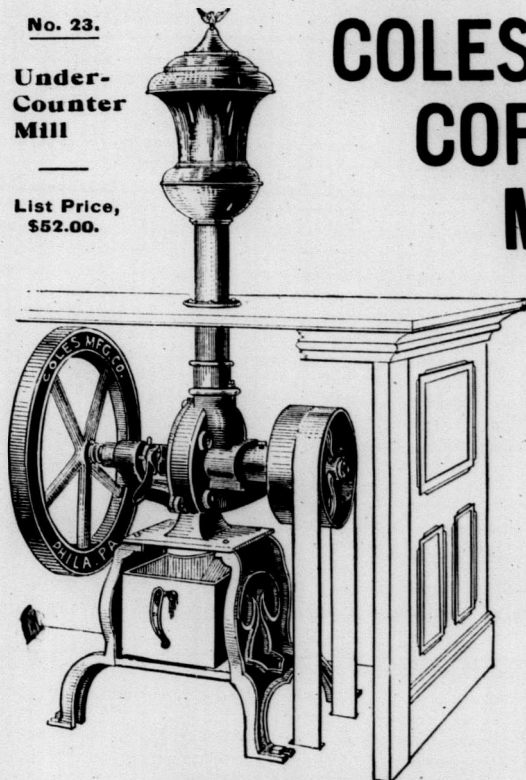
THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Rowntree's

Chocolates and Pastilles

The "Court Circular" says of the Chocolates:

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

"Grocery" says:

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

Two excellent lines of confections made by the manufacturers of

Elect Cocoa and Elect Lemonade.

Agents for Canada:

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

THE FRENCH SUGAR BOUNTIES.

WE are informed, on the very highest authority, says The Produce Markets' Review, that the French Government has decided to put an end to the bounty system at the earliest possible moment. It is, however, in their opinion, impossible to make such a drastic change at once, and it is probable, therefore, that the abolition of the bounties will take place by successive steps. It appears likely that the direct export bounties will be abolished first, and that a reduction corresponding to the saving in the revenue, will be utilized to lower the excessive sugar duties in France. As regards the indirect bounties on production, which form so large a portion of the sacrifices made by the French taxpayers to cheapen sugar in England, the French Government apparently proposes to continue this system for the time being, but perhaps in a modified form, in the hope of a general agreement being arrived at, when the sittings of the Brussels Sugar Conferences are renewed. It is satisfactory to find, as has always been the case, that, whatever system of bounties may be adopted, it has a strong tendency, sooner or later, to fall by its own weight. This has been the experience in past years, and it is apparently being renewed in France. Austria and Germany, as is well known, are desirous in their turn to abolish sugar bounties, and Belgium and Holland have long been prepared to do so. The sole difficulty that exists is in the case of Russia, where there are very complicated arrangements which the Government appears at present indisposed to alter.

The following gives the views of the Journal des Fabricants de Sucre on this subject in a somewhat abridged form:—

While England has reestablished the sugar duty there is talk in France of suppressing it, so that we are again on the threshold of the sugar question. In the presence in the deficit of the revenue receipts for the first five months of the year, which for sugar alone amounts to 16,011,000 francs, as compared with the estimates, the Government proposes, it is said, to alter the sugar duties so as to lower the consumption tax and to reduce the bounty on manufacture. The French bounties, as is known, are of two kinds, viz.: Direct and indirect. The first were introduced by the law of 1881, and had to do with the working of the tax on the roots. These are taxed on the basis of a yield of 7.75 per cent. of refined sugar; the excess yields up to 10.5 per cent. are taxed only 30 francs per 100 kilos, and the excess below that limit at 15 francs, while the full sugar duty is 60 francs. As to the indirect bounties established by the law of the 7th April, 1897, the amount varies. The payment of these bounties is assured by the refining tax of 4 francs, which is added on to the selling price of sugar at the full duty of 60 francs, and by a tax of 1 franc on raw crystallized sugars entering directly into consumption.

Direct bounties and the manufacturing and refining taxes are especially kept account of by the Treasury. When the produce of the receipts is inferior to the amount of the bounties paid during the season, this deficit has to be recovered in the following season by a proportionate reduction in the amount of the legal bounty. In fact, since their introduction the direct bounties have been frequently reduced, the consumption which gives the fund for them being almost stationary, while the production and export constantly increase. What specially inter-

ests our sugar manufacturers at present is the change projected in the 1881 law. The first thing to ascertain is, what is the cause of the reduction in the receipts from sugar to the extent of the 16 million francs mentioned above. As we have already remarked, the consumption of sugar in France has not diminished, for it has even slightly augmented, the figures having risen from 439,029 tons in refined in 1899, to 455,320 tons in 1900. The produce of the sugar tax has fallen from 200,626,831 francs to 183,682,345 francs. This is a falling off of 16,944,481 francs from the past year. To what is this due? To the increasing introduction into consumption of sugars at the reduced tariff of 30 francs, which are substituted for sugars liable to the full tariff of 60 francs. For the past few years, in fact, the quality of the beetroot appears to have improved, and the yields have increased, so that the production has developed and the proportions of sugar delivered duty free has notably risen. In 1896-97 the excess yield was 144,485 tons, or 21 per cent. of the production subject to bounty, whereas in 1899-1900 the excess was 249,644 tons or 28.72 per cent.; the yield has thus risen from 9.98 per cent. in refined to 11.75, while the quantity of sugars enjoying the reduced tariffs has risen from 144,485 tons to 249,644 tons. This progress has not slackened during the present season, for this shows up to the end of May a yield of 11.81 per cent. against 11.62 per cent. last year, and the excess yields under the reduced duties have risen from 296,694 tons against 244,955 tons. It is, therefore, without doubt partly owing to these excesses delivered at the reduced duty that the smaller receipts are due, but it is possible that the sugar consumption has fallen, like that of other commodities, under the influence of the economic crisis. The general revenues of the State have fallen off, and frequent strikes, the exodus of capital, the severe regulations in factories, the new charges with which production is menaced, are all things not likely to develop the economical prosperity of a country, nor to add to the receipts of the State. Our

Parliament may in this connection lay to heart the celebrated saying: "Give me good policy and I will give you good finance."

GREEK CURRANT SITUATION.

Private mail advices from Patras, Greece, under date of June 10, state that a considerable business has been done for shipment to June 10 have aggregated 32,200 tons to Great Britain, 5,112 tons to the United States and Canada, 3,475 tons to Australia, 120 tons to France, and 6,860 tons to the Continent. The total shipments from Greece for the season to May 31, 1900, compare as follows with the total shipments to the end of the season of 1899:

	To May 31, 1900.	To end of season. 1899.
Great Britain	60,427	61,497
United States and Canada	16,354	17,836
Australia	5,293	5,731
France	3,953	4,011
Continent	31,695	35,520
Total tons	117,722	124,625

On June 10 the available stocks in Greece were placed at not exceeding 1,500 tons. In regard to the new crop, reports officially published from all quarters are favorable. The damage done by peronosporos in some isolated cases is insignificant. The rainy and cool weather that prevailed during the last fortnight or three weeks has not apparently been injurious to the fruit, and the crop promises to be a good middling one as to the volume and acceptable as to quality.

W. Wilbert Clarke's grocery store, Annapolis, N.S., was broken into on Monday night and over \$40 taken from a cash drawer. Mr. Clarke was in Sydney, N.S., at the time.

Traces of extinct oyster beds have been found in Minas Basin and Annapolis Basin, and the Fisheries Department has decided to put down breeding oysters in the hope of re-establishing the beds.

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

EMPIRE

SMOKING TOBACCO

In 5 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.

EMPIRE is well advertised.

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

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

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

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

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



LICORICE..

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

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

POTATOES and OATS IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH
Board of Trade, - TORONTO

THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,
Limited

"Gleaner" Office, . . . KINGSTON, JA.

BASKETS

We make them in all shapes and sizes. We have

*Grain and Root Baskets,
Satchel Lunch Baskets
Clothes Baskets,
Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.
KEOKUK, IOWA, U.S.A.

COWAN'S



Queen's Dessert Chocolate
Chocolate Ginger

Chocolate Cream Bars
Chocolate Wafers

are the highest grade of choice goods.

THE COWAN CO., Limited - - TORONTO.

Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,
Montreal.

Works,
Cardinal, Ont.

53 Front Street East,
Toronto.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

EXTRACTS.	
HENRI JONAS & CO. Per gross.	
1 oz. London Extracts	\$6 00
1 oz. " (no corkscrews)	5 50
1 oz. " "	9 00
1 oz. Spruce essence	6 00
2 oz. " "	9 00
2 oz. Anchor extracts	12 00
4 oz. " "	21 00
8 oz. " "	36 00
1 lb. " "	70 00
1 oz. Flat " "	9 00
2 oz. Flat, Anchor extracts	18 00
2 oz. Square " "	21 00
4 oz. " (corked)	36 00
8 oz. " "	72 00
Per doz.	
4 oz. " glass stop extracts	3 50
8 oz. " "	7 00
2 1/2 oz. Round quintessence extracts	2 00
4 oz. Jockey decanters	3 50

FOOD.	
Robinson's Patent Barley 1/4 lb. tins	per doz. 1 25
" " " 1 lb. tins	2 25
" " Groat, 1/4 lb. tins	1 25
" " " 1 lb. tins	2 25

GILLETT'S POWDERED LYE.	
4 1/2 lb. in case	\$3 60

JAMS AND JELLIES	
SOUTHWELL'S GOODS. per doz.	
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Cedar Jelly Marmalade	1 50
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 25
Other Jams, W. F.	1 55
Red Currant Jelly	2 75

Jams— T. UPTON & CO.	
1-lb. glass jars 2 doz. in case	per doz \$1 00
5-lb. tin pails, 8 pails in crate	per lb 0 06 1/4
7-lb. wood pails, 6 "	" 0 06 1/2
14-lb. wood pails per lb	" 0 06 3/4
30-lb. " "	" 0 06 1/2
Jellies—	
1-lb. glass jars, per doz.	\$1 00
7-lb. wood pails, per lb.	0 06 1/2
14-lb. " "	0 06 3/4
30-lb. " "	0 06 1/2

KNIFE POLISH.	
Nixey's "Cervus" 6d. and 1s. tins	
For price list and sliding scale apply W. G.	
Nixey 12 Soho Sq. London, Eng.	

LICORICE.	
YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
" Ringed" 5 lb. boxes, per lb.	0 40
" Acme" Pellets, 5 lb. cans, per can.	2 00
" Acme" Pellets, fancy boxes (40)	
per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	3 00
Licorice Losenges, 5 lb. glass jars	1 75
" " 30 5 lb. cans	1 50
" Purity" Licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce, large cent sticks, 100 in box.	

MUSTARD.	
COLMAN'S OR KEEN'S.	
D. S. F., 1/4 lb. tins, per doz.	\$1 40
" 1/2 lb. tins, " "	2 50
" 1 lb. tins, " "	5 00

Durham, 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
F. D., 1/4 lb. tins, per doz.	0 85
" 1/2 lb. tins	1 45
BAYLE'S PREPARED MUSTARDS.	
Robert Greig & Co., Toronto, Agents.	
1/2-lb. jars 1-lb. jars.	
Horseradish per doz.	\$1 75 \$2 50
English Sandwich	1 75 2 50

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


MATCHES.	
Eddy's Telegraph, single cases	\$1 00
five cases	3 50
Telephone, single cases	3 00
five cases	3 70
Eagle Parlors, single cases, 200s	1 70
five cases, 200s	1 60
" single cases, 100s	1 90
five cases, 100s	1 80
Victoria Parlors, single cases	3 00
five cases	2 90

MINCE MEAT.	
Wetley's Condensed, per gross, net	\$12 00
per case of doz., net	3 00

ORANGE MARMALADE.	
T. UPTON & CO.	
1-lb. glass 2 doz. case, per doz.	\$1 00
7-lb. pails and 5 and 7 lb. tins	0 07

PICKLES.	
STEPHENS.	
A. P. Tippet & Co., Agents.	
Patent stoppers (pints), per doz.	2 30
Corked (pints), " "	1 90
BAYLE'S.	
Robert Greig & Co., Toronto, Agents.	
1/2 Pint, Pints.	
Pandora, per doz.	\$2 15 \$3 60
Sliced Sweet	1 75 2 85
Hot Stuff	1 75 2 85
Tobasco Sauce, 2-oz. bottle, per doz.	\$4 25
Tobasco Pods in vinegar, 1/2 pt.	3 25

SODA.—COW BRAND	
Case of 1 lb. (containing 60 pkgs.)	per box \$3.00
Case of 1/2 lb. (containing 120 pkgs.)	per box \$3.00
Case of 1 lb. and 1/2 lb. (containing 30 packages)	per box, \$3.00
Case of 50. pkgs (containing 96 pkgs)	per box \$3.00.



DWIGHT'S SODA



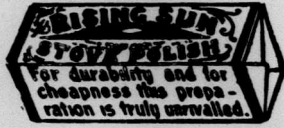
MAYPOLE SOAP
WASHES & EYES

A. P. TIPPET & CO.,
MAYPOLE SOAP, colors
per gross, \$10.20, black
per gross, \$15.20,
Oricle Soap, per gross
\$10.20

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

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

STOVE POLISH.



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



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

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EDWARDSBURG STARCH CO., LTD.
Laundry Starches— per lb.
No. 1 White or Blue, 4-lb. cartons 0 05 3/4
No. 1 " " 3-lb. " 0 05 3/4
Canada Laundry " " " 0 04 3/4
Silver Gloss, 6-lb. draw-lid boxes 0 07 1/2
Silver Gloss, 6-lb. tin canisters... 0 07 1/2
Edwards' Silver Gloss, 1-lb. pkg. 0 07 1/2
Kegs Silver Gloss, large crystal 0 08 1/2
Benson's Satin, 1-lb. cartons... 0 08
No. 1 White, bbls. and kegs... 0 05
Benson's Enamel, per box... 3 00

Culinary Starch—
Benson & Co.'s Prep. Corn... 0 06 1/2
Canada Pure Corn... 0 05
Rice Starch—
Edwardsburg No. 1 white, 1-lb. cart 0 09 1/2
Edwardsburg No. 1 White or Blue, 4-lb. lumps... 0 08
KINGFORD'S OSWEGO STARCH



SILVER } 40-lb. boxes, 1-lb. pkgs. 0 06 1/2
GLOSS } 6-lb. boxes, sliding cover (12-lb. boxes each crates) 0 08
PURE—40-lb. boxes 1-lb. pack... 0 07
" 48-lb. " 16 3-lb. boxes 0 07
For puddings, custards, etc.

OSWEGO } 40-lb. boxes, 1-lb. packages... 0 07 1/2
CORN STARCH }
ONTARIO } 38-lb. to 45-lb. boxes, STARCH } 6 bundles... 0 06
STARCH IN } Silver Gloss... 0 07 1/2
BARRELS } Pure... 0 06 1/2

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

BRANTFORD STARCH WORKS, LIMITED.
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40 lbs. \$0 04 1/2
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs... 0 05 1/2
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lbs... 0 05 3/4
4-lb. " " " " " 0 05 3/4
Barrels, 175 lbs... 0 05
Kegs, 100 lbs... 0 05
Lily White Gloss—
1-lb. fancy cartons, cases 30 lbs. 0 07 1/2
6-lb. toy trunks, 8 in case 0 07 1/2
6-lb. enameled tin canisters, 8 in case... 0 07 1/2
Kegs, ex. large crystals, 100 lbs. 0 06 1/2
Brantford Gloss—
1-lb. fancy boxes, cases 36 lbs... 0 08

Canadian Electric Starch—
Boxes of 40 fancy pkgs, per case 3 00
Celluloid Starch—
Boxes of 45 cartons, per case.. 3 50
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lbs... 0 05
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lbs... 0 06 1/2
Crystal Maize Corn—
1-lb. packages, boxes 40 lbs... 0 06 1/2



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



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.
Black Label, 1-lb., retail at 25c... 0 19
" " 1/2-lb., " " " " " 0 20
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Green Label " 40c... 0 28
Red Label " 50c... 0 35
Orange Label, retail at 60c... 0 42
Gold Label, " 80c... 0 55

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



English Breakfast Hopped Tea, 25c.; retail, 40c. A. Waddell & Co. agents, Toronto. Samples on application.



Cases each 60 1-lb... 0 35
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LUDELLA CEYLON, 1's AND 1/2's PKGS.
Blue Label, 1... 0 18 1/2 0 25
Blue Label, 1/2's... 0 19 0 25
Orange Label, 1's and 1/2's... 0 21 0 30
Brown Label, 1's and 1/2's... 0 28 0 40
Brown Label, 1/2's... 0 30 0 40
Green Label, 1's and 1/2's... 0 35 0 50
Red Label, 1/2's... 0 40 0 60

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THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 3/4's, 5s and 10s... 0 39
Royal Oak, 2 x 3, Solace, 8s... 0 52
Something Good, 7s... 0 48
Chewing—Bobs, 5s and 10s... 0 36
Currency, 13 1/2 oz. bars, spaced 9s... 0 39
Currency, 6s and 10s... 0 39
Old Fox, Narrow 10s... 0 40
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44
Snowshoe, pound bars, spaced 6s... 0 44
Snowshoe, 2x4, 6s... 0 44
Pay roll, 6s... 0 44

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BOEKER BROS. & COMPANY.
Washboards Leader Globe... 1 55
" Improved Globe... 1 65
" Standard Globe... 1 80
" Solid Back Globe... 1 90
" Jubilee (perforated)... 2 10
" Crown... 1 45
F.o.b. Toronto.
Matches, Kodak, per case (200's) 9 boxes to packages, 40 packages to case... 3 30
YEAST.
Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

Mediterranean Fruits
Granulated and Raw Sugars
Molasses and Syrups, Glucose, Etc.
Excelsior Macaroni
White Castile Soap
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COX'S GELATINE Always Trustworthy
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to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.
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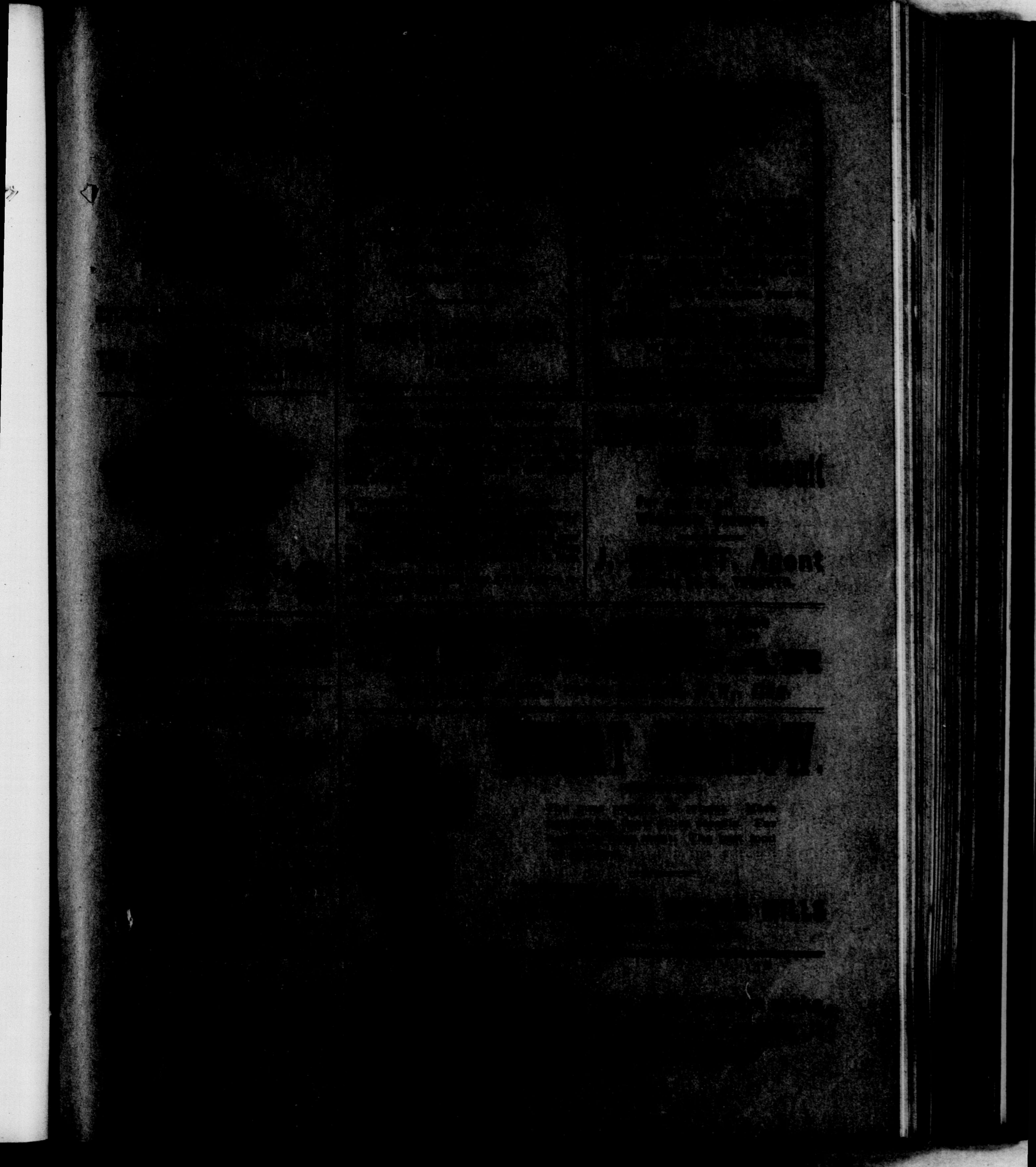
Soap
"IMPERIAL" and "SNOW"
Twin Cakes.
NOW IN STORE.
Perkins, Ince & Co., - Toronto.



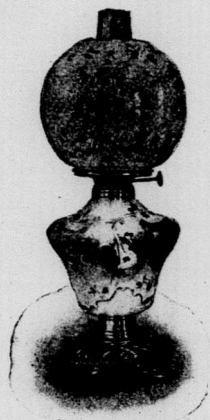
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Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.
3169 Notre Dame St., MONTREAL.

ARE YOU USING OUR
Cold Blast or Jubilee Globes
Aetna or Quaker Flint Chimneys?
Give them a Trial.
THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited

SLEE, SLEE & CO., Limited
Tower Bridge Brewery,
LONDON, ENG.
FOR English Malt Vinegars.
Ontario Agents
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It will pay you to see our line.

Without doubt we have the best line of lamps ever offered to the trade in Canada.

Write for illustrated catalogue and price list or see our traveller.

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TORONTO and WINNIPEG.

No amount of money spent in advertising **WETHEY'S CONDENSED MINCE MEAT** could have secured for it the permanent demand that has been created, if high quality did not back it up.

It is a sure seller.
It is a trade bringer.
If your wholesale does not keep it, write me.

J. H. WETHEY, Sole Manufacturer.

St. Catharines, Ont.

CROSSE & BLACKWELL'S

New Season's **Candied Peels**

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

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

C. E. COLSON & SON,

MONTREAL.

CHAS. F. CLARK, President.

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...ESTABLISHED 1849..

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Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

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KNIFE POLISH

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