

**PAGES
MISSING**

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

THE CANADIAN GROCER

AND GENERAL STOREKEEPER

SELL ONLY THE BEST!

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

These substantiate our claim that : : : :

Colman's Mustard

IS THE BEST IN THE WORLD



Quality

is the all important and essential factor in Vinegar—at this time of the year particularly—the beginning of the pickling season, when absolute reliability cannot be overestimated.

IMPERIAL WHITE WINE

Is the purest of SPIRIT VINEGARS.

Delightfully clear, sparkling, fine, even flavored—a perfect Vinegar for table use. The best by actual test many times over—for pickles.

The sale of IMPERIAL this year has been a grand triumph of unsurpassed quality over inferiority and low price.

An order for a sample lot to your wholesale house will bring every satisfaction to your customers.

Price—Just the same as ordinary standard Vinegar.

If your customers desire a really
fine, pure Table Salt,
give them

Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established
1886

Clinton, Ont.

Our

CANS CANS CANS

CAN not be surpassed in point of

Workmanship, Material, Quality.

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

THE ACME CAN WORKS,

Office and Factory:

Ontario St. and Jeanne D'Arc Ave., - MONTREAL.

JAS. B. CAMPBELL.

WILLIAM PRATT.



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, 2½-lb. boxes;
Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYTH

Established 1845.

BROOKLYN, N.Y.

TO LIVE GROCERS ONLY

We are putting up and
are having a
LARGE SALE on our
famous



"VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents
per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

J. F. SMYTH & CO.

Tea Packers.

WINDSOR, ONT.

***"Thistle"
Brand
Canned Fish.***

The oldest brand in the market and the best—the "Thistle" Brand of extra selected Finnan Haddies. Nothing but real Haddock packed and smoked while fresh right at the water side at Little River, N.S. Unequalled for delicacy of flavor and cleanliness.

***MacUrquarht's
Worcester
Sauce.***

A rich, full-bodied Sauce that you can sell for very much less than the highly advertised Worcestershire Sauces. Rich, piquant flavor. Not thin and watery, hence most economical to use. Sell it and you will please your customers *every single time!*

***Wheat
Marrow.***

The new and "totally different" Cereal Food that contains only the best and nutritious part of the choicest selected Winter Wheat. A steady seller right through the year, summer and winter alike. Can be prepared for the table "quick as a wink." A fine profit in it for you.

***Codou's
Macaroni.***

Sell "Codou's" and your customers get the best—the best is always cheapest in the end. Delicate, white, tender Macaroni made only from genuine Russian Wheat from Taganrok. *Codou's always sets the Standard.*

Sold by leading wholesalers everywhere.

ARTHUR P. TIPPET & CO., Agts.,
Montreal. Toronto.

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

FRASER
GROWS
FRUIT

WRITE OR WIRE
J. D. FRASER
Leamington,

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

FLOUR **MAGOR'S**
PATENT
FLOUR.

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

Prices For Cash Unequaled.

JOHN MAGOR & CO., MONTREAL

"ACME"
TABLE SALT

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

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

Wrapping
Papers
That
Please.

Our kind — for
we have in stock
only the good
kind — the kind
that will give satis-
faction always to
both yourself and
your customers.

CANADA PAPER CO., Limited
TORONTO and MONTREAL.

REFRIGERATORS.



Fit up your store with
a Eureka Refrigerator
and you will have a
refrigerator that will
dry wet matches.

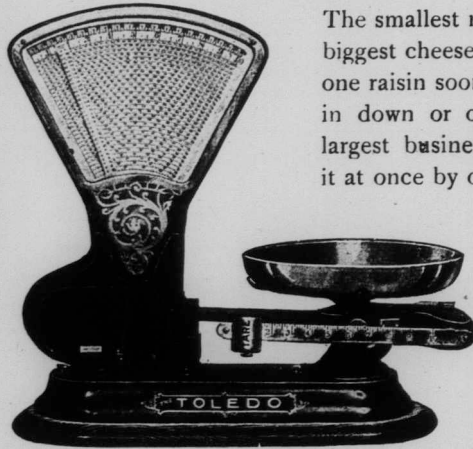
Write for our cata-
logue, guarantee test
and testimonials which
are free.

Eureka Refrigerator Co.

Wilbert Hoey, Manager.

Phone Park 513.

54 Noble St., TORONTO.



The smallest mouse continually nibbling consumes the biggest cheese. Each customer helping themselves to one raisin soon empties the box and the loss of pennies in down or over weight, if it does not bankrupt the largest business, materially reduces the profits. Stop it at once by ordering a

Toledo Automatic
Springless Scale.

It saves the price of itself in goods
therefore costs nothing.

DEAN & McLEOD,
Canadian Agents, HAMILTON, ONT.

It does not require even a hair to turn it.

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

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

HIRES' ROOT BEER

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

Price, in lots of one gross and over per gross \$20.40
Price, in 5-gross lots and over \$19.40

Freight Prepaid on Two Gross and Upwards.

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.

John MacKay, Bowmanville,
Ont.

Manufacturer of Established 1854.

POT AND PEARL BARLEY,
SPLIT PEAS, AND CHOP FEED

Send for Prices or Samples.
Prompt Business.

IN CAR LOTS.

Telephone
—OR—
Telegraph

YOUR ORDERS

at our expense during
travellers' holidays.

All orders shipped same day
as received. Inside prices.

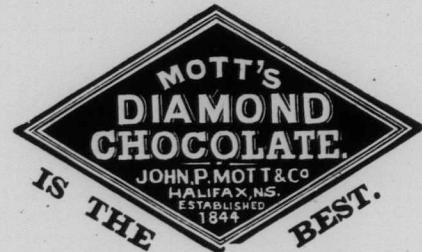
WARREN BROS. & CO.

TORONTO.

Perkins, Ince & Co.

Wholesale
Grocers

FRONT STREET EAST,
Toronto.



For Sale Everywhere.

ASK FOR
MOTT'S.

Good Cigars Make Good Customers

My "Pharaoh" 10-cent, and "Pebble" 5-cent Cigars are GOOD Cigars. I know that they make good customers, because the grocers that buy them of me once buy them regularly and in increasing quantities. They satisfy the consumer so that he comes back again for them and becomes a permanent buyer.

Write to me about the pleasing terms of my trial offer.

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

"Sterling" BRAND

- Lime Juice,
- Lime Juice
- Cordial,
- Raspberry
- Vinegar.

Something in large demand these summer days. But make sure you have the right kind—goods bearing the brand "Sterling."

Ask your grocer for quotations or write direct.

T. A. LYTLE & CO.
124-128 Richmond St., West, TORONTO.

A Steady Rise

MOLINA BREAKFAST FOOD

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

Grocers, your customers will appreciate

MOLINA BREAKFAST FOOD.

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

THE TILLSON CO., Limited, Tillsonburg, Ont.

WHY

is it that

JAPAN TEA

is the only tea that can be sold with the positive assurance that it will prove highly pleasing to the drinker? Because it is grown in the only country in the world that possesses soil particularly adapted to the production of good, healthy, strengthening tea.

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

CARR'S



They will bring you additional trade, and mark you as

One of the live grocers of Canada.

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John St., MONTREAL

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

THEY COST LESS THAN NOTHING

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them they not only cost less than nothing, but you receive a great, big premium with every book you buy.



If a Man Wants Credit

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

For Sale in
Canada by

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

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.



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IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

Merit Acknowledged
Superiority Admitted.

YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
Montreal.

The Success of

IVORY GLOSS STARCH

is chiefly due to the fact that the manufacturers have never relaxed their efforts to maintain its high quality. Its sales are growing, growing, growing.

—Manufactured by—

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

WHITEMORE'S POLISHES.

THE WORLD'S STANDARD.

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



"GILT EDGE"

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

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

MOLASSES

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

The Dominion Molasses Co.,
Limited
Halifax - Nova Scotia.



Our Travellers Will Start

on the 4th to enjoy their two weeks' holiday. We hope they will come back largely benefited by the change and rest, and feel they have your best wishes for a first-class time. Meantime we want to keep in close touch with the trade; your valued commands by mail, 'phone or telegraph will have prompt attention and your best interests guarded.

JUST TO KEEP YOU INTERESTED

we offer New Tomatoes, equal to the finest packed, 1902 growth, handsome label, at 90c. For prompt shipment: Corn, 80c., Peas, 80c., Beans, 75c.

Now is the time to secure canned vegetables, as the prospects are for a light pack and a substantial advance in price all round. All mail orders will be filled at these prices.

TOMATOES for immediate delivery are worth \$1.25. For mail orders, subject to being unsold, we quote \$1.15 during the holiday season.

We do not sell Acetic Acid Vinegar at a low price and represent it as a pure spirit vinegar. We cannot afford to endanger our reputation as well as your trade and the health of your customers. We offer

Imperial White Wine Vinegar

a Pure Spirit Vinegar, made under Government supervision, a clear, sparkling, delightful vinegar for table use and unequalled for pickling purposes, something your customers can rely on every day in the week, at just the price of the ordinary Standard Vinegar.

Aylmer Canned Goods, 1902 Pack.

The season is backward and new pack uncertain. Canned peas only a half pack.

The Early Buyer is a Wise Buyer This Year.

We are booking a limited quantity, subject to pack. Prices guaranteed to be the lowest, and quality unsurpassed.

An early frost would put prices up 20%—Order now.

Prices will not be lower, but on the contrary may be very much higher.



W. H. Gillard & Co.

Wholesale Grocers, Tea and Coffee
Importers,

= HAMILTON.

JUST STOP!

I have . . .

56 Half-Chests, 1st Crop, new season Sow Mee
Young Hyson Points just coming in

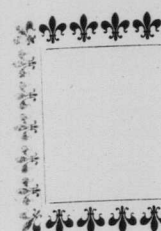
—Extra value in leaf and liquor at

25^{c.}

SPECIALTY OF HIGH-CLASS GOODS IN TEAS, COFFEES, SPICES AND VINEGARS—WHOLESALE.

E. D. MARCEAU,

281-285 St. Paul St., MONTREAL



GROCER
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AN ADVERTISING TALK.

BY BLANK.

GROCERS, why don't you use the same shrewdness in advertising your goods that you use in selling them? Behind the counter you feel a confidence in yourselves which lends persuasion to your tongue and induces your customers to buy your wares. Why not use this same persuasive force in your advertisements?

The average grocer feels that because his neighbors down the street occupy space in the local papers, he, perforce, must do so too. He has a hazy belief that advertising is a good thing, but he can't just see what good it is doing him. So he puts in something and lets it stay there till it's stale. Then with much effort he concocts another adv., and so on, believing, though scarcely realizing, that his insertion is doing good.

The fundamental principle of advertising is all right. In this case the method has been wrong. First, let the grocer realize that he can write a telling ad. if he confines himself simply to his store talk. He gets in a new brand of tea. Just hear him talk about it in the shop. First thing you know he has persuaded you to try a package. But look at his advertisement. There may be a mention of the new tea or there may not. Supposing there is. It is usually nothing but the name mixed up with the names of a number of other articles. Is this calculated to induce people to buy tea? If it does it is a strange thing. Let people

DELICIOUS "MALAVA" COFFEE.

LUSCIOUS, SATISFYING, ECONOMICAL.

"Malava" is a Rich Man's Coffee at a Poor Man's Price.

"Malava" gives that satisfied feeling after breakfast which no other Coffee can give.

"Malava" soothes and never excites. For evening entertainments it is admirable.

Housekeepers give "Malava" a trial.

THE LATEST NOVELTY

—AT—
BROWN'S.

know in some telling way that you have a new brand of tea in stock and then let yourself go and describe its qualities.

Take, for instance, the above advertisement for "Malava Coffee." There is

nothing very striking about it, yet it must be acknowledged that it is calculated to appeal to the desires of man. It suggests that there is something nice and interesting about this coffee and it is bound to attract some attention. No advantage is lost by confining the whole ad. to the one subject, for everybody knows that Brown sells groceries. They don't know, however, that he has just got in something fine and new in the coffee line.

Having secured public attention with this ad. try to hang on to it, and, to do so, on no account let the ad. become stale. If you use a weekly paper it is imperative that a change should be made every issue, and it is advisable to do so if you use a daily. Get housekeepers to expect something new every time and they will be sure to look you

JUST IN!
WHITE OR YELLOW
MEAL MADE OUT OF FRESH, NEW CORN
For (BREAKFAST FOOD,
PORRIDGE,
CORN CAKE,
JOHNNY CAKE.
Give your breakfast a healthy, satisfying
tone by using this Meal every day.
DONE UP IN COMPACT PACKAGES.
GUARANTEED PURE.
There is a mammoth supply of it, enough
for every man, woman and child in town.
—AT—
BROWN'S.

up. For instance, along with the Malava coffee, Brown bought a supply of meal, nicely done up in packages. Being more anxious to bring the coffee to public notice, he ran the coffee advertisement first, but next evening the paper contained the above notice of the new meal.

Next is the olive ad. Brown ran on the third night. Many a grocer would consider it a great waste of space, but Brown realized that he must cater to his well-to-do customers as well as to the poor ones and in it went.

Of course these three advertisements are all well enough when six of them appear during the week. In that time a good many subjects can be covered. But for a grocer who can only use a weekly paper it would

be a mistake to use all his space for such subjects as have just been noted. Rather let him seize on several vital points in his business and put them in together, or, like

NO MEAL IS COMPLETE ... WITHOUT ... A DISH OF OLIVES.

We have received to-day something very fine in this line. A new process of preserving and the use of the very finest materials make our new brand exceptionally delicious. We invite all who have a fondness for Olives to make a trial of one of the dainty bottles now on our shelves and those who have not yet acquired the Olive taste cannot do better than begin with a superior variety.

REMEMBER THE PLACE.

... BROWN'S.

Mr. Brown in the following example, make a generalization of several lines suitable for the season. A spell of hot weather suggests many things to a live grocer and he should be able to hammer out something attractive:

DELICIOUS DAINTIES TO TEMPT THE SUMMER APPETITE.

We make a specialty of
Catering to the Summer Trade.

We realize that the Summer
Appetite demands lots of the Best.

Come and feast your eyes on our special
counter for Summer Novelties.

PRICES ARE AMAZINGLY CHEAP.

We make up baskets of
good things for pic-nic-ers.

We supply ready-cooked pro-
visions which obviate the hot
kitchen stove.

In making plans for the summer, consult

BROWN'S.

After you have once started a series of advertisements and your competitors are running you close, even in the advertising columns of your local paper, sometimes it will be necessary to exercise some ingenuity in your advertisements to keep people's attention centred on them. In Kenton, Ohio, a grocer named Brunson gets out some very ingenious advertisements. He

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **CAKES** **WELL KNOWN AND RELIABLE** **DURABLE AND ECONOMICAL** **3000 TONS SOLD YEARLY.** **SUN PASTE**
STOVE POLISH. **DUSTLESS, LABOR SAVING, BEST IN THE WORLD.** **IN TINS** **GUARANTEED TO THE TRADE**

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.

adopts a conversational style of a direct breezy character. Here is one of his ads.:

BELIEVE ME, ye sons and daughters of Kenton, believe me! Why don't you believe my Tea, 60c., is the same quality that all other stores sell at 80c. and \$1 a pound? If it's any object to get the very best Tea and save 20 to 40c. a pound just condescend to come here and try it a while. I'll bet you will like it and come again.

Believe me, my Shot Gun Blend Coffee, 13c., is a hummer for 13c.—it contains all kinds of coffee except poor coffee. I'll guarantee it's as good or better than other stores sell at 15c.

BRUNSON, OF COURSE.

Who observes that most people repent until their sins are forgotten.

Every ad. that Brunson writes ends up in the same manner, with the exception that the little sentence of wisdom at the end varies each time. They are usually so racy, that people get in the way of looking up Brunson's ads. to read them.

Now there is a gold mine in good advertising for Canadian grocers. Take up any newspaper and how few grocer's advertisements are to be seen there. You will find six dry goods ads. to one grocery ad. Don't make the mistake of imagining that a dry goods ad. is more interesting. There is no reason why it should be. If a grocer gets hold of a good corner in a newspaper and keeps up a daily run of fresh comments on his business, it is bound to tell. Especially where the advertising of groceries is little practised, will a new departure in the way of advertising bring in business? Take a town of 5,000 inhabitants, where there are probably, all told, 12 or 15 grocery stores; it will be found that only two or three advertise at all, and they likely do their advertising in a very slipshod manner. Now, it is a pretty well-known fact that the local papers are read both in the town and in the surrounding county from end to end, and advertise-

ments are by no means neglected. When, therefore, a country reader begins to notice that Jones, the grocer, always has something very interesting to say about his goods and is constantly getting in fresh and tempting foods, will not that country reader find something very alluring about Jones' store, and next time she goes to town will she not likely call around and have a look anyway? After that, if Jones is as good a merchant as he is an advertiser, he ought to make new business. It is easy enough to say all this talk is visionary, but ask the leading grocers (who, by the way, all advertise) and you will find out that there is considerable truth in it all. A grocer who gets in at once with telling advertisements, in a town where little advertising is done, is bound to make his business grow, provided he always backs up what he says in the newspapers.

CONSTANCY.

A truthful and timely statement is made in a recent issue of Printer's Ink. It reads: "Holding on is the winning card in advertising. The bulldog, the most successful fighter of the canine family, catches hold and stays. Results are rarely immediate in any adventure or enterprise. As soon should one expect to reap in the evening a crop from the sowing of the morning as that the advertiser should think that every dollar he puts in publicity will bring results by return mail. Time is a factor in advertising and one which it is well to consider if one would escape disappointment."

How numerous are the adventurers who expect that their advertising should bring immediate returns. Constancy is perhaps more essential in advertising than anything else. He who constantly keeps hammering at his prospective customers in an unobjectionable, and in a manner calculated to leave a favorable impression, wins the trade. It has been proven beyond a doubt that the dealer, whether retailer or whole-

saler, who is best and favorably known stands a much better chance than the man who makes no effort to keep his wares before the public. Advertising is not the prime factor in developing business, but it is a mighty powerful one and cannot be ignored. It is the greatest ally the salesman has. It is the greatest ally the retailer has.

One little step won't take you far.
You've got to keep on walking;
One word won't tell just what you are.
You've got to keep on talking;
One inch won't make you very tall.
You've got to keep on growing;
One small ad. won't do it all.
You've got to keep them going.

THE QUEEN'S AT HALIFAX.

Tourists to Halifax as well as the general travelling public will hail with delight the numerous improvements which have been made to the Queen's Hotel in that city, of which J. P. Fairbanks is manager. A notable change has been the opening up of a magnificent rotunda at the main entrance, with oak panneling, bright papered walls, white metal ceiling and new special floor. Every room and hallway throughout the hotel has been repainted, papered and decorated in the most artistic manner. One hundred and forty radiators will now supply ample heating to the large building and new plumbing has been installed throughout. In the matter of lighting a \$2,000 electric plant has been secured which will also run a system of fans for cooling and ventilation purposes. Manager Fairbanks is to be congratulated on the energy with which he has transformed the Queen's into such an up-to-date hostelry.

BUSINESS IN ANNAPOLIS VALLEY.

A well-known business man of Kentville, the pretty little town in the Annapolis Valley, Nova Scotia, writes: "Although the season has been so queer the Valley looks well. Business seems very good all over this county, although crop prospects are not at high water mark."



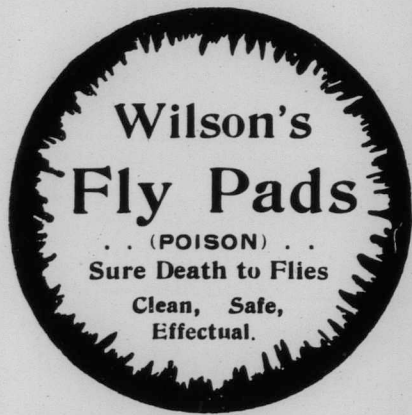
To



Canned vegetables, futures, canned meats for prompt shipment, some more of those cheap raisins, and full lines of all seasonable goods at lowest prices. Our travellers will go off the road Saturday, the 2nd of August, and you will not see them again until Monday, the 18th of August. Write, telephone or wire at our expense. All goods shipped the same day as orders are received.

LUCAS, STEELE & BRISTOL

Wholesale Grocers. HAMILTON, ONT.



Advertising Pays

My advertisements now running in 254 newspapers are producing good results, making it easier to sell

Wilson's Fly Pads.

The only advertised Fly Poison.

The best Fly Killer made.

To Our Friends :

WE have great pleasure in advising that our travellers will take a well-earned holiday of a fortnight's duration, commencing on the 4th instant. We trust to receive your valued orders per mail or 'phone. You can rest assured such business will receive our attention. Shipments will be made the day order is received, and prices lowest.

Yours very truly,

JAMES TURNER & CO.

HAMILTON, ONT.

—IMPERIAL VINEGAR—

PROOF
EXTRA STRENGTH
PICKLING
XXX
XX
X

} Guaranteed to be the finest Quality of
White Wine made in Canada.

FOR SALE BY

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

TRADE IN COUNTRIES OTHER THAN OUR OWN.

CANNED SALMON ON THE UNITED STATES COAST.

COAST mail advices say of salmon: "The Alaska Packers' Association has made its price for the new season's red fish in England at 16s. per case, the lowest in years. The Pacific Packing and Navigation Company have already made considerable firm sales in that territory at more money, which, in compliance with established custom there, will not be rebated, though further sales will necessarily be made at reduced prices. Prices have not yet been made generally on sockeyes, though sales for export are reported at fully equal to \$1.10 for talls. The run is now due on Puget Sound."

CALIFORNIAN PRUNE SITUATION.

San Francisco mail advices say of prunes: "The foreign demand is less active, although plenty of cable offers are being received, but at prices below exports' limits. The situation in the interior shows a certain amount of firmness, which was lacking ten days ago. Growers are less anxious to contract their crops and are holding out for $\frac{1}{2}$ to $\frac{1}{4}$ c. advance over early prices. Some of the fruit unions, representing Santa

Clara Valley growers, are in a position to contract for future delivery on a $2\frac{1}{2}$ c. bag basis for the five sizes, but many of the commercial packers fearing that the heavy sales thus far made for foreign account will make heavy inroads upon the large sizes, demand a premium for 40-50's and 50-60's in straight car lots. France will use large quantities of Californian prunes this season, but demand the large sizes. Outside prunes are offered on $2\frac{1}{2}$ to $2\frac{3}{4}$ c. basis for the five sizes. The Oregon and Washington crop is estimated at 60 per cent. of that of last season, or about 500 to 600 15-ton cars, provided weather conditions are favorable at harvest time."

SUGAR TRADE SITUATION.

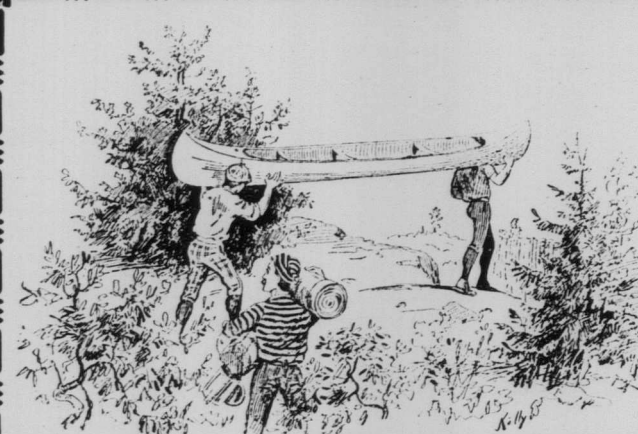
Willett & Gray say of raw sugar: "Sugars are certainly on a low level, and some things are occurring which may help to place them on a rather higher basis. Some parties even are looking for $\frac{1}{4}$ c. per lb. advance before October 1. They may be right. Should England decide to pay her colonies the \$1,250,000 in bounties as now proposed, this would necessitate our Government placing a countervailing duty of the same equivalent

ent on cane sugars from those colonies which, naturally, would have the effect of improving the value of Cuban and Brazilian sugars to some extent, unless England can find a way to give assistance to her colonial producers in some other form than a bounty. It seems to be generally conceded that the price of sugar has sufficiently declined to cover all contingencies and that any change should now be for the better."

ALMOND CROP PROSPECTS IN SPAIN.

Mail advices from Spain, referring to the almond prospects, say: "The present outlook is for a fairly good crop, and this would mean from 75,000 to 85,000 boxes of Jordans and from 150,000 to 175,000 boxes of Valencias. The indications were about the same at the same period of last year and were fully realized. There are at present only a few hundred boxes of Jordans left over in stock in Malaga and perhaps 2,000 boxes of Valencias. The last sales were made f.o.b. Malaga at \$8.25 for Jordans and \$3.50 to \$4 per box for Valencias. It is reported here on good authority that Italy will not have more than half a crop this year, particularly in the famous Bari district. As a consequence, Malaga exporters are expecting a slight advance on last year's prices, which were themselves higher than any previous year."

A. A. Delgado, general merchant, St. John's, Nfld., is closing his branch at Tilt Cove.



For **CAMPING,**
CRUISING, TRAVEL
or **HOME**

there is no **CHEESE** as convenient
and suitable as

MacLAREN'S IMPERIAL or
MacLAREN'S ROQUEFORT

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DEFECTS OF 1

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Act. This griev a meeting of th Retail Merchan and will be dis tion of the retai be held in Toro

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IMPERIAL VINEGAR

PROOF, EXTRA PICKLING, WHITE WINE, AND CIDER

UNEQUALLED FOR

Purity—Flavour—Strength

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

36 Yonge St., Toronto.

DEFECTS OF THE FRUIT MARKS ACT.

SUGGESTED AMMENDMENTS.

A NUMBER of fruit merchants of Toronto are dissatisfied with the workings out of the Fruit Marks Act. This grievance was recently aired at a meeting of the Fruiterers' Section of the Retail Merchants' Association of Canada and will be discussed fully at the convention of the retail merchants of Ontario to be held in Toronto, September 9 and 10.

The Act is objected to by a number of merchants on account of its holding the person in whose possession fraudulently-packed fruit is found liable to conviction for violation of the Act. The retailer often buys fruit which has, unknown to him, been fraudulently packed, and so he is fined when this fruit is in his possession or before he can repack it, and has no redress on the packer. The latter is the man who should be fined, they allege, and not the former. Of course, if the goods are inspected while they are in the hands of the packer, he, then, is the party liable to conviction. But in the majority of cases, it is alleged, it is the grocer or fruiterer who is found with the improperly packed goods

in his possession and is punished for it, while the real culprit goes free.

Another thing the retail fruit dealers want is to have it compulsory for the packers to place on open packages the quantity of fruit they are supposed to contain. As it is, baskets of fruit come with 8, 9, 10 or 11 quarts of fruit packed in them, and the purchaser is unable to ascertain until he measures the fruit the quantity packed in the basket. It is suggested as a remedy the adoption of a uniform size of basket, and that it be made compulsory to have clearly marked on the outside of the basket the quantity of fruit that it contains.

GET OUT OR GET IN LINE.

IF the concern where you are employed is all wrong, and the Old Man a curmudgeon, it may be well for you to go to the Old Man and confidentially, quietly and kindly tell him that he is a curmudgeon. Explain to him that his policy is absurd and preposterous. Then show him how to reform his ways, and you might offer to take charge of the concern and cleanse it of its secret faults.

Do this, or if for any reason you should

prefer not, then take your choice of these: Get out or get in line. You have got to do one or the other—now make your choice.

If you work for a man, in heaven's name, work for him!

If he pays you wages that supply you with bread and butter, work for him—speak well of him, think well of him, stand by him and stand by the institution he represents.

I think if I worked for a man I would work for him. I would not work for him a part of the time and the rest of the time work against him. I would give an undivided service or none.

If put to the pinch, an ounce of loyalty is worth a pound of cleverness.

You cannot help the Old Man so long as you are explaining in undertone and whisper, by gesture and suggestion, by thought and mental attitude, that he is a curmudgeon and his system dead wrong. You are not necessarily menacing him by stirring up discontent and warming envy into strife, but you are doing this: You are getting yourself upon a well greased chute that will give you a quick ride down and out.—Extract from Elbert Hubbard's "Get out or Get in Line."

JUST OUT

UPTON'S

Pure Fruit Jams

and

Marmalade

BEST QUALITY

1-lb. glass jars, \$1.50 per doz.



UPTON'S

**Jams, Jellies and
Marmalade**

12-oz. jars, \$1.00 per doz.

GOOD PRESERVES

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

51 Colborne St., TORONTO, Agents.

THE PROVISION TRADE.

The German Meat Trade—The Markets—Miscellaneous Notes.

THE GERMAN MEAT TRADE.

QUITE an instructive article on meat trade in Coburg, Germany, appears in a report written by the United States Consul-General resident in that city. He says in part:

"Like nearly all German towns of more than 10,000 inhabitants the city of Coburg is provided with an official slaughter house; in 1901, 76 bulls, 434 oxen, 456 cows, 256 young oxen, each weighing less than 250 kgs., 287 heifers, 1,091 young cattle, each weighing less than 200 kgs., 3,321 calves, 11,511 pigs and 3,135 sheep were slaughtered there. Butchers are not allowed to kill on their own private premises and are heavily fined for breaking this rule.

"The killing is usually done in the morning; in summer, work in the slaughter house begins at 5 A. M., and in winter at 8. The cattle are killed by means of the 'Kleinschmidtsche Maske.' This mask—named after its inventor—is fixed on the head of the animal and then by means of a heavy blow, with a heavy mallet an iron bolt is driven into the brain of the animal, which drops it immediately and it is then stuck. Young cattle, sheep and pigs are hit on the head and stuck afterwards. On the butchers' carts, most of which are open, the disemboweled animals are conveyed to the butchers' stores, where part of the meat is immediately prepared for sale and the rest is used in the making of sausages. Hams are smoked, whilst special parts of both cattle and pigs are salted, or salted and smoked afterwards. No wholesale meat dealers are to be found in Germany, or at least hereabout; each and every individual butcher kills what is necessary for his own trade, makes his sausages and cures his own hams.

"The better class stores have tiled floors and glazed tiled walls, marble counters, etc., whilst the rest are more plainly equipped, but they are all kept very neat—want of cleanliness is a great exception. In winter butchers lay in a supply of ice in order to cool their meat during the summer season. The trade in sausages and ham is very important in Germany, and particularly so in this city. Several butchers here have made large fortunes by devoting themselves specially to this branch of their trade. The most important firm in this line here is 'C. Grossman,' which sends its goods all

over Germany to retailers and private people and also exports to all parts of Europe, the Americas and Australia.

"Every animal that is brought to the slaughter house is examined by the inspector, usually a veterinarian, before it is killed. The meat of the slaughtered animal is subjected to a microscopic examination before it is allowed to be taken away for consumption. If certain parts of an animal are found to be diseased and considered unfit for consumption, they are burned, whilst the healthy portions are sold at reduced prices and at a special stall to poor people. Animals that are totally unfit for consumption are soaked with petroleum and burned."

A DEALER'S VIEWS.

"The output of cheese and butter in this district will be 20 per cent. in excess of last year, while the price is also a little better," said Mr. Wm. Flavelle, the well-known Lindsay dealer, on July 22, to a reporter. "Eggs are very scarce in Canada. From a letter I received yesterday I find Russian eggs are selling in Liverpool and Glasgow at 13 6c., while Canadian eggs are 16c. in Toronto; so that we have the absurd condition that we could bring Russian eggs to Toronto and sell them at a better advantage than to ship Canadian eggs to Liverpool. The cold weather was very hard on young turkeys last spring and there will not be more than half the usual 'crop.' There will also be a reduction, though smaller, in the number of chickens, from the same cause. There is an excellent market for turkeys in England at Christmas, while the market there for our chickens is practically unlimited. Last year our firm shipped 40,000 turkeys and 40,000 chickens, and at one time employed 300 men, women and children killing and dressing them for shipment. Many of the farmers are taking pains, finding it a profitable branch, and we find the stock has been improved. Besides, we distributed 500 superior male turkeys last fall at equal weight for those received. There is no doubt Canadian butter has secured a better position in the the English market, though we in Ontario suffer somewhat when compared with Quebec through the system of collecting the cream only two or three times a week, while in the neighboring Province, where

private separators are not so common, the milk is collected daily when it is fresh."

FROM THE PACKERS' STANDPOINT.

"The packers have been paying too high a price for hogs, but I think there will continue to be a good, steady demand during the next few months." This is the opinion of F. D. Fearman, manager of the well-known Hamilton packing firm as expressed to a newspaperman the other day. "The high price is occasioned in the first place by the higher price obtained for the product in England and in Canada; we had a better quality, and the world's market is higher for meats this year than before. A second cause is the competition among the packers for the hogs that are offered; if there were not so many buying hogs the price would not be so high. There is lively competition among the packers. I do not look for any advance in price. I think we have about reached the maximum price that the Canadian consumer will pay, and there is no use going beyond. It has been a good year for the farmer, though it must be remembered that feed has been high where it had to be bought. There has been a great improvement in the quality of the hogs brought in, through better breeding and better feeding. I think the instruction given at the Provincial Winter Fair and the Farmers' Institute meetings, and by the packers themselves, has led to this improvement. The English market has been steady and fairly good. The Canadian market is widening out in the West, and there is generally an increasing demand for pork products since they are put up in more dainty forms."

THE PROVISION MARKETS.

TORONTO.

Dressed hogs have advanced 50c. per 100 lb. during the week, but the demand for them is poor and the offerings are little or nothing. There is a good demand for hind quarters of beef, but front quarters are inactive and a decline of \$1 per 100 lb. is the result. The prices of live hogs are nominally the same, but the market is weaker. Quotations are as follows: Dressed hogs, \$9.50 to \$10; beef carcasses, \$8 to \$8.50 per 100 lb.; hind quarters, \$9.50 to \$10.50 per 100 lb.; front quarters, \$4.50 to \$5.50 per 100 lb.; veal, 8 to 9c. per lb., and

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Tubs,
10 lb.
only.

F. V

Are you selling

REGISTERED
Bow Park
BRAND

Cream Cheese?

Just the thing this hot weather. It sells fast. Send us your order or ask your wholesaler.

The Brantford Packing Co.
LIMITED
BRANTFORD, ONT.

When you have any

BUTTER OR EGGS

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

The J. A. McLean Produce Co., Limited
75-77 Colborne Street
Telephone Main 2491. Toronto.

Pure Lard

"STAR BRAND" Kettled Lard is the finest Lard that good hogs and first-class equipment can produce. There is no better Lard made and we guarantee every package to contain absolutely pure Lard. If you want "LARD COMPOUND," we can sell you that and as fine goods as any on the market. Packages in stock: Tierces, Barrels, Tubs, Pails and Tins, 3 lb., 5 lb., and 10 lb. Also 1-lb. Cartons in pure Lard only.

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

Long Clear Bacon.

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

Quotations on Case or Car-load lots on application.

The Park, Blackwell Co.,
PORK PACKERS, LIMITED.
TORONTO, ONT.

lambs, 9 to 10c. Select live hogs are worth \$7.25, and fat and lights, \$7 per 100 lb. Choice export cattle are worth \$6 to \$7 per 100 lb., and lights, \$5 to \$5.75.

Business in provisions has improved during the week and the market holds firm with an upward feeling. A moderate demand is being experienced by jobbers for lard and the prices thereof are unchanged. Plate beef continues strong. Our quotations are as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, \$21.50; short cut, \$23 to \$23.50; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.; plate beef, \$15.

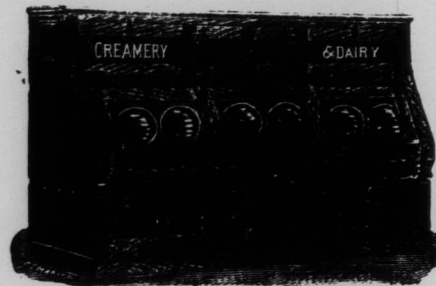
MONTREAL.

No important change has taken place in the condition of the provision market since last report with the exception that Jones' pork has dropped 75c. per bbl. The inquiry for smoked meats is good, this remark also being applicable to lard. Barrelled pork is quiet. Receipts during last week were 90 barrels of pork and 8,539 packages of lard, and for the previous week 70 barrels of pork and 8,426 packages of lard. A good business is being done in lard. Hams and bacon are meeting with moderately fair demand.

Price of pure Canadian lard is \$2 37½ to \$2.40 per pail. Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, \$1.95 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11c. for 60-lb. tubs, for Quebec and Ontario; hams, 13 to 14c.; bacon, 14 to 15c.; heavy Canadian short cut mess pork, \$24.50 to \$25.00; Canadian short cut clear pork, \$23.50 to \$24.00; American short cut clear pork, \$24.00 to \$24.50; American fat back, \$24.50 to \$25.00.

ST. JOHN, N. B.

In barrelled pork some Prince Edward Island stock is offered. Local supply is used up. Light supplies of American are received. Beef is light sale. Prices are rather easier. In fresh beef, light domestic continues easier, but Western is still firm at full figures. Veal is in light supply. Lamb is firm and quite freely received. Mutton sells slowly. Pork is scarce and there is but little demand. A few hams and rolls are sold, but the price is too high for much



C. P. FABIEN

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

3169 Notre Dame St., MONTREAL.

SLEE, SLEE & CO.

Limited

Tower Bridge Brewery,
LONDON, ENG.

FOR

English Malt
Vinegars.

Ontario Agents—

John W. Bickle & Greening,
HAMILTON and TORONTO

From whom Samples and Prices can be obtained.

THIS BRAND

ON BACON

—AND—

HAMS

guarantees the consumer an article perfectly cured, and prepared by the most improved process in the world.



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

Makers of Breakfast Bacon, Long Clear Bacon, Short Roll Bacon, Long Rib Bacon, Long Roll Bacon, Square Cut Shoulders, Back, or Windsor Bacon, Shoulder Butts, Wiltshire Bacon, Mess Pork, Cumberland Bacon.

All first-class Grocers and Provision dealers should handle the

"L. & S." and
"Imperial"

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

The best and most favorably known brands on the market.
They are delicious and appetizing. Once used, always used.

Fowler's Canadian Company, Limited,

Pork Packers and Exporters, HAMILTON, CANADA.

Fowler's Packing Houses: Chicago, Ill., Omaha, Neb., Kansas City, Kan., Hamilton Can.
New York Office: Produce Exchange Building, N.Y.
Fowler's English Houses: Fowler Bros., Limited, Liverpool, Eng. Fowler Bros., Limited, London, Eng.

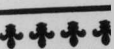
— ALSO —

The L. & S. Rosemary Company, Limited,

Manufacturers of Jams, Jellies, Coconut, Extracts, Baking Powder, Vinegars, Pickles, etc.
32 McNAB STREET SOUTH, HAMILTON, CAN.

business. Lard are not active. pork, \$23 to \$23.50; plate \$14.50; clear plate beef, Am to 7c.; lamb, 4 fresh beef 8 to 8c.; pure lard, 12¼c.; compo pound lard, pai pound, Fairba pails 11¼ to 11. Mr. Wiley, Saunders, all & Co.'s provis city this week; tives from the

DRESSED market for b but as the su easy and are ing, 7 to 8c. 1 Veal is in no Mutton is no Lambs are m ing now at 1: Cured mea mand for all



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Order the jobb

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Chicago.

business. Lard is rather easier, but sales are not active. We quote: American mess pork, \$23 to \$23.50; domestic mess pork, \$21.50; plate beef, Canadian, \$14 to \$14.50; clear pork, American, \$25.50; plate beef, American, \$17 to \$18; veal, 4 to 7c.; lamb, 4 to 5c.; mutton, 10 to 12c.; fresh beef 8 to 10½c.; round hogs, 7½ to 8c.; pure lard, tubs, 12c.; pure lard, pails, 12¼c.; compound lard, tubs, 9½c.; compound lard, pails, 9¼c.; refined lard compound, Fairbank's, tubs, 10¾c. to 11c.; pails 11¼ to 11½c.

Mr. Wiley, Mr. Fawcett and Mr. Saunders, all representatives of Armour & Co.'s provision department, were in the city this week; also one of their representatives from the New York office selling soap.

WINNIPEG.

DRESSED AND CURED MEATS — The market for beef has been active all week, but as the supply is large prices continue easy and are rather lower than at last writing, 7 to 8c. being the range of the market. Veal is in moderate demand at 8 to 8½c. Mutton is now in very fair supply at 8½c. Lambs are more abundant and lower, selling now at 12¼c. per lb.

Cured meats continue to be in active demand for all lines, but no change of price is

announced for the week. Hams, 14½c.; shoulders, 11c.; breakfast bacon, bellies, 15¼c.; backs 14½c.; long clear, 12½c.; spiced rolls, 12c.; dry salt backs, 12½c.

LARD—Very fair demand for lard and prices are firm and without change: 20-lb. pails, \$2.50; 50-lb. tubs, \$6.25; 3, 5 and 10-lb. tins, \$8.

A RESULT OF ADVERTISING.

The Home and Colonial Mail, of London, Eng., says: "The Toronto papers received this week give descriptive notices, with illustrations, of the new building of The 'Salada' Tea Co. This concern, under the guidance of P. C. Larkin, has developed in all directions, and the handsome structure now occupied bears witness to the enterprise of the management. The expansion of trade in Ceylon tea has been remarkable. Believing in the efficacy of advertising Mr. Larkin has acted up to his belief, and the result is that The 'Salada' Tea Co., and its teas are known all over the American continent."

RETAIL MERCHANTS' MOONLIGHT.

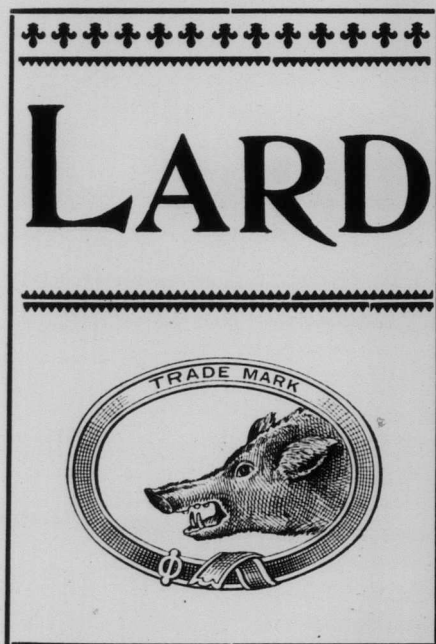
The Toronto Branch of the Retail Merchants' Association of Canada will hold their annual moonlight excursion on Wednesday, August 13, 1902, on the steamer Chippewa.

INQUIRIES ABOUT CANADIAN TRADE.

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London:

1. Inquiry is made for Canadian shippers of wood flour by a firm who are needing a considerable quantity.
2. A London firm have asked to be placed in communication with some of the principal oilcake mills in Canada.
3. A firm in a good position to undertake the agency in London of a large wood pulp mill in Canada desire to correspond with an important concern not already represented.
4. A Welsh importer is desirous of obtaining f.o.b. prices at Canadian ports, and c.i.f. prices Bristol or Liverpool for Canadian spruce and pine lumber, mouldings, etc.; also for oils and greases in barrels or drums. He is also prepared to quote for high-grade Portland cement for export.
5. An Italian house ask to be referred to a leading Canadian exporter of Labrador cod.
6. An English firm manufacturing agricultural tools, steel files, etc., make inquiry respecting the opening in Canada for their goods.
7. A Canadian firm of engineers with a branch in England are open to take up the agency for Canadian manufacturers of pig iron, steel rails, billets, iron and other ores, wood pulp, etc.
8. A young Canadian now on a visit to Europe desires to get into touch with some English firms in the grocery and smallware line who require such an agency in the Dominion as he can offer on his return.

[The names of the firms making the above inquiries can be obtained upon application to the Editor of THE CANADIAN GROCER.]



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

The increased consumption of compound lard in the last six months is phenomenal. It is not long ago that retailers claimed they were totally unable to sell compound. This is due to improved methods and the high grade of goods that is now being offered by **The N. K. Fairbank Company**. Every pail of **Fairbank's "Boar's Head" brand of Refined Lard Compound** is sold on a guarantee as to quality. Costs less, goes further, is better than hog lard.

Tierces	-	400 lbs.	Pails, tin	-	10 lbs.
Tubs	-	60 lbs.	" "	-	5 lbs.
Pails, wood	-	20 lbs.	" "	-	3 lbs.
" tin	-	20 lbs.			

THE N. K. FAIRBANK COMPANY.
Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

FOOD-PRODUCING LANDS OF BRITISH COLUMBIA.

CANADIANS are too accustomed to identify the possibilities of their country with one or two industries. Canada has limitless resources. It is a short-sighted view which sees in one Province the opportunity for developing one resource. It is true that mining interests and fishing operations are the features that bulk most largely in the general conception of British Columbia. Canadians, generally, and British Columbians particularly, have overlooked magnificent opportunities for agricultural development. The rugged country enchants the tourists and delights the miners, and gives rise to gushing streams that teem with fish to make glad the hardy fishermen.

As yet almost undetected are the magnificent resources of British Columbia as an agricultural country. Vancouver especially possesses arable land and throughout the Province stretch tracts of country very fertile for cultivation, and blessed with an easy climate which does not necessitate the winter housing of stock.

The Courtney Valley, north of Comox, has one of the most prosperous and thriving communities in Canada. In Vancouver Island, with an area of 16,000 square miles, the survey made by Mr. Gray has shown that between the Camel River and Fort Rupert there lie about 140,000 acres of first-class farming land, which extent of country will support in France 140,000 people. In British Columbia the acreage per head of agricultural population should be about four acres, so that this neglected land should support 35,000.

An English explorer has said that the potential population of Vancouver Island is 4,000,000. This was estimated on the basis of arable lands, the timber, mineral and other resources.

At the present time the Province sends away hundreds of thousands of dollars annually for the purchase of farm produce. Last year \$900,740 went to the United States alone—excluding Eastern Canada—for the purchase of hogs, sheep, grain, fruits and dairy produce. If all that money could be kept in the country and circulated the Province would be much more prosperous.

Some are of the opinion that the 2,000,000-acre land grant on the Island has put back the settlement of the country. People who go out there want to make money fast and do not desire to go into agriculture.

Land agents connected with the Lands Department should be appointed to ascer-

tain the exact area of arable lands and to show intending settlers the lands available.

A BIG PLANT.

Mr. John Carsley, president of The "Ozo" Co., has purchased the plant of Brosseau & Co., vinegar and pickle manufacturers, Montreal, and is moving it to the premises of The Michel Lefebvre Vinegar Works, already owned by him, on the corner of Mount Royal avenue and Drolet street. The combination of these two plants under one roof will give Mr. Carsley one of the largest factories of its kind in Canada. The premises are to be enlarged, and, with the latest improvements in plant and facilities, which are to be added very shortly, it is claimed no factory on the continent will be better equipped. The entire plant of Brosseau & Co. was purchased, including the registered trade marks.

The new stock is expected to be ready about August 15. Several novelties in wooden and glass ware will be introduced. Mr. Carsley has shown a good deal of enterprise in combining these two large plants, and there is little doubt but that under his management the new factory will take its place among the most important in the vinegar and pickle manufacturing industries. The excellent quality of the goods already produced by both these factories is well known, and with the added facilities we may look for an even finer product, if possible. Mr. Carsley will have many well-wishers among the trade, particularly among those who have already patronized the Michel Lefebvre vinegar and know its value.

"TANGLEFOOT"

The O. & W. Thum Co., manufacturers of "Tanglefoot" sticky fly paper have sent out the following: "Do you like fly-blown goods? Does your customer like them? A word to the wise, etc. A few sheets of 'Tanglefoot' sticky fly paper spread out in your store and show windows will make you many profitable sales besides proving to your patrons that you are anxious to please them with clean, wholesome goods."

BUSY IN SPITE OF FIRE.

Although one of the most disastrous fires in the history of cereal milling in Canada completely destroyed the large warehouse and cereal mill of P. McIntosh & Son, Toronto, with heavy loss, the firm, by their prompt action and commendable enterprise,

have been able to carry on business without a single day's intermission. Their newly acquired mill at North Toronto, formerly operated by The Ireland Food Co., has been busy night and day since the fire in an effort to fill all orders, while the firm have taken temporary possession of the large warehouse and offices at 47 Front street east for the other branches of their business, so that "Swiss Food" and its kindred breakfast cereals may be had in any quantity required by communicating with the new address. The firm intend branching out this fall on a still larger scale.

LONDON GROCERS' PICNIC.

The annual excursion of the London, Ont., Retail Grocers' Association was held at Niagara Falls on July 23. Two hundred and fifty passengers went by the Michigan Central and about 50 by the Grand Trunk railway. About 150 more passengers joined the excursion from different places on the route. A special train left London and conveyed the passengers to the Falls.

SHOW-CARD WRITING.

THE business of card-writing is fast becoming an exclusive profession among the clerks of this country. The fact that it opens a new field of pleasant as well as remunerative work to the overburdened clerk and others has caused those better versed in the work to come to their aid with the correct knowledge and instruction of show-card writing. Every periodical quoting the daily wants of the merchant throughout the land contains calls for proficient card-writers. And there are more calls than people to respond.

In this issue W. Edwards, Carleton Place, Ont., offers a book of instruction at \$1 postpaid, which will teach you this art in a thorough and practical manner. This instruction is inexpensive to the country merchant, who in himself must be card-writer, window-trimmer and all else progressive about his store, as the work can be studied at leisure hours, thus fitting himself to economize rather than to expend for a card-writer.

You may, perhaps, regard his instructions as questionable, owing to the rate, but when you consider that he is in a small place with less expensive office rooms than is possible in a large city, you will easily see the reason. Now is the time to take up this work. It means dollars to you—it means swift and sure advancement. The work is light, varied and congenial, and always yields a good salary—much above that of the average clerk or office assistant.

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IF YOU ARE IN A HURRY

FOR ANYTHING IN **GROCERIES**—DURING THE NEXT TWO WEEKS, WHILE OUR TRAVELLERS ARE AWAY ON THEIR HOLIDAYS,

WRITE, WIRE OR 'PHONE---US

AT OUR EXPENSE, FOR YOUR REQUIREMENTS. WE GUARANTEE PROMPT SHIPMENT.

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

HINTS TO BUYERS.

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

JAMES TURNER & CO. have been appointed sole agents for Hamilton for Goodwillie's pure fruits, packed in gem jars, and they report a large trade in these goods. Any buyers who handle these fruits should get their business in quickly.

A car of Californian prunes arrived this week for H. P. Eckardt & Co.

A new shipment of Dixon's Carburet of Iron Stove Polish is just to hand with W. H. Gillard & Co.

The Eby, Blain Co., Limited, have a snap in Californian muscatel raisins, which, owing to the high price of Valencias, are selling freely.

James Turner & Co., Hamilton, tell us they are booking large lots of canned goods, and that they have splendid values to offer in these goods.

H. P. Eckardt & Co. report a splendid demand for Japan teas at 19 to 20c.

W. H. Gillard & Co. report large shipments daily of Pilgrim Bros.' New York ginger ale.

The Eby, Blain Co., Limited, have put on the market a line of pickling spice, "Gold Medal" brand, in handsome 2 and 4 oz. cartons, that is meeting with favor with the retail trade.

H. P. Eckardt & Co. advise having received two cases currants last week, and, as the prices are low, they are going out lively.

The quotation of 30c. for "Condor" tea in E. D. Marceau's advertisement last week was wrong. It should have been 32½c. per lb.

James Turner & Co., Hamilton, report a heavy trade going on in "Imperial" vinegar, which goods are giving elegant satisfaction.

W. H. Gillard & Co. are offering some nice Valencias, Ondara layers, in 28-lb. boxes, being in prime condition for this season of the year.

The Eby, Blain Co., Limited, report a very gratifying increase in the sales of "Wheat Os"—the ideal breakfast food. This is proving an exceedingly popular seller during the hot weather.

EXCURSION OF GUELPH SALESMEN.

About 500 salesmen and clerks, of Guelph, enjoyed their second annual outing to Berlin on Thursday, July 24. The Royal City Association had chartered a special train.

The officers were as follows: Secretary, O. L. Dunning; starter, J. Gould; judges, C. L. Nelles, F. Hendley and James Hewer. President Wallace, with the other officers and members of the committee, assisted these gentlemen, and the manner in which the sports were run off was indeed creditable.

In the evening, through the kindness of His Worship Mayor Eden, the Berlin band gave a concert at the park for the pleasure of the visitors, at which about 3,000 people were present.

A MOOSE JAW GROCER MARRIES.

Mr. Alex. McKenzie, of McKenzie Bros., grocers and butchers, Moose Jaw, N.W.T., and Miss Eunice Carrie Hutton, fourth daughter of Mr. W. B. Hutton, Gravenhurst, Ont., were the principals of a pretty marriage ceremony, July 16, at the home of the bride's sister, Mrs. Jas. Sutherland.

BUTCHERS' PICNIC.

The Butchers' Section of the Toronto Branch of the Retail Merchants' Association of Canada held their third annual picnic in Exhibition Park, Toronto, on Wednesday, July 30. There was a large

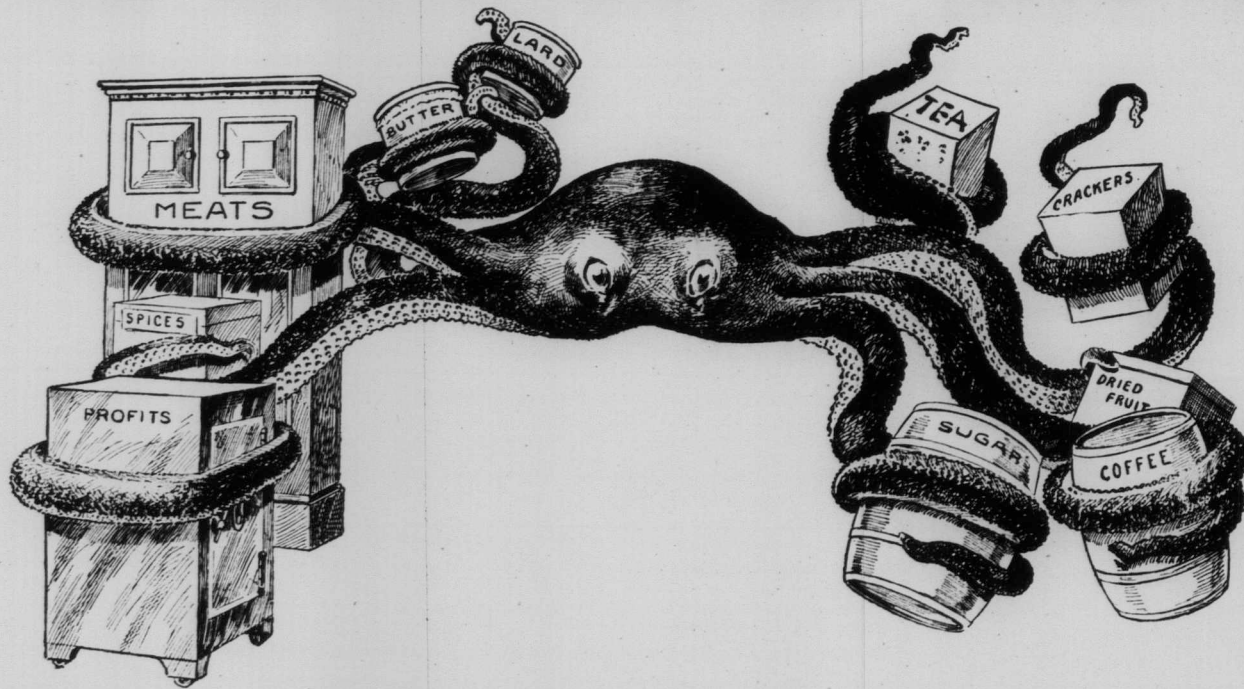
number present and everything was made enjoyable. In front of the grand stand Geo. Banks gave an impromptu vaudeville show. Besides this several races were run off. In the nail race ladies ran with a hammer and drove nails into a board. In the dog race—to carts—the dogs would fight every few yards and gave their jockeys no end of trouble. There was also a spoon and jam feeding contest; a greasy pig was let loose and caught, and 10 boys tried to beat each other eating half a watermelon. In the baby show the first prize was awarded to Grace Lilian Campbell; second to Albert Arthur Smithers, and the third to Christina Batt. Several races were also run off on the track. A baseball match between the master butchers and the butchers' clerks resulted in a victory for the former.

WOULD BUY CANADIAN GOODS.

CANADA is being visited just now by Mr. Arthur Sutcliffe, of Sutcliffe & Bingham, Limited, Kkora Works, Manchester, England. Sutcliffe & Bingham are manufacturers of grocers' specialties, such as jellies, fruit crystals, lemon churd, blanc-mange and fruit syrups, and have a number of travellers covering the United Kingdom. It is less than a year since they began to prospect the Canadian market, and they have so far met with gratifying success. The Greig Manufacturing Co., Montreal, are their Canadian agents.

Mr. Sutcliffe's visit to Canada is for a double purpose. In the first place he is looking after the products of his own firm, but he has also got an eye open for Canadian products, principally canned fruits and canned vegetables, which he might be able to sell in Great Britain. He feels certain his firm can sell these goods if quality and price is right. He is not looking for agencies. His firm proposes to buy the goods outright.

THE OCTOPUS OF WASTE



Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

The Moneyweight System will rescue you from this vampire.

**THE COMPUTING SCALE COMPANY,
OF CANADA, LIMITED**

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814 Pender St., Vancouver, B.C.

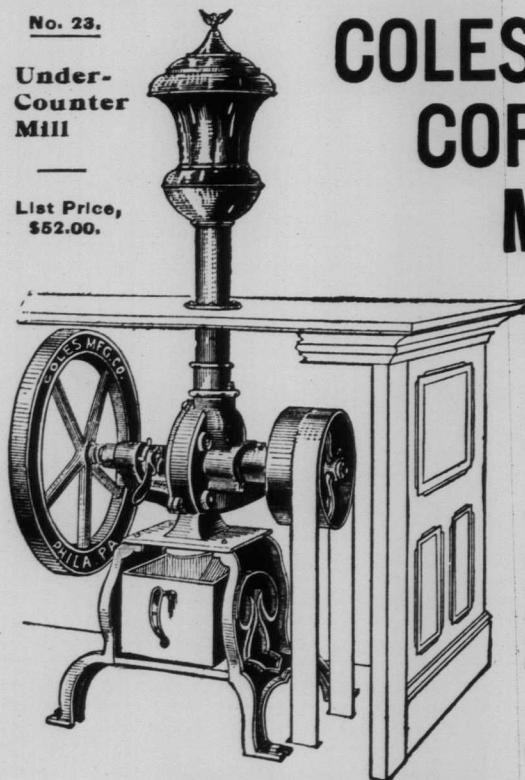
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MANUFACTURERS OF . . .

**DAYTON COMPUTING SCALES,
MONEYWEIGHT SCALES.**

No. 23.
**Under-
Counter
Mill**

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

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

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

**A GREAT
LABOR-SAVER.**

Our Grinders
wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA,
PENN'A.

PERHAPS

you are selling

Paterson's Worcester Sauce.

If not, you are missing an opportunity for profitable extension of our business. Remember it sells quicker than any other sauce, because its price is away below its quality.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.

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THE CANADIAN GROCER

President:

JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

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

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

HELP THE FARMERS.

ULTIMATELY the success of the merchant depends on the success of the farmer. A merchant's good times come around when the farmer comes to town on market-day with a good fat purse. Retailers in country towns all know this, and realize that in the farmer is to be found their best customer.

Under the circumstances it will be to the merchant's best interest to keep the farmer well posted on those matters of public importance which will tend to increase his prosperity. For instance, a pamphlet has just been published by Mr. J. G. Rutherford concerning the breeding in Canada of horses for army use, which contains matter of vital interest to the farmer. In this document Mr. Rutherford points out that the South African campaign has demonstrated the necessity for equipping the army with serviceable mounts. Such an equip-

ment to day has become imperative in every army with any pretence of being modern.

Canada, which would naturally be expected to supply any number of suitable horses, has been found strangely lacking in this respect. It is not an easy matter at present to obtain in this country any large number of horses altogether suitable for army use. This lack is due to the want of encouragement shown to breeders and the absence of a demand for such horses. Today there is a demand and there should be an encouragement. Therefore, in self-interest, our merchants ought to direct their country customers' attention to the new demand. Very little extra effort or expense will be required to increase the present small supply enormously. Instead of rearing light horses and ponies, which are of but little value, breeders might just as well raise animals better suited to military service.

WHITE BEAN SITUATION.

IT is the opinion of a leading firm in Montreal that the price of beans will be materially affected by the damage to crops by rains, and that an advance exceeding that which took place last year can be anticipated.

Last season, it will be remembered, a sharp advance took place on the strength of reported shortage in crops. Then, when it was discovered that these rumors were ill-founded, a decline was the result. As a consequence, dealers are inclined to be suspicious this season, but the continued fall of rain, which has been general, will substantiate the unfavorable reports.

Advices from Michigan say that the reports from all the principal districts are to the effect that the cold weather has materially reduced the prospects for the coming crop. The acreage planted was in several sections a little larger than last year, but a wet spring and other causes have thinned out the growing vines considerably. The Michigan Government crop report refers to the situation as unfavorable.

Reports from Essex County, Ontario, say that the new crop has been severely damaged. White beans in particular will be scarce, while yellows are more plentiful. Trade is reported fairly good.

QUEBEC CROP REPORT.

THE Department of Agriculture of the Province of Quebec has issued the official crop report for the Province, and the general impression to be gathered from it and the numerous county reports is that only warm weather is needed to produce a very good crop all around.

The following is the list of the average yield of the different chief products, 100 representing an excellent crop, 87½, very good; 75, good; 67½, fairly good; 50 poor, and 25, bad.

	Per cent.
Wheat	61
Barley	62
Oats	55
Rye	61
Buckwheat	59
Flax	60
Peas	60
Beans	59
Indian corn	52
Mangolds	58
Carrots	62
Swedish Turnips	65
Potatoes	67
Green Fodders	71
Clover	77
Timothy	76
Pasture	76
Tobacco	56
Apples	69
Other fruits	61

Total average..... 63

The above report covers the entire Province, the average being sustained from 650 reports. It will be seen that the average condition of the crops, being only 63, is not, in itself, very encouraging, but the reports from most of the counties speak hopefully of the outlook should warm weather, which seems to be here now, prevail during the rest of the season. The rain and cold weather has, no doubt, greatly retarded some crops, but their condition is not such that warm weather would not restore them to a normal size.

The hay crop looks well, and as the pastures and fodder crops occupy the greater part of the land under cultivation, the outlook is brighter than would be gathered from the figures alone. Apples show up well, as do potatoes, and the probability is that these crops will be good. Grains, it will be noticed, come somewhat below the "fairly good" mark, 67½ per cent., oats running pretty close to 50, which represents a poor crop. Several reports from the counties state that everything is too backward to at all foresee the outcome.

LOCAL INTERESTS AND THE ATLANTIC SERVICE.

It is to be hoped that local jealousy will not be sufficiently strong to prevent the realization of a fast Atlantic service between Canada and Great Britain.

For ten years scarcely any question has been more largely in the public mind than the necessity of a fast Atlantic service. There have been times when it has been relegated to the background or eclipsed for the time being by some other question, but it has again and again come to the front; and it will continue to do so until it has been dealt with in a way that the necessities of the case demand.

Among the various problems which are to-day demanding solution that regarding transportation transcends all others. The tariff is important. Imperial trade is important. But unless we have efficient transportation facilities the trade and commerce of the country must labor under disabilities no matter how favorable the conditions may be in other particulars. And the fast Atlantic service is at least one of the pivotal points of the transportation problem.

On some of the questions before the public it would be practically impossible for the business men to unite, because of the political atmosphere which surrounds them. But there is no political atmosphere around the transportation question. As far as the Atlantic service is concerned there is no doubt in it a mixture of sentiment, particularly since the Morgan merger startled the British world, but the sum and substance of the matter is, after all, business. It therefore demands the attention—the careful attention—of business men. If they cannot solve it in a satisfactory manner no one can. To leave it to the politicians would be idle. And yet there is danger of business men delaying solution of the question by viewing it from a local or provincial and not from a national standpoint.

What we want to keep before our mind is not the particular interests of Montreal or Quebec or of Halifax or St. John. The paramount interest to consider is that of the Dominion. And the more we allow that

interest to overshadow all others the more easily will the question be settled.

SCARCITY OF GOOD TEAS.

THE scarcity of the first-class in both men and merchandise is a peculiarity about which one hears a great deal these days. And there is at least one staple line appertaining to the grocery trade to which this peculiarity applies at present.

With common descriptions the market is over-burdened and prices are at their lowest point, but of really good teas there is a scarcity and prices are firm.

On the Canadian market there is not enough of good to fine teas to supply the demand, while common grades are going begging.

As an evidence of the firmness of the former it may be mentioned that teas which sold here a short time ago to the wholesale trade at 11d. cannot now be matched except at an advance of 2d. per lb.

The need of curtailing the output of low-grade black teas is becoming more and more evident.

MISMANAGED COUNCILS.

MISMANAGEMENT of the city's affairs is even a more than usually fashionable subject for discussion in Toronto at present. It is asserted that the affairs of the city are not run in a business-like way. No doubt this is quite true. And the cause is not far to seek: It is the lack of practical business men in the council.

If the ward heeler is the predominating influence in the council, the citizens cannot expect anything else but mismanagement. Like begets like.

We are quite aware that the self-respecting business man has very little to encourage him to enter public life through the door of the municipal council in Toronto or any other city. Influences without number are brought to bear against him the moment he steps into the arena. But these influences, even if in the beginning they defeat him, cannot finally do so. Next to fitness the essential to success is persistency.

Business men are gradually awakening, and it is to be hoped that when the next

municipal elections come around they will be wider awake than ever before, not only in Toronto, but in every Canadian city as well.

Some attention to this matter might, with profit, be given by such organizations as the Canadian Manufacturers' Association, the Retail Merchants' Association, the Maritime Board of Trade and the Master Plumbers' Association when they meet in annual convention in the course of the next month or two.

TO SAVE THE LOBSTERS.

THE lobster industry of the Maritime Provinces has been engaging the attention of the Department of Marine and Fisheries lately, the application recently made by the fishermen for the extension of the season for 10 days having aroused them to the fact that the lobster fishing business might possibly suffer extinction. As the industry is of the utmost importance to the Maritime Provinces, any measures taken towards its preservation are watched with close interest.

A New Brunswick packer says that the reason for the fishermen's petition in regard to the extension of the season was not on account of any failure in the catch, as many supposed, but the bad weather of May and June, which prevented the fishermen from attending to their traps.

The lobsters are growing smaller, according to various reports from the Province, and with the decrease in size there is also less profit in handling them. While in former times lobsters between 18 and 20 in. long were no uncommon thing, now the average is between 9 and 12 in. and none of the 18 and 20-in. fish are caught.

The Department of Marine and Fisheries has put a number of questions to those engaged in the lobster industry regarding the protection of the fish and preservation of the industry. Among them is one in connection with spawning reserves which it is proposed to establish at different places along the coast. The fishermen think that should these reserves for breeding be established it would do much to help the industry. The general opinion is that hatcheries should be established. One hatchery at Pictou, N.S., successfully planted 120,000 lobsters in the waters of Nova Scotia and New Brunswick, which must have done considerable good to the fisheries. It is understood that the Department of Marine and Fisheries will establish other hatcheries, and it is hoped that all the fishing centres may be covered.

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CANADA AND SOUTH-AFRICAN TRADE.

A Letter from a Cape Town Merchant.

DAY by day Canadians are being reminded of the important trade prospects that are being opened up in South Africa, now that the inhabitants of that country can turn their attention to the pursuits of peace. Rumors that United States and German business firms are already getting hold of the Cape business are everywhere rife. Canadians must not allow any reasonable opportunity to slip by means of which they can seize a share of this business. There is already a Canadian Trade Commissioner on the field in the person of Mr. J. G. Jardine. He has been presenting the claims of this country on South-African merchants in speeches and interviews, and his work is doing good.

Another opportunity for a concentrated effort will be afforded by the Cape Town Exhibition, which will take place very probably from November 1903 to February 1904. This exhibition will be primarily for the advantage of the Empire, and every colony is urged to exhibit its products there. Arrangements are already on foot for adequate buildings near the Botanical Gardens, Cape Town, and many eminent men are extending their patronage to the movement. There can be no doubt that this exhibition will be a splendid opportunity for Canadian manufacturers.

But the question naturally arises, what is the present situation in Cape Town with regard to the importation of goods which this country can supply? Happily a correspondent on the spot, Mr. Otto Vogt, has furnished THE CANADIAN GROCER with several details concerning this question, and he offers some valuable suggestions as to what lines should be encouraged. It is always advisable as far as possible to get the opinion of one intimately connected with the trade and commerce of a country, for very often such a one will disclose matters that an outsider can with difficulty get at. Mr. Vogt says in his letter of July 2:

CANADIAN CHEESE IN AFRICA.

"Until now, as far as my knowledge goes, only your cheese has found an opening here, and a limited one at that. It arrives here via London in loaves of some 80 lb., and is dealt in just now at 1s. per lb. less 5 per cent. discount and 30 days open credit. The duty is 3d. per lb., and, as invoice weight has to be taken into account,

it is generally more than its actual turn-out. Freight from England to this country is 33s. 9d. and 10 per cent. per mail boat, and 32s. 6d. and 10 per cent. per extra steamer or intermediate steamer, as they are called, for the ton of 40 cubic feet measurement. Dock dues and landing charges are together 5s. per ton of 40 feet or, if dead weight, per so-called Cape ton, which measures only 2,000 lb. Further, there is store rent and fire insurance which you may safely take at 2½ per cent., as storing room is hard to obtain and the premium for insurance is sure to be raised, because just now we had another huge conflagration right in the centre of the town which, I take it, will cost the various companies some £250,000, if not more.

AUSTRALIA AS A COMPETITOR.

"In fruits, you have, barring others, a very severe competitor in that giant like and, since a recent date, rising British colony, Australia, which has been for the last two years or so likewise supplying us with frozen meat, without which we would have simply starved by reason of the war, which, thanks to fate, has now been brought to a close.

"The cheese, I have omitted to state, very often turns out to be strong, bitter, occasionally quite rank, at which the importer uses imprecations loud and deep, which, however, do not change existing facts, and he has to bear the loss.

HAMS AND BACON,

the latter in large, whole sides, are now also largely imported from Australia, and in tinned meats of all classes Armour and Libby, McNeil & Co., of United States fame, are formidable rivals.

"Perhaps Canadian business may be feasible in cereals and the various kinds of wood and deals, in the former of which Australia is to the fore again and in the latter Sweden and Norway, though, particularly in the case of the former, business varies largely as grain has risen by 1s. per bush. of 56 lb. in both Australia and New Zealand. Just now a cargo has come in from California.

"The duty on all grain has in the course of the last 20 years been raised here from 8d. to 2s. per 100 lb. net.

"There is a rumor of a direct line between here and your country. How far

it has progressed, if at all, I am just now unable to say.

BUTTER.

"I may as well add that of late an attempt to introduce your butter into this market has been undertaken, with what result has unfortunately escaped my attention. I report on this article as follows: For years past almost our entire wants were supplied by Denmark, principally by two firms, both firms proclaiming their produce as first class; it was labelled 'Choicest quality,' but neither house have been able to merit my own approbation, as their butter always had a tallowy flavor. It was packed in cases containing six air-tight soldered tins of 28 lb. (English) net, or 12 tins of 14 lb., or 36 tins of 2 lb., or 72 tins of 1 lb. The duty was and is still 3d. per lb., dock dues, handling, freight, etc., the same as on all other goods, and prices varying according to the yield from year to year—on an average of about 1s. 7d. to 1s. 8d. per lb., duty paid less 5 per cent. discount and 30 days open credit. There have been seasons, however—I am speaking of a span of over 20 years, during which time I have been in the colony—when it was as high as 1s. 10½d. and 1s. 11d. per lb. (I refer to the 28-lb. tins, the staple article) and others when it could hardly find buyers at 1s. 5d. and 1s. 4¾d. per lb., under the same conditions as above. Then Australia, that rapidly-advancing, world-astounding continent, stepped in and, to use an ordinary expression, within three shakes of a duck's tail Denmark was and has remained crushed out of the market. Not only is its produce butter, pure genuine butter, and not only is it delicious in flavor, taste and appearance, but Denmark's price is not a patch to its price. All conditions being the same, it has been sold here on the average at 1s. 4½d., and that exporter as well as importer are satisfied is proved by the repeated and constant shipments of thousands and thousands of cases. Australia's mode of packing is different however. Their produce is packed in wooden boxes of 56 lb. net, which are simply laid out with a sort of very thick impenetrable tissue paper between and nothing else.

"The brands imported are manifold. They hail principally from Sydney and Melbourne. Adelaide and Freemantle are less to the fore. Just now, however, a rise has taken place and really first-class butter is hard to obtain at 1s. 5d. if at all. It is, I believe, due to the failure of the crop, owing to adverse weather."

"OUR FRIENDS" and ENEMIES ALIKE

(We hope we haven't many of the latter), need : : : : : :



"SALADA" CEYLON TEA

to WIN and HOLD a trade, which is essential to success. There is nothing "theoretical" about this statement. It's a proven living "FACT." No doubt, you can "hold off" a little longer if you feel so disposed; but believe us, it's not good wisdom, as more alive competitors are simply getting away with sales that might be yours.

"SALADA" is sold in sealed Lead Packets only.

No cutting allowed. Fixed selling prices always maintained.

} Black, Mixed or natural
Ceylon Green.

WE SHALL BE GLAD TO HEAR FROM YOU.

Address, "SALADA," Toronto or Montreal.

LILY WHITE GLOSS STARCH

In 6-lb. Toy Trunks
with real locks and keys.

This beautiful and useful package will be appreciated by every householder.
Try a case or two with your next ten-box order.

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD, ONT.

PRINGLE MACAROONS

A new Biscuit, very tasty.
Not a high-priced one either.

The Canada Biscuit Co., LIMITED,
KING and BATHURST STS., TORONTO.

TORONTO

9-11-13 Church St

Under
hall rooms now being
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W. HARRIS & C
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If you want best val

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Fine large fruit-

All orders shipp

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TORONTO COLD STORAGE

9-11-13 Church St., - - - TORONTO
Under new management.
Chill rooms now being repaired. Service improved.
Storage solicited.

W. HARRIS & CO., - PROPRIETORS
Telephone Main 1831

LEMONS —Choice, - \$3 25
—Sorrentos, \$4 00

If you want best value in market send us your order for Sorrentos.

Bananas

Fine large fruit—\$1.75 to \$2.00 per bunch.

All orders shipped promptly the day ordered.

SMITH & CARMICHAEL
70 COLBORNE ST., TORONTO.

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

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

EGGS—BUTTER

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

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
68 Front Street East, Toronto.

The
DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

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Wholesale
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Special attention given Mail and
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Your consignments, produce and fruit
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WRITE US FOR PRICE LISTS.

QUEBEC MARKETS.

GROCERIES.

Montreal, July 31, 1902.

BUSINESS throughout the week has been good, considering the season. The midsummer term is usually of a quiet nature, and this is no exception. In canned fish, fruits, and other lines, in demand during the picnic and outing season, there has been an active movement. White beans have been getting dearer, as the old-crop beans are becoming scarce on the market and the outlook for the new crop is none too bright. The price now is 2½ to 2¾c. A slight advance has also been made in pot barley, barrels now being quoted at \$1.35 and bags, at \$2.12½. Pearl barley is considerably higher, and \$1.60 is now charged for ½ barrels.

SUGAR.

This still remains unchanged in price, \$3.65 for granulated and \$3 to \$3.55 for yellows. The demand, locally, has kept up well and a good business has been done through the week with country buyers. The market is steady, and dealers, judging by conditions on the primary market, are not looking for any change in the price at present. Reports from New York state that a good business is doing in the raw article, refiners having been free buyers of sugar for shipment from Cuba. An increased demand has also been felt for refined sugar, and a slightly firmer feeling is reported.

TEAS.

Trade is not particularly active, but all dealers report an improving demand from local and country buyers. One report received here states that the second crop of Japan tea has been large, and taking the first and second together, the amount of tea from Japan will be larger than last year. As the second crop is the one which gives the Canadian market its chief supply, it looks as though we would have as low prices as last year. One buyer has received quotations at 1c. lower than a week ago, and he is looking for a further decline. At that price, Japan teas, second crop, are still from 1½ to 2c. higher than last year. A cable of July 27 states that in the eastern district of Japan it has been decided to stop picking the third crop after August 31. Should this be done it will tend to maintain the price unless some large amount should be unexpectedly brought in.

SYRUPS AND MOLASSES.

Corn syrups are still moving slowly on this market. Prices show no change, and our quotations are as follows: 3½c. in bbls.; 3¾c. in ½ bbls.; 3¾c. in ¼ bbls.; \$1.60 in 38½-lb. and \$1.20 in 25-lb.

The following Brands manufactured by

The AMERICAN TOBACCO CO.

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Are sold by all the Leading Wholesale Houses:
CUT TOBACCO

OLD CHUM,
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RICHMOND STRAIGHT CUT,
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Auction sales daily.
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the unequalled cleaner. People who once use it, want it, and we will do some sampling for you. 34 Yonge St., Toronto. All wholesalers sell it.

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... PRODUCES ...

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

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pails. In Barbados molasses there is no improvement whatever. The demand is very light, although it is expected that business will improve before long, as retailers' stocks will have to be replenished. Barbados molasses is quoted at 23 to 24c., according to quantity. The price of Antigua and Porto Rico molasses has not been changed, the former selling at 24c. and the latter at 38c.

CANNED GOODS.

Most lines of canned goods are now in very good demand. Stocks are running low in some lines, there being very few tomatoes, while as to 3-lb. apples, it is impossible to get them at any price. Salmon is moving well, as also are all lines of vegetables. Jobbers are now quoting prices on the new pack for future delivery as follows: Tomatoes, 90 to 95c.; corn, 80 to 85c.; peas, 80c. to \$1.20; string beans, 80 to 85c.; strawberries, \$1.15 to \$1.60; raspberries, \$1.45 to \$1.60; gooseberries, \$1.15 to \$1.60; pears, 2's, \$1.60 to \$1.70; 3's, \$2.10 to \$2.15; peaches, 2's, \$1.65 to \$1.70; 3's, \$2.50 to \$2.75; 3-lb. apples, 85 to 90c.; gallon apples, \$2.10 to \$2.20; 2-lb. sliced pineapples, \$2.20 to \$2.30; grated pineapples, \$2.50; pumpkins, 95c. to \$1; spinach, \$1.50; sugar beets, 95c. to \$1. There has been no change in the price of spot goods, which are still quoted as follows: Peas, 82½c. to \$1.15; corn, 82½ to 85c.; tomatoes, \$1.12½ to \$1.17½; gallon apples, \$2.95 to \$3; salmon, pink, 92 to 95c.; spring, \$1.25; Rivers Inlet, red sockeye, \$1.30; Fraser River, red sockeye, \$1.40.

SPICES.

Business in spices has improved of late and jobbers report a fair demand for almost all lines. No quotable change has occurred. Our quotations are now as follows: Nutmegs, 35 to 55c. per lb., as to size; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

RICE AND TAPIOCA.

There is nothing new to report. Both these articles are moving out fairly well at unchanged prices. Quotations are as follows: B rice, in bags, \$3.02½; in ½ bags, \$3.07½; in ¼ bags, \$3.12½; in pockets, \$3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, \$2.92½ in bags; \$2.97½ in ½ bags; \$3.02½ in ¼ bags, and \$3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb., and tapioca, 3c.

FOREIGN DRIED FRUITS.

The demand, locally, for currants keeps up at steady prices. As the active season approaches, a gradual improvement is noted in the sales. Our quotations follow: Fine Filiatras, 5½ to 5½c. in ½ cases; cleaned, 5½ to 5½c.; 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 7 to 7½c. per lb.

VALENCIA RAISINS.—There is nothing new to report in this market. Very

little good fruit is procurable. In the primary market a recent report states that some 400,000 boxes were destroyed, which will mean a serious loss, one firm placing it at 25 per cent. of the crop.

SULTANA RAISINS.—There is a moderate business doing. The price has not changed from 9c. per lb. The new crop is expected to be between 30,000 and 35,000 tons, which should mean at least moderate prices.

CANDIED PEELS.—These are steady and unchanged in price. The demand is fair. We quote: Citron peel, 15c.; orange, 11½c., and lemon, 10½c. per lb.

MALAGA RAISINS.—There is nothing new to report in this market. The prices are unchanged and the situation remains about the same as a week ago. We quote as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; ¼'s, \$1.30 to \$1.40.

DATES.—We quote Hallowees at 4½c., with a small amount of business doing. The crop is progressing favorably, and prices will not be high.

FIGS.—Private cables from Smyrna fig shippers report a further advance on future figs of about 1s. 6d. above last cable quotation. A private letter states that the crop outlook is for not over 5,000 camel loads, and the writer says that he would not care to sell at present at 32s. per cwt.

CALIFORNIAN EVAPORATED FRUITS.—There is no change and the demand is light. We quote: Pears, 10c.; peaches, 10½c. and apricots, 11½c.

CALIFORNIAN RAISINS.—The price of seeded raisins remains at 9½ to 10½c. per lb. In regard to the price named on the 1902 crop raisins, a New York operator says: "The basis fixed at 4½c. for 2-crown, 5c. for 3-crown and 5½c. for 4-crown loose is too high to admit of business with the present crop outlook, and the fact that the association will not, from present indications, cut much of a figure this season. Taking 3-crown loose, the basis of 5c. is from ¼c. to ½c. higher than the selling price last season at the opening. No one will venture on purchases at that figure under existing conditions. The crop outlook is for a yield of fully 4,500 carloads at the present time. Last year's crop was about 3,500 carloads."

PRUNES.—Mail advices from New York say of prunes: "An offer of new crop prunes, Sonomas, 40-50s and 50-60s was reported to-day on the 2½c. four-size basis. Santa Clara's new crop are offering at 3c. basis for 40-50s, and from 2½ to 2¾c. four-size basis for the four sizes, according to what grower holds them. Offerings, however, are not freely made on Santa Claras. According to a late estimate the Californian output is figured up to 150,000,000 lb. Sales made to date on new crop have, it is stated, been largely for October shipment." Locally, the demand for prunes is fairly good. No quotable change has occurred. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7½c. for 60-70's; 7½c. for 70-80's; 6½c. for 80-90's; 6½c. for 90-100's.

NUTS.

A further advance of ½c. is reported in Grenoble walnuts, making the present

price 10½ to 11½c. Peanuts continue dear and are somewhat scarce. Advices from Italy estimate the crop of almonds at 50 per cent. less than last year. From Sicily, reports show a much stronger market for shelled almonds, the quotations being equal to 27c. cost laid down here. The local prices are as follows: Walnuts, 9½ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17 to 17½c.; shelled almonds, 25 to 27c.; Aliberts, 8½ to 9½c.; pecans, 15 to 16c.

GREEN FRUITS.

With the arrival of a few days of warm weather business in green fruits picked up wonderfully, and during the past week the market has been active all round. Californian fruits of all descriptions have been in excellent demand, as many as ten cars a day being received. Valencia oranges are now completely out of the market. Potatoes have taken a big drop, being quoted 60c. to \$1.15 per barrel lower. Strawberries are 1c. lower, and but very few are offered. Cucumbers are also somewhat lower. We quote as follows: Jamaica oranges, in barrels, \$1.50 to \$1.75; in boxes, \$2.75; Messina lemons, \$2 to \$3 per box; pineapples, 13 to 20c.; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1.25 to \$2, and 8 hands, \$1 to \$1.50; sweet potatoes, Vinclands, \$1; grape fruit, \$1.25 to \$5 per box; radishes, 15c. per doz.; strawberries, 10c. per box; asparagus, 40c. per bunch; Boston lettuce, 35c. per doz.; cucumbers, 35c. per dozen; wax beans, \$2.50 per basket; green beans, \$3 per basket; Californian cherries, \$2 to \$2.50 per box; Canadian cabbage, \$1.25 per barrel; potatoes, \$1.15 to \$1.30 per barrel; tomatoes, four-basket carriers, 90c. to \$1.00; watermelons, 25c.; muskmelons, \$3.50 per crate; raspberries, 10 to 12c. per box; gooseberries, 65c. per basket; blackberries, 6 to 7c. per box; Californian apples, \$2 per box; peaches, \$1.25 per box; plums, \$1.25 to \$1.75 per box; pears, \$2.50 per half box; apricots, \$1.25 per box; limes, \$1.50 per box; red currants, 6c. per box.

FISH.

The demand for haddock is fairly good, and dore is also moving out well. The latter, however, is growing scarce. Other fish, excepting trout, are in good supply. British Columbian salmon is commencing to arrive, and sells for 14c. No quotable changes have occurred. Gaspe salmon has now disappeared from the market. Our quotations are as follows: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 3½ to 4c. per lb.; whitefish, 7½c.; dore, 7½ to 8c.; pike, 6c.; halibut, 10 to 12c.; salmon, 14c.; trout, large and medium, 8c.; No. 1 herring, Nova Scotian, \$4.75 to \$5.25 per bbl., and \$2.50 per ½ bbl.; No. 1 Holland herring, \$6.50 per ½ bbl.; No. 1 Scotch herring, \$6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. per keg; No. 1 green codfish, \$5 per bbl.; mackerel, \$12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, \$4.75 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces, and in barrels, \$12.50; No. 1 British Columbian salmon, \$6 per ½ bbl., and \$12 per bbl.; standard bulk oysters, \$1.50 per gallon; Marshall's kippered herring, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size,

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\$1.30 per doz
2 size, \$2.20

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FLOUR.—B fairly good, and country being steady small amount count has 1 steady and Our quotatio spring whea ter wheat bakers', \$3.7 \$3.60 to \$3.

GRAIN.— load lots f ned, but if Corn is qui is higher an oats, No. : Ontarios, 4 rye, 67c.; 1 buckwheat, in store.

FEED.— steady wit ings of sho are firm. \$16 to \$17 Manitoba \$21.

QATME/ in the ma tinue in i price is \$ bag.

BALED- local buy We quote

No two Flower Gardens are Alike.



Seal Brand
In 1 and 2-lb. Cans
only.
(AIR-TIGHT.)

The Jacqueminot roses of one garden differ radically from the Jacqueminot roses of another. It all depends on the gardener. No two plantations produce exactly the same berry. After quarter of a century as coffee importers we began studying the plantation. 25 years had taught us coffee, 12 years more taught us where it was grown. The pick of the world's choicest berries goes into your coffee pot when you use Chase & Sanborn's Seal Brand.

CHASE & SANBORN, Importers, Montreal.

\$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

FLOUR AND GRAIN.

FLOUR.—Business in flour has been fairly good, the demand from both local and country buyers, for carload lots, being steady throughout the week. A small amount of business on export account has been done. The market is steady and shows no change in price. Our quotations are as follows: Manitoba spring wheat patents, \$4 to \$4.30; winter wheat patents, \$3.90 to \$4.10; strong bakers', \$3.70 to \$4.00; straight rollers, \$3.60 to \$3.70.

GRAIN.—The demand for oats, in carload lots, for outside points has continued, but in other lines trade is quiet. Corn is quiet and lower in price. Barley is higher and firm. We quote: Manitoba oats, No. 2 white, 49½ to 49¾c.; No. 2 Ontarios, 48¾ to 49c.; No. 3, 48¼ to 48½c.; rye, 67c.; peas, 86½ to 87c.; corn, 72c.; buckwheat, 68½ to 69c.; barley, 58 to 59c. in store.

FEED.—The market for feed has been steady with a fair demand. The offerings of shorts continue small, and prices are firm. We quote: Manitoba bran, \$16 to \$17; Ontario bran, \$15 to \$15.50; Manitoba shorts, \$23; Ontario shorts, \$21.

QUATMEAL.—There has been no change in the market for rolled oats, which continue in fair demand in small lots. The price is \$5.40 per barrel and \$2.65 per bag.

BALED HAY.—The demand is fair from local buyers. The prices are unchanged. We quote No. 1 timothy, \$8.50 to \$9;

No. 2, \$7.50 to \$8; clover, \$7 to \$7.25 per ton in carlots.

BUTTER AND CHEESE.

BUTTER.—The market still remains firm, but business is somewhat quieter than a week ago. On Monday of this week 1,000 packages of creamery brought 19½ to 19¾c. Prices are much as before. We quote: Fancy Townships creamery, 20 to 20½c.; finest Townships creamery, 19¾ to 20c.; finest Quebec creamery, 19¾ to 20c.; finest Ontario creamery, 19¼ to 19½c. Fine creamery, 19 to 19½c.; dairy butter, 16½ to 16¾c. Considerable demand for western dairy butter is experienced for export.

Shipments from the port of Montreal last week were: 29,505 packages, or 6,124 packages more than for the same week last year. Since May 1 the total shipments were 178,808 packages, an increase of 38,598 packages over the corresponding period last year.

Last week the steamships Pretorian and Manxman, for Liverpool, carried away 5,366 packages; the steamship Manchester Commerce, for Manchester, 5,251 packages; steamships Iona and Montevidean, for London, 9,247 packages; steamship Monterey, for Bristol, 8,253 packages.

CHEESE.—The tone of the cheese market is still very firm and an upward tendency in prices to be noted. For comparison sake, we give the prices quoted on July 22 and those of July 29:

July 22, finest Ontarios, 9½ to 10c., July 29, do., 10¼ to 10½c.; July 22, finest Townships, 9¾ to 9¾c., July 29, do., 10 to 10½c.; July 22, finest Quebecs, 9½ to 9¾c., July 29, do., 9½ to 10c.

Shipments from the port of Montreal last week were: 110,557 boxes, or 49,856 more than for the same week last year. From May 1 781,389 boxes were shipped, being 178,558 boxes more than for the corresponding week last year. For the week ending July 19, 76,478 boxes were shipped.

Steamships Pretorian, Lake Megantic and Manxman, bound for Liverpool, carried away 32,761 boxes. The steamship Manchester Commerce, for Manchester, 3,233 boxes; steamships Orcadian and Concordia, for Glasgow, 4,323 boxes; steamships Iona, Montevidean and Montezuma, for London, 56,686 boxes, and the steamship Monterey, for Bristol, 41,893 boxes.

COUNTRY PRODUCE.

EGGS.—Some inquiry for fresh eggs for export has been made. Hens are now commencing to be grain fed, so that the quality of the eggs should improve. There is a scarcity in supplies in the country which is affecting the prices in the city. In the city prices are as follows: Straight gathered stock, 15¼ to 15½c.; straight candled, 16 to 16½c. No. 2 stock are still selling at 13 to 13½c., according to selection. A considerable quantity of Prince Edward Island eggs are offering, but the quality is reported to be somewhat unsatisfactory, as evidenced by the prices being paid.

POTATOES.—Still a further decline in the price of potatoes has taken place since our last report. At the Bonsecours Market here farmers were selling potatoes at \$1 per bbl., while jobbers were asking \$1.25. The demand is exceptionally

TEAS TEAS

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good. If the present satisfactory weather continues, which will give the farmers an opportunity of turning their attention to their hay crop, an advance over the above prices is expected.

HONEY. Very little attention is being paid to this article at present, and, as a consequence, business is exceedingly slow. Prices are unchanged. We quote: White clover comb, 13 to 14c.; tinged, 10 to 11c.; strained, 9 to 10c. per lb. Buckwheat honey in comb, 9 to 10c.; extracted, 7 to 8c.

MAPLE PRODUCTS. Trade is as slow as ever. Prices are the same as last week. We quote: Syrup, in large tins, 79 to 80c.; small tins, 59 to 60c. In wood, 15 to 30-gallon casks, 5 to 5½c. per lb. Sugar, in round lots, 7 to 9c., as to quantity and quality.

POTASH. Prices have declined considerably and the market is very weak. We quote: Firsts, \$1.19 to \$1.15. Last week they were \$1.29 to \$1.30. Seconds, \$3.35 to \$3.45. Last week they were \$3.80 to \$3.85. Pearls, \$6 per 100 lb.

HOPS. If reports from Prince Edward (Ontario) county are authentic, to the effect that there is a very poor crop, prices will take a jump upwards.

TALLOW. We quote: Refined, 6 to 6½c. and rough, 2½ to 3½c. The market is quiet.

MONTREAL NOTES.

Grenoble walnuts are ¼c. higher.

Valencia oranges are out of the market. American pork (Jones'), is 75c. per bbl. lower.

Potatoes are much lower, and are now quoted at \$1.15 to \$1.30 per barrel.

Pearl barley has advanced considerably, being now quoted at \$1.60 per half bbl.

MANITOBA MARKETS.

Winnipeg, July 28, 1902.

THE week has been the busiest Exhibition week ever known in the West, and the crowds attending the largest. Jobbing houses have done a good trade, and retail houses the largest Exhibition trade in the history of the city. Among the visitors have been thousands of Americans that stayed, one, two, and three days. The city has been gay with flags, and the illuminations prepared for the Coronation have been used every night, so that the city has had quite an unusually gay appearance.

With reference to the Exhibition, it showed advance over former years in main lines, particularly that of beef cattle and bacon hogs. With reference to the latter, the judge of the swine, Prof. Ferguson, of the Michigan Agricultural College, pronounced the exhibit very good indeed, more especially along the bacon types.

Jobbers declare they have been far too busy to think about markets, and there are few changes to record.

TEAS. There is an easier feeling in Ceylon teas, and prices are about 1½c. lower.

COFFEE. The coffee market is slightly firmer, and No. 5 Rios are now quoted at 8½ to 8¾c.

EVAPORATED AND DRIED FRUITS.—Advices have been received on this market that the fig crop has been seriously

damaged and brokers have for the present withdrawn quotations. The actual extent of the damage is not known. Currants and raisins are in normal demand and without change of price. We quote: Fine off-stalk, \$1.85 to \$1.90; layers (Valencias), \$2.20 to \$2.25; muscatels, 2 to 4-crown, 8¾ to 9½c. There is no change in the price of Californian evaporated fruits, and the demand is light.

CANNED GOODS.—No change has taken place in these goods and the trade is active. Reports of shortages in peas and also a shortage in the corn crop continue. Reports from reliable sources are current on the market here that the association is paying eastern canners not to pack. One representative of a cannery admitted, while in town during the week, that he was to receive a certain percent for goods not packed.

CREAM OF TARTAR. There is an advance of 1c. per lb. quoted on this market.

RICE. The phenomenal advance in Japan continues and the present price here is 5½c. per lb. Other grades of rice are without change.

FLOUR. The market is steady with a good local demand and considerable export trade. Prices are without change. We quote: No. 1, \$2.05; No. 2, \$1.90; No. 3, \$1.75; No. 4, \$1.60; No. 5, \$1.25.

CEREALS.—Rolled oats is practically the only cereal in demand in sack form, and trade in this is slow locally, although there is considerable export demand. Prices are without change. We

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

quote: 80-lb. sa
 \$2.25; 20's, 1
 standard oatmeal

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quote: 80-lb. sacks, \$2.20; 40-lb. sacks, \$2.25; 20's, \$2.30. Granulated and standard oatmeal, \$2.75.

DAIRY PRODUCE.—Creamery Butter.—Receipts are still comparatively small and the market is holding firm at 16 to 16½c. factories, with 17c. as the outside figure for the make of one or two creameries. Dairy Butter.—The supplies are somewhat more liberal and there is a very active demand. The past week has certainly been a time of testing for poorly made butter, and a considerable percentage of that comes under that head. The price is slightly better for a good article, some dealers paying 13c. for the best grade, and the price generally is 12 to 12½c. for good butter, but for much that is offered not more than 10c. Winnipeg is paid.

CHEESE.—The offerings continue small and the price is firm at 8½c. Winnipeg, with 9c. paid for small lots of extra choice cheese. There is a noticeable falling off in the make this season, due largely to the wet weather early in the season.

EGGS.—Receipts are still somewhat limited though larger than at the same date last year. The consumptive demand of the city has been enormous for the week, so that stocks are well cleared up, but prices are expected to drop within the next few days. The price is 13c. Winnipeg for fresh case eggs.

GREEN FRUITS.—The market was bare of bananas for the first days of Exhibition week, and when a stock did arrive the fruit was in bad condition, being over ripe. Price, \$3 per bunch. Peaches, suitable for canning, are now abundant at \$1.50 per crate; red plums, \$1.75 and blue plums, \$2; pears, \$1.50 per crate. Washington apples have arrived and are selling at \$3 per box. Watermelons are down to \$1 per dozen. Oranges, \$5 to \$6, according to number in crate. Lemons are firm at \$6.

VEGETABLES.—New potatoes, in sacks, 2c. per lb.; cucumbers, 60c. per doz.; celery, 60c.; tomatoes, in 4-basket crates, \$1.25; cabbage, 60c.; cauliflower, 75c.

NOTE

One of the finest exhibits at the Fair was that of The Ogilvie Milling Company, and the first prize exhibit was that of G. F. & J. Galt's "Blue Ribbon" goods. The whole process of weighing, packing and labeling tea and the weighing, roasting, grinding and packing of coffee was given practical demonstration to the visitors.

M. J. Hughes, general merchant and hotelkeeper, South Wellington, B.C., is removing to Wellington.

For Camp or Picnic

Nothing more desirable than

Clark's Meats.

Now's the time to carry a FULL STOCK.

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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Send your orders for the very best quality of

ORANGES, LEMONS, BANANAS and PINEAPPLES.

HUGH WALKER & SON

P.S.—Prompt and special attention given to mail orders. GUELPH, ONT.



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Capstan Brand Baking Powder?

If not! why not?

It is the best seller in the market.

Try a sample case and be convinced of its high-grade quality.

Ask your grocer for it or see our travellers.

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

GRIMBLE'S English Malt

Six GOLD Medals **VINEGAR**

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

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The one authoritative, standard and complete Text Book on Sign, Showcard and Ticket Lettering in all its forms. This book also contains a collection of 4 plates of model alphabets and figures, designed by the leading artist sign writers. It will teach you the art from its rudiments to the production of the most difficult and finished work during leisure hours at home. Price, \$1.00 post paid. Address,
W. EDWARDS, Carleton Place, Ont.

NOVA SCOTIA MARKETS.

Halifax, July 29, 1902.

THE grocery business, which has shown such extensive and continued activity so far during the season, is now passing through the dull-est season of the year—the midsummer vacation season, when orders are smaller and less numerous, and the principal trade lies in the local and country markets adjoining the city.

* * *

This is the season when the head of the firm hies away to the cool beaches or takes up his abode in his summer residence on the Northwest Arm, or at Cow Bay, to recuperate his tired brain, while the industrious clerks who, too, have earned their vacation, hie away to their country homes and enjoy the scenes and surroundings of their boyhood—for it is a well-known fact that the best clerks in the city are country born and bred.

* * *

Though business is dull the price situation, generally, remains firm, and there are few important changes worth noting. The firm position which beef and pork products have held in the market for some weeks shows no indication of appreciation, and this has had a material effect on the part of buyers. These products rose with a jump, and it is not unlikely that the same kind of a decline may take place. Buying is done only in small quantities, and resource is also had to the use of other food substitutes.

* * *

New canned peas and strawberries are now on the market, though there is not much retail sale in these at present, as our own fresh crop is in the market. Wholesalers are placing their orders at about the same price as for last year's product. It is reported that corn, which will soon be on the market, will be higher than last year, as the crop is likely to be short.

* * *

On a report from Ontario districts that the wet weather had hurt the bean crop considerably, this commodity has advanced 20c. per bushel. Flour continues firm, and in some brands there is an advance of 15 to 20c. per barrel. Cornmeal is now quoted at \$3.45 in carload lots, or \$3.50 in smaller quantities. This quotation is less than in the corn centres of the west. Round peas have advanced 20c.

* * *

The hay situation is now easier. The demand from South Africa having ceased has affected the market somewhat. It is too early in the season yet to predict exactly how this season's crop will stand, but it is the general opinion that the crop will be under the average. That on light soils will be good, but on heavy land the backward wet season had a marked effect for a light crop.

* * *

Salmon, mackerel and other kinds of fresh fish, owing to the high price of meats, are in good demand, and the local market is well supplied. Considerable dry fish is coming in, but the prices remain low, there being no very material improvement in the Southern markets.

R. C. H.

THE PURITY AND EXCELLENCE OF

COWAN'S

Hygienic and Perfection COCOA,
Queen's Dessert, Royal Navy
and Perfection CHOCOLATE,
Cowan's CAKE ICINGS,
Chocolate Cream Bars, Chocolate Ginger, Wafers, etc.,
and Cowan's Famous Blend COFFEE

make them the most popular goods with all grocers.

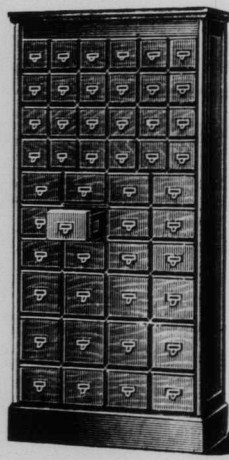
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SATISFIED CUSTOMERS

our best recommendation.

"Lindsay, April 14.—
I am well pleased
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"A. FISHER."

"Port Arthur, June
23.—Cabinet received
O.K. It is just what I
wanted.

"H. CHAUSSE."

"Fowler's Corners,
June 27.—Cabinet is
greatly admired and
it certainly is a neces-
sity in any well or-
dered grocery.

"WM. DINSDALE."

Full particulars from
J. S. BENNETT,
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Peaches, Pears, Apples,
Corn, Tomatoes, etc.They are packed from the choicest
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The IMPERIAL CANNING CO.
KINGSVILLE, ONT.H. N. Bate & Sons
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CEYLON GREEN

Same drawing qualities as Japan.

Put up in 1-lb. lead packages. 24 packages in case.

Wholesale, 19 cents per lb.
Retail, 25 cents per lb.

Sale Guaranteed or can be returned at our expense.

With four cases of above we give one of our
handsome polished oak paper bag holders.
Best in the market.WESTERN
ASSURANCE COMPANYIncorporated
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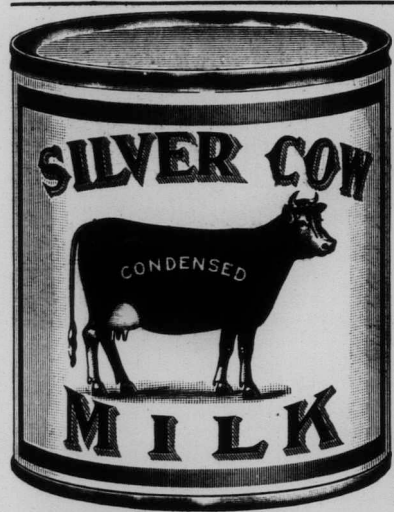
Capital - \$2,000,000.00
Assets, over - 2,900,000.00
Annual Income 3,000,000.00

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Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
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CREAM IN IT—JERSEY CREAM.

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SWEETENED
 We are now prepared to furnish and ship promptly
Silver Cow Brand
Preserved Milk

Equal in purity to our famous **ST. CHARLES CREAM.**
 We respectfully solicit your orders for and co-operation in marketing this product. Address :
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LISTEN!

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

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HIGH-GRADE
TOMATOES - CORN - PEAS - Etc.

GUARANTEED SECOND TO NONE. BRIGHTON CANNING CO.

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

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

Fear not—no harm will come to thee.

During holidays for travellers we will offer special inducements for orders by mail or telephone. Write for one chest of Hapugastenne Ceylon Tea at 12½c., net cash, and one chest at 15c., and see if they are not 25 per cent. better than usually sold. The teas of this fine garden are giving the best satisfaction of any Ceylon Teas we have ever sold.

Send it back

Don't have to, they tell us. Sells too well, but we want a record-breaker in September. Send us a post card for one box to be sent you in that month. We want to ship 2,500 boxes in September. If you now sell it, send for a box—if you don't sell it, send for a box. Be up-to-date and have Canada's greatest yeast cake in your stock.

82, 84, 86 McNab St., HAMILTON.

LUMSDEN BROS., 9 Front St. East, TORONTO.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

NEW BRUNSWICK MARKETS.

St. John, N.B., July 29, 1902.

TOURISTS are of great interest at present. Our Tourist Association is very active, and everything possible is being done to advertise, in an attractive way, our substantial advantages as a summer resort, as well as to do all that is possible to make the stay of those who come pleasant. While we have those who come to our own city and Province, we have those passing through or making a short stay who go to Nova Scotia, including Cape Breton, and on to Prince Edward Island. One is sure of cool weather and out-of-door life with most pleasant and beautiful surroundings. In business, there is a steady movement of goods. The markets are on the whole quite firm. In spices, some lines are easier. This is the season of light demand. Cream of tartar is very firm.

OILS. In burning oils there is a steady increased sale. Prices are unchanged. Fall business is beginning to attract attention. In paint oils the easier prices continue, particularly in linseed oils, and sales are but fairly active. In lubricating oils the sales are large. Cod oil is being received quite freely and prices are considerably lower. This is a large receiving point. In seal oil new stock is offered. Prices are still high, the market opening above last year's figures. Large quantities are shipped to the other side from Newfoundland.

SALT. In Liverpool coarse salt stock here is quite light, but further arrivals are daily expected. Prices are firmly held and full figures are asked. In fine salt, the quantity of Liverpool used is lighter each season, the sale being for Canadian. Cheese and butter factories use the Canadian altogether. We quote as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.75 to \$2.85 per bbl.; 10-lb. bags, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 22 23c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 dozen; English bottled salt, \$1.25 to \$1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—These lines still have much attention. New peas are on the market and prices are firmly held. Corn is still low. New western is not quoted. Local packers have sold some. In tomatoes, spot stock is very light. Some local packers have sold, but prices have been withdrawn. Some western packers outside the association are offering at a lower price than that so far named as association figures. In fruits, strawberries and apples are about the only lines sold as yet. Strawberries are firm. Apples are offered at quite low prices. Spot stocks are cleaned up. In salmon, new spring fish are here and find a good sale. Meats sell freely at full figures. In domestic sardines, the offerings so far are light. Owing to competition among packers, the prices are rather lower than they were last season. Finnan haddies have been packed. The pack is not large. It is still early for herring.

GREEN FRUITS.—In bananas the sale has been very large, but the prices are low. Supplies from Boston are rather below the demand. The Jamaican steamer landed a large quantity. In strawberries the season is about over. Our crop

was large, but owing to shipments to Boston, Montreal, and even Nova Scotia, the prices kept quite high. Raspberries are freely received. The cultivated are plentiful, but the wild are in rather light supply. There is a very large demand for these from the United States, where they are used for manufacturing. Oranges are unchanged, but the sale is not very large. Lemons move freely at the full figures. Melons have a fairly large sale. Pines are low and sell freely. Apples from the United States are freely received, and the quality is good. Early vegetables have a large sale.

DRIED FRUITS.—Spot sales are not large, and stocks are light in all lines, and loose muscatels and seeded raisins are received from New York to supply dealers till new goods arrive. This is also true of currants and prunes. In the latter new goods will be low. There is little sale here for apricots and peaches. Dates and currants are being bought for fall; prices quoted are low. Malaga raisins have been quoted, but little has yet been done. In evaporated and dried apples a little business is being done. Onions have a fair sale. While a few Egyptian are still held the sale is for American. In nuts, peanuts sell freely at rather higher prices.

DAIRY PRODUCE. Eggs continue quite firm and high in price. The demand for preserving prevent as low prices in the early summer as formerly. The supply at present is largely from Prince Edward Island. In butter, low prices rule. Supply of good is freely received. Poor stock is a drag. Cheese is quite freely offered. The market is rather easy.

SUGAR.—While the low prices still hold, the market is quite firm. There is no doubt prices would not be as low but for the foreign article, which is still being received to some extent.

MOLASSES.—As spoken of in "The Grocer," Porto Rico is not only firmer, but holders of stock have advanced prices at least one cent. In Barbados, there is no change. This is not the season when the demand is active.

FISH.—In fresh fish, the season is getting late. Some nice salmon and halibut are still received, and also some fine shad. This is the season of the best shad. Some particularly fine pickled shad are offered, but the price is high. In smoked herring, stocks are getting well cleaned up, and the market is firm at a full cent advance. In new pickled herring there is a light business at full figures. Dry cod and pollock are quite firm. The sales are not large. We quote: Haddies, 4½ to 5c.; smoked herring, 6½ to 7c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$1.75 to \$1.85 per ½ bbl.; Canso herring, \$5.75 per bbl.; Shelburne, \$2.50 per ½ bbl.; dry cod, \$3.50 to \$3.65; halibut, 6 to 7c.; shad, 15 to 25c.; salmon, 15 to 16c.; pickled shad, \$6.

FLOUR, FEED AND MEAL.—In Manitoba flour sales are very large and prices are unchanged. Ontarios are firm at the higher figures. Feed is high and very hard to get. Oats are high. The market is well supplied. Oatmeal is held firm, and sales are light. Cornmeal is rather higher and there is a fair sale. Beans are dull, and prices are still advancing slowly. Barley has rather a better sale. The market is quite bare of split peas. Hay is rather easier. We quote: Manitoba flour, \$1.70 to \$1.80; best Ontario, \$4.30

to \$1.35; medium, \$3.95 to \$4.10; oatmeal, \$5.25 to \$5.35; cornmeal, \$3.30 to \$3.35; middlings, \$26 to \$28; oats, 56 to 57c.; handpicked beans, \$1.55 to \$1.60; prime, \$1.45 to \$1.50; yellow eye beans, \$2.80 to \$3.00; split peas, \$5.15 to \$5.25; barley, \$1.40 to \$1.50; hay, \$10 to \$14.

NOTES

Jones & Schofield have Campbell's soups in stock.

A. S. Bowman has distributed the first car of western canned peas to arrive this season.

E. T. Sturdee distributed to the trade last week several cars of spring salmon, "Red Clover" brand.

Northrup & Co. have received new-canned clams, shipped by Brown Bros., for whom they are selling agents.

Parties looking for a pleasant outing should write the St. John Tourist Association for their new booklets.

There is a demand at present from Newfoundland for "Red Rose" tea. A car is being shipped this week to Winnipeg.

H. Hier Davies, representative on this side of the water for Sir Thos. J. Lip-ton, was in the city this week and was introduced to the tea trade by the local representative, J. Hunter White.

WANTED.

REQUIRED FROM A FIRST-CLASS PACKER a weekly consignment of Cumberland, long hams and long rib for an Irish House. Apply Box 57, CANADIAN GROCER, Toronto. (31)

60,000 Sections of No. 1 White Clover Honey

weighing from 14 oz. to 16 oz. wanted at once. Also same quantity of same quality in 10 to 14 oz. sections. Write at once for particulars. We can handle also all your Amber and Buckwheat Honey in comb or extracted.

Howe, McIntyre Co.

461 St. Paul St., - MONTREAL.

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.

99 out of **100** experiments are costly. You can experiment with most anything in the grocery line, but not with **Yeast Cakes**, especially those which are the production of Experimenters. **YOU** cannot want any better Yeast than we manufacture, for your customers **don't**, and no better Yeast can be made than our **2** celebrated brands **ROYAL YEAST** and **CREAM YEAST**.

You cannot expect the inferior goods (so-called Yeasts which are only cheap imitations of our well-known goods) to yield you a better profit, for, considering the extra trouble you will have and the dissatisfaction to your customers, it will surely be a losing transaction for you.
Why do any experimenting?

Such Yeast as these would be competitors have been offering the trade in Canada during the past 10 to 12 years cannot in any way compare with our goods. In fact, Yeast made **20** years ago by us was better than they are producing to-day. We have made big strides in advance in the Yeast business.

E. W. GILLETT COMPANY LIMITED

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Schepp's Cocoanut

Quality first, then price.

Cocoanut is a luxury. Those that use it want the best (**Schepp's**). Cocoanut is used generally as a dessert; should therefore be the best in quality to give the dinner a pleasant finish (**Schepp's**).

L. SCHEPP CO., CANADIAN FACTORY:
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"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

*Delicate in Flavor and Aroma.
Splendid keeping properties.*

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
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MORE
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Every wide-awake grocer is always on the outlook for ways and means of increasing his trade. Business may be **good**, but the wide-awake man wants it to be **better**. In order to catch and hold trade you must have business-getting goods to offer. By handling and recommending

JONAS' FLAVORING EXTRACTS

you are enabled to offer your customers an article calculated to create a good impression of your store, because they always give such satisfactory results. Their high standard of excellence never fails to meet with true appreciation from ladies who like to use only the **best** for their cooking. If you want to attract and hold trade, sell

JONAS' FLAVORING EXTRACTS

THEY ARE IN ESPECIALLY GOOD DEMAND FOR SUMMER COOKING.
PLACE YOUR ORDER NOW.

HENRI JONAS & CO.

FINEST QUALITY OF FRENCH
MUSTARDS ALWAYS ON HAND

MONTREAL.

Sole selling agents
for Canada and the
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vinegars and pickles of
BROSSEAU & CO.

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**MICHEL LEFEBVRE
VINEGAR WORKS**

THE "OZO" CO.,
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Write for our quotations on

Teas, Spices, Coffees, Brooms

Vinegar

Principal Office : **St. Paul Street, MONTREAL**

FACTORY AT ST. HYACINTHE, QUE.

P. McINTOSH & SON

Cereal Millers, whose Mill and Warehouse were completely destroyed by

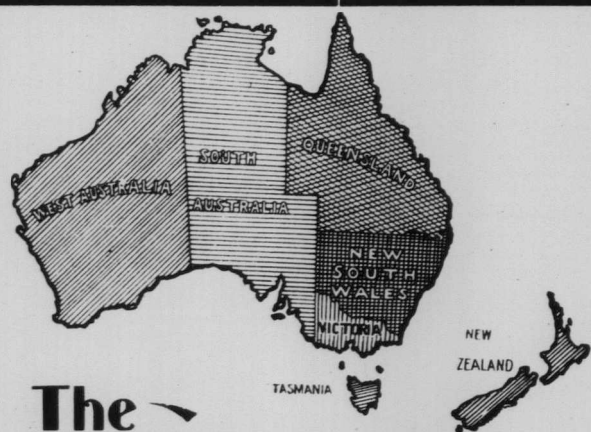
FIRE

on July 10th ult., are still doing business, operating our North Toronto plant, and respectfully solicit the patronage of all old customers and new ones.

☞ Please note the change of address.

47 Front St. East,

TORONTO.



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The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

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**BEST,
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Brewery, Bristol, England.

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

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Montreal—J. M. Kirk, 18 Hospital St.

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

Vancouver, B.C.—C. E. Jarvis & Co., 328 Holland Block.

"ARISE AND SHINE"!

With "GLOBE" Metal Polish

THE BEST "SHINER" ON THE MARKET.

Send for a free sample and try it on your scales. Then you will recommend it to your customers.



RAIMES & CO., 164 Duane St., New York City



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

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Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



Gillard's Sauce

Is still the best and cheapest.

We beg to notify that we have appointed Messrs. Hilton, Gibson & Co., of Winnipeg, as our agents for Manitoba and the Northwest Territories.

Gillard's Pickle

The most delicious English pickle made.

GILLARD & CO., Limited, LONDON, ENG.

TALES OF TRAVELLERS FROM THE EAST.

MR. J. F. JUNKIN, managing director of The Manufacturers' Life Insurance Company, who has just returned via the Empress Line from Japan and other points East, was asked the question: "Is there any opening for Canadian enterprise in China and Japan?"

Said Mr. Junkin: "Yes, there should be a large and continually growing market for Canadian flour, lumber, beef, and other products, as well as for many lines of manufactured articles, such as electrical appliances, machinery, etc. Japan has made more progress during the last 30 years than any other nation has done in centuries, and electric light, bicycles, and other modern conveniences are coming into general use, even in the interior. The Anglo-Japan alliance will be strong enough to protect China from the European nations who have been acting towards China like a pack of ravenous wolves. There will be no more partition or grabbing of territory, and China will soon learn to confide in the good intentions of the allies, who will then be able to lead her out into more enlightened and progressive ways. Once thoroughly awakened and enlightened under some coming leader, she will startle the nations. The Chinese have a great deal of latent energy, and the business men are honorable in their dealings."

Mr. Junkin also stated: "India, for want of water, consequent on deforestation, seems to be in a state of partial or total famine almost all the time, especially in districts without irrigation. Canadians should take a lesson and preserve their forests, and wherever they have ruthlessly destroyed them, as in many parts of Ontario, they should do a certain amount of replanting each year. In Japan, where they are almost nature worshippers, they long ago began reforestation, and have now many beautiful forests of cryptomena, pine, camphor, maple and other fine trees. Not a twig is wantonly sacrificed, with the result that the whole country is like a garden. Water is plentiful everywhere, and their forests are a perpetual source of wealth."

Mr. W. C. Matthews, Canadian general manager for R. G. Dun & Co., has also just returned from an extended trip to the Orient. When interviewed, Mr. Matthews stated: "The Philippines are very rich in natural wealth, agriculture, minerals and forests."

"This wealth can only be reached by the development that comes through manual labor, and by the suicidal policy of the United States Government in applying the Chinese Exclusion Act to the Philippines they have shut out the only class of people able and willing to do the work the Chinese coolies. The country will never be developed by the Filipinos, as they are idle and uncertain, incapable of any sustained physical effort, and unwilling to work more than to supply their bodily wants, which are few and easily met."

When asked as to the possibilities for trade, Mr. Matthews said that there was

practically no chance for Canadian trade with the Philippines. Flour was about the only article that could be sold, and the long and expensive haul before shipment made competition with the Oregon and Washington product impossible.

There is a great deal of building going on in Hong Kong, with an active demand for structural steel and other building material that could be supplied by Canada if a steel plant was in operation on the Pacific Coast.

"All the foreign trade in Hong Kong, both import and export," he continued, "is in the hands of Europeans and Americans, with Great Britain well in the lead. The distributing trade is done exclusively by the Chinese, who are natural born traders, shrewd and keen, but generally very reliable. Their simple word is taken for transactions involving large sums of money, and they very rarely break faith."

Of Shanghai, where British, German, and United States merchants compete, the former still doing the bulk of the trade, Mr. Matthews spoke with enthusiasm. Of the Chinese he said that they are a much higher type of men than is generally supposed in Canada, where we practically only see the coolie class; they are born merchants, cool, clear-headed and able, and in a business transaction can hold their own with any nationality under the sun."

"China," said Mr. Matthews, "was suffering from the low value of silver, the currency of the country being on a silver basis. The indemnity of 450 million taels due other nations was due in gold, and with silver at its present price, this meant adding 150 million taels to the present indebtedness, which was a very serious thing for even a rich country like China."

Mr. Matthews replied in the negative to the question: "Is Canada doing as much business in China as she could?"

"The country is an enormous buyer of flour, which comes almost entirely from the United States, mainly from the same causes as in the Philippines, and because it is cheaper, though poorer. A trade could be got by Canada, and while it would cost something to do it, the market would be sure when once captured, as it is difficult to get a Chinaman to change when once satisfied. There is a great deal of lead used, and with the Government bounty now in force she should now get her share of this market. Lumber can also be sold in much larger quantities if transportation facilities are improved."

"Commercially, Japan has been making enormous strides," said Mr. Matthews. "In 1891 their total foreign trade, both export and import, was 142,451,510 yen; in 1901 it reached 508,166,187 yen, an average growth per year of 36,571,617 yen. During the four years of 1897 to 1901 the tonnage of Japanese vessels increased 2,287,706 tons, bringing it up to a total of 3,861,659 tons, while Great Britain has 4,080,583 tons and Germany 1,192,153."

"Their motto is evidently 'Japan for the Japanese,'" said Mr. Matthews, "and while they made use of foreigners in starting their railways, telegraphs, etc., they have now dispensed with them entirely, and everything is done by their

own people. There is a chance for Canada to increase her trade in timber, lumber, flour, fish and lead, but it will have to be gone about systematically, and may require the expenditure of some time and money before satisfactory returns are reached; but the field is a good one and the business worth working for."

Mr. Matthews stated that wherever he went in the Orient Canada was a frequent source of conversation. The contingents to the South-African War had advertised the country greatly, and created a warm feeling for us among the other colonies."

THE ONE-MAN POWER.

CONDITIONS of business are always changing. Sometimes we have the changes brought to our attention in peculiar ways.

The existence of numerous law offices where large forces are at work exclusively in the details of incorporating companies tells a significant story of recent developments.

It means that firms are changing to corporations, partners to stockholders. There is an independence and advantage in this form of conducting business which makes it popular.

The old-time business run by one-man power is rapidly becoming a tradition; just as the newspaper that held its circulation through the presence of one well-known man in the editorial chair is gone. Both changes are incident to natural progress toward the day of permanent and larger things.

A little thought shows us that this is well. When a great business depends upon the energies of one man that man must keep his hands on a dozen levers. The routine even rests for its initiative upon the single personality; and if that fails there is a bad break. When Horace Greeley died "his" paper suffered in a way that would not be true of to-day's Tribune should its editor pass away suddenly. Most of the readers do not even know the present editor's name.

Not until his recent death did many of the world hear the name of Ford in connection with The Youth's Companion, which he owned. The firm name "Perry Mason & Co." is a created one. Mr. Ford being a modest man, desired to conduct his paper under another than his own name, and so borrowed one from his imagination.

The up-to-date business enterprise starting to-day is an incorporated company. It is an impersonal thing. Customers and the public deal with it as such. Men may come and men may go, but it goes on; and without stop or hindrance because of the physical vicissitudes of humanity.

It is said of the late Cecil Rhodes that the views he entertained of death were very simple. "When I am dead let there be no fuss. Lay me in the grave, tread down the earth and pass on," he wrote.

In all the great new business enterprises this may be done with the founders and the heads, be they ever so powerful, efficient and apparently essential to success. One by one they may be laid in the grave and the earth pressed down, while the great works and the great work goes on without interruption. —The Business World.

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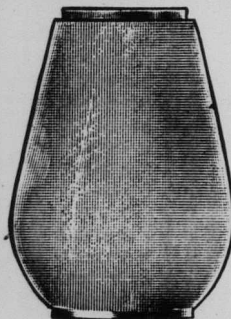
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Quote us if you have anything to offer. Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.
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Raspberries

Watermelons. Tomatoes

Fresh arrivals daily at lowest market price.

Full stock of Oranges, Lemons and Bananas always on hand.

HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

Phones, Main 51, Main 3428.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

GEORGE E. WAUD, grocer, Toronto, has assigned to E. R. C. Clarkson, Toronto.

J. E. Kirouac, grocer, Cacouna, Que., has assigned.

J. T. Piper, tobacconist, Quebec, has assigned to V. E. Paradis.

R. A. Lawrence, general merchant, Wetaskiwin, N.W.T., has assigned.

A. L. Kent is curator of A. H. Pare, general merchant, Pont de Maskinonge, Que.

V. E. Paradis is curator of P. Gagnon, general merchant, St. Flavie Station, Que.

J. E. Rivard, manufacturer of cheese and butter, St. Casimir, Que., has assigned.

Samuel Webster, general merchant, Copper Cliff, Ont., has assigned to David Jacobs, Sudbury.

A receiver has been appointed to The Rumians-Carson-McKee Co., departmental store, London, Ont.

Wilks & Michaud are the curators of Organ, Elliott & Co., dealers in wholesale grocers' sundries, Montreal.

Gorman & McDonnell, general merchants, Douglas, Ont., are offering to compromise at 50c. on the dollar.

A consent of the assignment of The Westmount Grocery Company (Gaston Boissonneault, proprietor.) Westmount, Que., has been filed.

Robert A. Patterson, grocer, Campbellford, Ont., has assigned to J. E. Diamond, Campbellford, and the creditors held a meeting on July 29.

PARTNERSHIPS FORMED AND DISSOLVED:

Riley & Barn, grocers, Montreal, have dissolved.

John Young & Co., traders, Montreal, have dissolved.

McPherson & McCammon, grocers, Nelson, B.C., have dissolved.

Toohy & Andrews, confectioners, Russell, Man., have dissolved.

The Ingram Muir Co., wholesale and retail grocers, Grand Forks, B.C., have dissolved.

A. Coblenz, wholesale and retail liquor dealer, Gretna, Man., has admitted his son Godfrey into partnership under the style of A. Coblenz & Son.

SALES MADE AND PENDING.

The assets of J. N. Cabana, grocer, Montreal, have been sold.

The stock of J. E. Drolet, grocer, Quebec, has been sold at 63c. on the dollar.

D. Galbraith, hotel-keeper and general merchant, Harrison River, B.C., has sold out.

Norman McLeod, grocer, London, Ont., is advertising his east-end business for sale.

The assets of O. Beaulieu, general merchant, New Carlisle, Que., are to be sold on August 5.

The stock of Simard & Tremblay, general merchants, Copper Cliff, Ont., is advertised to be sold by tender.

Henry Hunter, general and lumber merchant, Winchester Station, N.S., is advertising his property for sale.

The stock of Mason & Boright, general merchants, grist mill, etc., Magog, Que., was advertised to be sold by auction.

The stock of Joseph Ayotte, general merchant, Riviere a Pierre, Que., has been sold at 71c. on the dollar to Joseph Perron.

The stock of the estate of Burton Sweet, general merchant, Goldenville, N.S., is advertised for sale by tender on August 15.

John C. Ross, general merchant, Pleasant Harbor, N.S., will have his mining property, etc., sold by sheriff under execution of judgment, August 5.

CHANGES.

Slater Freres, bakers, Montreal, have registered.

Louis Rosenzvaig, trader, Montreal, has registered.

Burns Brothers, grocers, St. Louis de Mile End, Que., have registered.

Genest & Cie, grocers, St. Louis de Mile End, Que., have registered.

F. X. Labelle & Cie, dealers in candies, etc., Montreal, have registered.

Jos. Balzano, fruiterer, etc., Nanaimo, B.C., is succeeded by Jos. Meis.

Alex. Cameron, grocer and crockery dealer, Petrolea, Ont., is closed up.

F. X. Brown, dealer in cigars, etc., Revelstoke, B.C., is out of business.

F. C. Whitely, baker, etc., Edmonton, N.W.T., has sold out to H. G. Atkey.

Wm. Browning, general merchant, Lavant Station, Ont., has commenced business.

Hislop & Hunter, commission and produce merchants, Montreal, have registered.

Anna C. Barter, flour and feed merchant, London, Ont., is going out of business.

Hiam Johnson, general merchant, Sutton West, Ont., has sold out to Park & Hodgins.

Mercier & Mercier, lumber and grain merchants, St. Nicholas, Que., have registered.

F. W. Linley, general merchant, Cedar Springs, Ont., has sold out to R. J. Campbell.

Mrs. W. H. Cameron, general merchant, Emo, Ont., is succeeded by W. H. Cameron & Co.

The stock of D. N. Kinzie, general merchant, Dutton, Ont., has been sold to J. W. Broderick.

S. B. & J. A. Kennedy, tea and coffee merchants, Ottawa, are selling out to Kennedy & McIntosh.

STRONGER PEANUT OUTLOOK.

In mail advices from several prominent Virginia peanut interests stress is laid on the statement that the stock of peanuts of all descriptions are closely cleaned up. One estimate made on the authority of a leading cleaner places the total available supply in the State of Virginia at under 125,000 bags. At this time last year it is pointed out that the available supply in sight was in the vicinity of 425,000 bags. The Prettow Peanut Co. state that the supply is extremely light and that stock is very hard to get. The situation, they state, is the strongest they have known in ten years. A cleaner in the Isle of Wight county writes that he cannot get stock to fill orders even at above the nominal quotation put out by holders of stocks.

In conversation with The New York Journal of Commerce a leading handler in New York said: "I have never seen the situation so closely cleaned up for years, and believe that the stock now available will not last until the new crop is ready for shipment. This will not be before the end of October. The consumption in ordinary seasons for the country and for export is between 75,000 and 100,000 bags per month. With a stock of 125,000 bags, as estimated, it can be seen that there will be a shortage somewhere. The situation is serious and we have difficulty in securing goods contracted for. The sale of 50,000 lb. of low-grade goods was made this week for export."

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

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BOBS is A BIG PLUG FOR LITTLE MONEY

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

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

The Auer Gas Lamp

Money-Back Style.

No. 5

IT will make your store or home as bright as day without costing you as much to run as your oil lamps or electric lights.

THERE is no smell from it and it does not flicker.

IT shows the true colors of your goods which oil and electricity do not.

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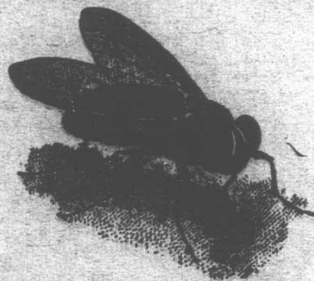
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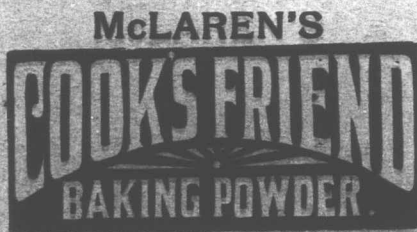
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We have it

And if you will write your wants to our MAIL ORDER DEPARTMENT your requirements will be satisfactorily filled.

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exactly meets the requirements of the lady who is desirous of making a really excellent Mince pie. Wonderful how well it sells, even during the warm weather. A good thing is wanted all the time.

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