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is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

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## Nothing Succeeds like a Success

That's the reason why **MILLAR'S PARAGON CHEESE** has pushed itself forward into the front rank, and gained for itself its splendid reputation—simply because it's a "success," and nothing can hold it back.

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and see that you have a good supply on hand. It's the "something" your customers want. See that they get it.

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

Agents—Frank Magor & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Gorman, Winnipeg.



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Brewery, Bristol, England.

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Charlottetown, P.E.I.—Horace Hazard, South Side Queen St.  
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St. John, N.B.—Robert Jardine.

Montreal—J. M. Kirk, Imperial Buildings, St. James St.  
Toronto—J. Weston & Co., 49 Colborne St.  
Hamilton—Imperial Vinegar Co.  
Winnipeg—A. Brown & Co., Portage Avenue.  
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# The Strength Of Absolute Purity!

There's not a woman in the land that "puts up" her own pickles but what fully understands the great value of an absolutely pure vinegar to preserve them in and keep them sound and piquant. Wouldn't it be good judgment for you to recommend and sell a pure Malt Vinegar, whose high quality has never been questioned?

## Stephens' Malt Vinegar

is a genuine, absolutely pure English Malt Vinegar, made in one of the largest breweries in England. If you will stop and think a moment you will easily see how safe you are in talking "strong" about it. Never fear that the quality won't back up the statements you make about it—the quality has never yet failed to do it! It has "the strength of **absolute** purity."

Arthur P. Tippet & Co., Canadian Agents,

8 Place Royale,  
Montreal.

23 Scott Street,  
Toronto.



PURITY, STRENGTH and FLAVOR

are combined in a cup of

Ceylon <sup>AND</sup> Indian  
Green Tea.

Similar in flavor to Japan, but infinitely more delicious and economical.

Fully a  $\frac{1}{2}$  stronger than the most expensive Japan Tea on the market.

**Buy Them.**

**Sell Them.**





*Please  
A  
Man!*

"Laugh and the world laughs with you"—"please a man" and you'll win his trade. Now let that very particular customer of yours try one of Payne's "Pharaoh" or "Pebble" Cigars, and you'll please him—rest assured of that.

The "Pharaoh" retails for 10c., the "Pebble" for 5c., and each sale you make will win you permanent trade.

*J. Bruce Payne, Cigar Mfr.,  
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The season is all right for marmalades if it is . . . . .



**"Sterling" Brand  
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you keep in stock.

- "Sterling" Brand Marmalades
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**T. A. LYTLE & CO.**

124-128 Richmond St. West,

TORONTO.

**"Eternal Vigilance"**

is the price of success." We've never been satisfied to let "good enough" govern our efforts for improvement in quality. Our aim is to constantly advance—all our time, money, energies are devoted to just that one thing—**progress!**

**Tillson's  
Molina Rolled Wheat**

has won its way to the front rank of quality solely on its merits. There has been no effort on the part of the makers to belittle the value of other cereal foods, because life is too short to gossip about our neighbor's business. Because "eternal vigilance is the price of success," we believe in keeping everlastingly at it.

Without fear and without favor, we assert most emphatically that Molina Rolled Wheat is the peer of any hot-weather cereal breakfast food that years of experience, skill and the unstinted use of money can produce.

The Tillson Co'y, Limited  
Tilsonburg, Ont.



# Tea is Advancing.

Before it becomes necessary to pay from 10 to 20 per cent. more for your Teas, owing to Eastern difficulties, we would recommend you to buy early.

Our travellers, fresh from their holidays, will be supplied with a full range of Teas of exceedingly good value, all purchased before the recent advances, and of which we will give our customers the benefit.

THIS IS WELL WORTH YOUR ATTENTION.

**W. H. GILLARD & CO.,** Wholesale Grocers **Hamilton, Ont.**  
Tea Importers



## Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



Agents **A. G. Snowdon,** 10 Lemoine Street, **Montreal.**  
" **F. H. Tippet & Co.,** 10 Water Street, **St. John N. B.**  
" **C. E. Jarvis & Co.,** Holland Block, **Vancouver, B.C.**

# Essence of Coffee

You want  
the best.

Order



**Rose & Laflamme**

Agents **MONTREAL.**



**Batty & Co.**

ESTABLISHED 1824.

LONDON.



OLIVES  
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PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
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CHUTNIES.

Makers of High-class

**PICKLES**  
OF  
**ALL KINDS.**



**SAUCES**  
OF  
**ALL KINDS.**



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VOL. XIV.

TORONTO AND MONTREAL, AUGUST 10, 1900

NO. 32

### HOW TO COLLECT OLD ACCOUNTS.\*

By F. H. HENDRYX.

**T**HE matter of collections is an art itself. One of my early employers used to say to we clerks, "Anyone can give goods away. Most anyone can sell goods on credit, but he is a smart one that sells and gets the money." This saying is particularly apt to the selling of goods on credit and getting pay for them afterwards. I know merchants who cannot collect a bill without making the customer sore on him.

#### IT REQUIRES TACT,

patience and perseverance to collect accounts.

Just why customers, when they have been accommodated, will object to being asked to pay the account, has always been a stickler. They think nothing of asking the merchant to let them take his goods home without a payment of cash for them—in fact, they would consider it an insult if they were refused credit—and when the merchant asks for the pay they think—many do—that the merchant is heaping insult on insult. Just why this is so—why the "thusness of the whichness"—is too profound a subject to discuss here.

As I said, it requires tact. No two persons can be approached in the same manner. I never went to a person with a bill but I

#### STUDIED THE EFFECT

on them. To the person who is good pay, but inclined to be a little touchy, I merely leave the statement with the remark, "I'll leave that with you," and walk away. With some of them I leave the bill without remark. With the person who will not pay until asked for it, then always feels hurt, and yet wants

\*An essay, winner of first prize donated by The Grocery World, Philadelphia.

it to appear that he is making payment of his own will, I deal differently. I approach timidly, hesitate, and finally muster courage to hand the bill to him. Usually I say nothing. I wait for money or dismissal, and usually take money with me.

Some people want to put everybody

#### UNDER OBLIGATIONS

to them. To such step up in a confidential manner, saying, "It will be a very great accommodation if you can give me the money on this to day. We have some bills to meet, and have put off asking you for this until it was absolutely necessary to have it." I always get that man's money.

Some men are slow and never pay until obliged to. To such I present a bill with all the confidence I can muster and put to the front. They invariably take the bill, look at me as though to wither me with their glance, and then usually make a payment. If necessary, I say, "Oh, I can't take no for an answer. We need the money, or I wouldn't be asking for it, and I must have it." That usually brings it.

I have often found with the

#### TOUGHEST CUSTOMERS

such an exhibition of confidence would open the purse. I remember I rode my bicycle one day nine miles to collect \$6 from a lady. I went to the house, had to climb way up the side of the hill among the vineyards to get there. She "hadn't the money and couldn't pay it," she said. "Well, now I have ridden all this distance because we are pushed for money. This is long past due, but you have always been a good customer. Now, if it is not possible to pay all of it to-day, I would like to have you pay part of it, anyway, then try and pay the balance the

first of the month." She gave me the only dollar she had in the house.

I remember

#### A NOTORIOUS HARD PAY

customer. I had presented the bill to her time after time. She was always ready with a promise. I had presented the bill for the twentieth time, I guess, and she would say, "I'll pay that on Saturday, this week, sure." Right before her I jotted her own words down on the bill. Saturday morning I dropped it in the post office. When she got her mail she came direct to the store, with fire in her eye. I said as little as possible, and she went out. In about an hour she returned, smiling and good natured, with the money, and settled.

I have been offered a \$5 bill in payment for a small purchase, and would say to the customer, "I just took a dollar extra out, and here's a receipt to apply on that old account."

One customer (a lady) I always threatened to sue, and usually did place in justice's hands before she would pay. Then she would walk into the store with his letter, with the remark, "I don't care about such things," and settle. As a rule, she would get some things charged before she left the store.

Some people do not like to have a bill presented to them, others do not like to have one mailed to them. Hardly two can be handled alike. Great tact and patience are necessary. I always make a note of the promises, and am always on deck again at the exact time. I never combat a person when making a collection, though it is often necessary to be firm.

I have often made arrangements for

#### SMALL WEEKLY PAYMENTS

(sometimes as low as 25c.), and then always go after it if it is not brought in. I always





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.

expect, and so impress it on the customer's mind, an account to be paid when it is promised. Often, such an attitude will bring the money forth, without recourse to anything further, even after the customer has put in a plea to put off the payment. That attitude, with cheerfulness towards the customer, will work wonders, and will preserve the good-will and patronage of him.

I have found that a scheme that collects an account from a customer once will not often do it the second time. At one time, I had three printed letters, reading something as follows:

No. 1.  
Smethport, Pa. ....  
Mr. ....  
Your account, amounting to \$..... is long past due.  
Kindly oblige with an early settlement.  
Yours truly,  
F. H. HENDRYX.

No. 2.  
Smethport, Pa. ....  
Mr. ....  
Your account, with interest, now amounts to \$.....  
Unless settlement is made within 10 days from the date of  
this letter it will be placed with the National Collecting  
Agency for collection. Your immediate attention will save  
costs being added.  
Yours truly,  
F. H. HENDRYX.

No. 3.  
Office of  
The National Collection Agency.  
Mr. ....  
Your account of \$..... due..... at ....., has been  
placed in our hands for collection. If attended to at once  
costs will be saved. If not, we will proceed to collect by  
law.  
NATIONAL COLLECTION AGENCY.

No. 2 was usually sent out a month after No. 1, and No. 3 ten days later if the account was not paid. Often No. 1 is sufficient, but where it is not, usually No. 2 will bring the delinquent to time. If, however, No. 3 has to be sent, it will bring the required settlement unless the account is worthless. There's but little use of following it up further unless the parties are worth property, when, of course, it can be col-

lected. This plan, however, was used only on the tougher class. It was apt to provoke customers; serious trouble from this score, however, may be avoided by tact in handling the customers as they settle.

Rubber stamps, with the words, "Please call," "This account is past due. A settlement is requested," "If not paid by..... this account will be placed for collection," have been found effective. They must be used with system, however, to make them effective. No. 1 should be first used, then No. 2 and No. 3.

A record of the date the stamp is used should be placed on the books, so it shall not be used again on the same party's account. Of course, the wording might be changed, or any number of others used. They should be a progressive series of wording, each one a little stronger in tone than the preceding one.

#### TRIPOLI DATES.

THE number of date palms in the vilayet of Tripoli, North Africa, is computed at 2,000,000, and the date palm is the most important of all trees, all its component parts serving usefully in some way or another—the fruit for food, the leaves for mats and hut coverings, the wood for building and fuel, the fibre for baskets and ropes, the juice for drinking, and, finally, the stones made into a paste are given as food to animals. A certain quantity of date stones is exported to Italy to adulterate coffee.

Consul-General Jago says that date paste also forms an article of export to Egypt and Turkey. The date enters largely into the food of the people, especially during poor cereal harvests, when its price is governed by that of barley. The tribes of the Fezzan consume large quantities of the Tripoli dates as their principal food, and every autumn caravans arrive from the interior, especially at Misurata, for the purposes of purchase.

Animals are fed on them in the oases of the interior. A large consumption of logbi, or palm wine, the juice of the tree, takes place in the country among all classes, religious prejudices not applying to it as an intoxicant; the season is from May to October.

An incision is made near the top of the tree, and the sap allowed to flow into an earthenware jar, which is attached and changed twice a day. The flow continues nearly three months, but not always in the same quantity. A good tree produces logbi to the value of 2s. to 2s. 6d. per day, but its extraction causes it to produce no fruit for the next two or three years. The consumption, however, is great, and little labor is required. The total annual value is about £3,200, the tax being 20s. per tree excised. When taken fresh from the tree it resembles milk, and has a sweet taste, but later on becomes sour.

A small quantity of spirit, called "bokha," is distilled from the date, and is consumed locally. It is an intoxicant, and somewhat resembles arrack. Efforts to export dates to Europe for distilling purposes have failed owing to heavy import duties. The export of dates to Bengazi, Egypt, and Turkey varies between £700 and £2,000, according to good or bad seasons, and chiefly from Zleiten, Misurata, and Tuarga. Plantations are rare, except in those parts which are exempt from taxation.—Journal of Society of Arts.

#### THE "BIRTHPLACE" OF TEA.

Professor Bentley is of opinion that, although tea has been cultivated in China for thousands of years, it is probable that in early times the plant was introduced into China from India, it being really a native of Assam. This is now the opinion held by the majority of savants.—Planting Opinion, Calcutta.

There will be an unusually heavy crop of apples in Nova Scotia this year.



**PUT YOURSELF**

***In Your Customer's Place***

and ask yourself whether *quality* or *quantity* pays. If the former, send us your orders while our travelers are off the road. Prices will *always* be right.

**LUCAS, STEELE & BRISTOL, - - Hamilton, Ont.**

PHONES 447, 488, 1258.

**PURE**

ALWAYS SATISFACTORY  
PROFITABLE

**Canada Baking Powder**

1-4's to retail 5c.

1-2's to retail 10c.

1's to retail 15c.

Never sell Alum Powders when you can buy this wholesome powder to sell at these prices.

**James Turner & Co.**

HAMILTON



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

**WHITE LABEL ALE**

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

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

WM. ROSS, Manager.







## A Cleaner and Polisher.

Something new in the polishing line. Will not scratch. Neatly packed, 1 doz. in a box, 90c. per doz. Sells at 10c.

## THOS. KINNEAR & CO.,

Wholesale Grocers.

49 Front Street East, TORONTO.

### THE FRUITS OF NOVA SCOTIA.

THE Halifax Chronicle of a recent date has the following: Mr. W. C. Archibald, proprietor of the Earnscliffe Gardens, Wolfville, who was in the city was interviewed last evening in reference to the fruit crop of the Province this year. As is well known Mr. Archibald is a very large grower of plums, Earnscliffe producing last year about two-thirds of the whole yield of the Province.

In answer to a question as to the probable quantity of plums for the present season, Mr. Archibald said:

"My estimate of the crop of plums at Earnscliffe is that it will come far short of last year. Last year the yield was 8,000 10-lb. baskets, and this year I do not estimate more than 5,000 10-lb. baskets. While the quantity will thus be much below last year the quality of the crop will be fully up to the average. Only in the case of Lombards and Prince of Wales' dessert can I report plums this year a full crop. These varieties have done remarkably well. Moore's Arctic plum is about 50 per cent. of a full crop; Sages are 50 per cent. of a full crop, while Japanese makes a better showing, yielding 75 per cent. of a full crop.

"While I am speaking of Earnscliffe gardens as producing 5,000 baskets, I am

not confining my estimates to this orchard alone. The percentages above given apply to the whole Province. Notwithstanding the fact that many of the plum orchards through the Valley have, in the past few years, been stricken with blight, I have faith in the future of plum culture. The plum orchards require, perhaps, more care than the apple orchards, and are not so long-lived, but the results of intelligent efforts are proving very satisfactory."

"Have you been able to form an estimate of the year's apple crop?"

"I have very carefully compiled estimates of the entire fruit yield of the Province. I have taken a great deal of pains in ascertaining from time to time, the condition of the orchards, and the prospects of the fruit crop throughout the Province, and I believe that now, on August 1, I am able to make a much more accurate estimate than that prepared by the Secretary for Agriculture. The yield of apples I find will be 75 per cent. of a full crop, but, as I said before, the quality will be fully up to the standard. Pears, quinces and peaches will also yield 75 per cent. of a full crop.

"The following is in brief my estimate of the fruit crop of the Province for the present season:

Lombards (plum) full crop.

Prince of Wales (plum) dessert, full crop.  
Moore's Arctic plum, 50 per cent. full crop.

Gages, 50 per cent. full crop.  
Japanese, 75 per cent. full crop.  
Apples, 75 per cent. full crop.  
Pears, 75 per cent. full crop.  
Quinces, 75 per cent. full crop.  
Peaches, 75 per cent. full crop."

### A CLOCK FOR MR. LOCK.

A. S. Lock, who has been one of the travelers for Campbell Bros. & Wilson, was agreeably surprised the other evening. Mr. Campbell in a few appropriate words presented Mr. Lock with a handsome marble clock and a pair of candleabra on behalf of the firm and wished him success in his new business, and Mr. Wilson presented Mr. Lock with an elegant gold locket set with a solitaire diamond, very prettily engraved, as a souvenir from his fellow employes. Mr. Lock is taking a share and the management of the business of Lock Bros. & Co., wholesale produce, commission and fruit dealers.—Free Press, Winnipeg.

E. D. Reaume & Co., have opened up a large grocery store in London, Ont. A specialty is to be made of the butter, egg and general produce business.



FOR CAMPING,  
CRUISING,  
TRAVEL

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

# IMPERIAL





“IMPERIAL” stands for

**QUALITY** in Vinegar.

Guaranteed Full Strength.

Order from

**THE DAVIDSON & HAY, LIMITED**

36 Yonge Street

Wholesale Grocers

TORONTO

#### THE SMALL GROCERY.

THE grocers doing a small trade far outnumber all others—probably constitute three-fourths or more of all grocery stores. These small stores will always exist, for there are local or neighborhood requirements that warrant their existence. Unfortunately, there are too many small stores, and, as a result, there is a strong rivalry for the neighborhood trade, which brings out very foolish price-cutting.

We regret to say that close observation confirms the statement that a

MAJORITY OF THE SMALL STORES are unattractive, neglect details—in short, that the store economy is deficient in nearly every particular.

This affords a fine opportunity for the wide-awake, progressive, up-to-date, thoroughly equipped grocer to render the community a service so far above his many competitors that he will secure more than his share of the trade, and which, under normal conditions, would be distributed among the other stores. The up-to-date dealer will thrive and make money; the others get a bare living or run behind.

The majority of small stores are untidy—floor soiled, windows dirty, stock poorly

arranged, counters and scales sticky, and everywhere is manifest

#### A LACK OF ORDER AND SYSTEM.

Vegetables are strewn along the front of the store in an odd assortment of boxes, baskets, and packages, and left to wilt in the hot sun. The window glass is plastered over with paper signs, often the advertising of some proprietary article on which there is little or no profit. There is no attempt at an attractive window display, the dealer being content to pack the windows full of canned goods, with a few scrubbing brushes, bits of crockery, or odd novelties thrust here and there, or else losing effect by indiscriminate and inartistic arrangement of goods. It never occurs to him that an attractive window can be made the best sort of a salesman that works without wages.

There is no excuse for an untidy store. It requires no other expenditure than a little labor, the exercise of common sense and ordinary good taste—qualities appreciated by the public. It is inexpensive to have the store floor sweet and clean, windows brilliant, scales polished, shelf goods neatly and systematically arranged, ceiling unsoiled, the atmosphere free from taint.

And yet these things are neglected by the keepers of small stores, most of whom, in-

stead of looking at themselves to find the reason for not making money, put the blame on the department stores and successful single traders who regard as important every detail in store economy, and thereby win public support.

Nowhere in this city have we seen a more attractive outside display of fresh vegetables than in some of the little stores in Chinatown. The fruit stores kept by Italians are generally models of neatness and artistic display; and with such object lessons before them, it is difficult to understand why the majority of grocers pay so little attention to appearances when they know that they have so much to do with winning patronage.—American Grocer.

#### PACKING EGGS FOR KEEPING.

The yolk of the egg spoils muck quicker than the white. For this reason it is important that the yolk should be surrounded with a layer of the white. If the egg, says an exchange is placed on the side or large end the heavy yolk will settle to the bottom and come in contact with the shell, which admits the air. If it is placed on the small end it will always have a layer of white between it and the shell. Eggs absorb odors easily, therefore only odorless materials should be used when packing them.

**UPTON'S**  
**MARMALADE, JAMS and JELLIES.**

SATISFACTION AND PROFIT.



### THE GEOGRAPHY OF TEA.

THE following extracts from an exhaustive paper on "The Geography of Tea" are taken from The Tropical Agriculturist, Ceylon:

"In the popular mind China still stands as the great producer, and, although reliable statistics of internal production and consumption are difficult to obtain, it is probable, having in view the immense population of that vast empire and the very general use there of tea, that the Chinese production is in respect to total quantity much the most important. But China is no longer regarded as the home of the tea plant. Investigations have fairly and reasonably proved that tea is indigenous to the valleys of Upper Assam, and proceeding upon the theory that a plant will thrive and develop best in what is its place of origin, the conclusion has been formed that the tea plant of China is merely a debased variety of the indigenous Indian growth.

"Probably Manipur was the birthplace of the tea plant, as the variety of tea known by the name of that state has been the most successful and the most continually in favor with the planters. This state, lying just outside the tropics—an extensive valley with numerous hill ranges around it, densely clothed with jungle and large timber—seems to have developed those striking characteristics of the *Thea Assamica* which differentiate it so markedly from *Thea Sinensis*. In a climate where there is an abundant and fairly well regulated rainfall, and a moist, steamy atmosphere, with a cold, dry season to rest and ripen after growth, the tea plant attained its highest development. Its existence in India and the native states bordering thereupon was unknown, or at least unacknowledged, till 1834; but as the Province of Assam was gradually explored and became developed by the constantly increasing tea industry, there were found scattered through it and the adjacent districts many tracts of indigenous tea.

"From Yunnan the cultivation of tea doubtless spread eastward and northward, crossing ultimately from the mainland to the island of Formosa and later to Japan.

"Vigorous but ill advised efforts were made to introduce the cultivation of tea into India, and seeds and plants of the debased China variety were imported. With those came Chinamen and Chinese methods of planting, cultivation and manufacture, much to the detriment of the industry, the following 40 or 50 years being occupied in getting away from everything Chinese, and through the costly experience of mistaken and misdirected effort the poor planter and investor acquired the excellent methods upon which

the Indian tea production is now worked—worked so excellently, indeed, as to have practically destroyed the export trade for certain classes of the tea produce of China. Clearances of jungle were made, including tracts of the indigenous Assam variety not then recognized, and the extensive province of Assam, with its magnificent waterway, was gradually opened up, the greater part of its area being carefully explored in the light of tea possibilities with a thoroughness that might gratify any geographical society.

"Following the success in Assam, tea was planted in various parts of Bengal and other provinces of India with more or less success until, in 1897, the area was officially stated to be equal to 200,000 hectares. The greatest success has been along the line just north of the tropic of Cancer, in the latitude where the principal part of the Chinese cultivation lay.

"The two largest developments of production outside of India, China and Japan, have been on the islands of Ceylon and Java, both lying as to longitude in or near what might be termed the tea belt, and about equidistant from the equator, one to the north and the other to the south. In those the existence of high mountains, heavy rainfalls and climates forcing continuous growth have made the production of tea commercially successful, although on lines materially differing from those followed in both China and India."

### CONSUMED BY FIRE.

The Chinourard building, on Dalhousie street, Quebec city, was totally destroyed by fire on August 7. The first storey was occupied by O. Jacques, provision merchant, and P. F. Brusiere & Co., flour dealers. The former lost 1,300 boxes of cheese which he was about to ship. These boxes were valued at \$6.50 each, and there was no insurance. Mr. Jacques had insurance on his other stock of \$8,000. Brusiere & Co., the flour dealers, had \$10,000 insurance on their stock. The upper stories were occupied by steamship brokers and manufacturers' agents. The total loss is valued at \$50,000. The cause of the fire is not known.

### FRUIT CROPS IN FRANCE.

The United States Consul at Lyons, France, under date of June 25, writes: "The apple crop promises to be remarkably plenteous. It is even believed that the abundance will make prices ruinously low. Pears, prunes and peaches will also be plentiful; but the apple crop will be largely in excess of all others. The yield of cherries is large; they now sell at retail in Lyons at 1 and 2c. per lb. Grapes promise well; hail has injured the vines in one or two localities."

### 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.

**WARREN BROS. & CO.** are in receipt of a shipment of new season's Japan tea, May picking, which is showing good value.

"Paprika," in bottles, tins and bulk, is for sale by Lucas, Steele & Bristol. It aids digestion.

Clam chowder, 1 and 3 lb. sizes, a new consignment just at hand with W. H. Gillard & Co.

Canned rhubarb and black currants (heavy syrup) are for sale by Lucas, Steele & Bristol, cheap.

Some Indian and Ceylon teas arriving during the holidays will be offered by Lucas, Steele & Bristol at old prices.

Perkins, Ince & Co. have a direct shipment of Ceylon tea near at hand, ex ss. Westburn, from Colombo to New York.

Aylmer strawberry pie plant, in heavy syrup, 2's, 1900 pack, has been received by The Eby, Blain Co., Limited.

W. H. Gillard & Co. are showing some remarkable values in teas of all grades which are well worthy the attention of live grocers.

The Eby, Blain Co., Limited, offer a drive in Young Hyson points, at less than present cost of importation.

Dawson & Co. received a shipment of North Carolina Delaware and Niagara grapes this week, which they are offering for \$3.50 per crate of 8 baskets.

A long invoice of Assams and Ceylons, and a shipment of new season's Japans, all exceptionally fine style and draw, has been passed into stock by The Eby, Blain Co., Limited.

L. Chaput, Fils & Cie. are getting in a lot of Bordeaux claret, of the Audenet & Buhan make. Mr. Buhan is one of France's most respected manufacturers, being President of the Jury of the Paris Exposition. Mr. Geoffrion met the gentleman while in Paris, and this agency resulted.

Buyers of Sultana raisins should get quotations and samples from The Eby, Blain Co., Limited, before further advance in prices. They have a range of seven distinct grades to offer.

### STARCH FOR GROCERS' WIVES.

The Bee Starch Co., 10 Lemoine street, Montreal, announce they will send free to the wife of any grocer or general merchant, a full size package of "Bee" starch. The company's announcement will be found on page 35 of this issue.



**1900  
Pack.**

**AYLMER**  
In Store.

**STRAWBERRIES  
RED RASPBERRIES  
EARLY JUNE PEAS  
STANDARD PEAS**

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE IMPORTING  
AND MANUFACTURING GROCERS.

**TORONTO.**

**JAPAN'S 1899 TEA STATISTICS.**

THE British Foreign Office has issued a blue book on the trade of the consular district of Yokohama for the year 1899. The report devotes considerable space to a review of tea conditions in Japan last year, which will prove of interest to American tea dealers. Consul Bonar, in discussing this line of trade, says:

"By the end of April no stock of old leaf remained on the market, and the Japanese dealers were able to avoid the objectionable course of mixing with the new teas the unsold balance of old leaf, as was the case in previous seasons.

"The new season opened at the end of April with less than usual eagerness on the part of foreign buyers to operate, and prices compared favorably with the early teas of last year, although the quality was hardly up to the standard expected.

"The duty of 10c. gold (5d) per lb. imposed on teas by the United States Government in 1898, has not apparently affected the sale of Japan teas to any great extent in America so far as the total volume of business is concerned.

"At the same time there has been less disposition to purchase in other than small quantities, country dealers finding them-

selves unable to carry as large a stock as formerly in view of the payment of duty to be made before delivery of the teas can be effected, to which may be added a feeling of uncertainty caused by occasional rumors that the duty would be removed at no distant date.

"Otherwise deliveries have continued good, and with light stocks in first hands, the position at the end of December was statistically very strong.

"The following is the total export from Yokohama from January 1 to December 31, 1899:

To	Quantity. lb.
New York and East .....	8,742,635
Chicago and West .....	7,195,275
San Francisco and Pacific Coast .....	3,997,756
Canada .....	7,193,776
Europe, etc .....	839,732

Total .....

27,969,174  
"It is to be regretted that no efforts are being made by the Japanese tea growers and others interested in the trade to improve the quality of their teas. The crop of 1899 was the poorest that has yet been marketed in all respects. Indeed, each year appears to show worse results in quality and manipulation, and in face of the determined efforts of Indian and Ceylon growers to increase their hold on the American trade, the prospect for Japan teas is of a most unsatisfactory nature."

**LARGE SUGAR IMPORTATIONS.**

Sugar importations at the port of New York for the first month of the fiscal year ending July 31 were \$6,500,000. Assistant Appraiser Michael Nathan, of the Sugar Division at the Appraisers' stores, spoke as follows to a representative of The New York Journal of Commerce: "This shows an increase in the neighborhood of \$2,000,000 over the corresponding month of the previous year." When questioned as to the reason for this increase Mr. Nathan replied: "It is probably on account of the prices of the refined product in this country. The importations of refined sugar from Holland and Russia have increased greatly, the reason for this being, I think, the suspension by the Government of the bonification tax, or bounty, paid by the Russian Government. Foreign refined sugars, I am told, can now be sold in this market below the cost of the present price of the domestic refined sugars."

**PERSONAL MENTION.**

Mr. J. W. H. Musson, of George Musson & Co., Toronto, after an absence of several weeks through sickness, has returned to business. During the last two or three weeks he was recuperating at Lake of Bays.

Beware of  
Imitations of



**LEA & PERRIN'S  
SAUCE.**

THE MARKET IS FLOODED WITH THEM.

J. M. DOUGLAS & CO., Canadian Agents,

... MONTREAL



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Ninety-nine people of one hundred will trust their grocer and act on his suggestions—if your customers trust *you*, why shouldn't you try to help *them*?

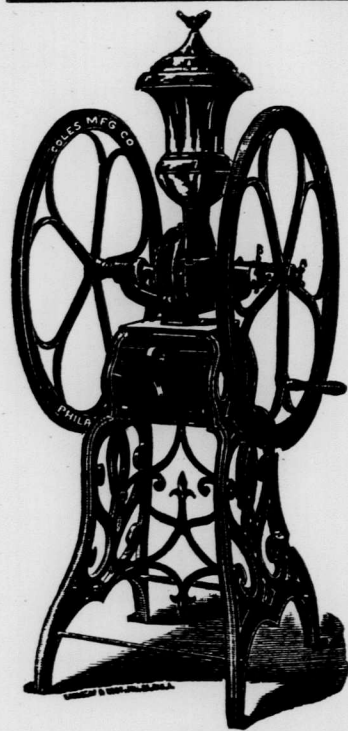
Perhaps a woman has had to dig and scrape to get her salt out of the package or box—perhaps she thinks that all salt cakes like this. Now comes your chance to please her with

## Windsor Salt

the clean, white, dry, crystalline salt that does not cake. Perhaps a woman won't thank you for making the suggestion—we know she will. She trusts *you*—now help *her*.

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Because it saves them dollars in money and pounds of energy when they grind coffee. It works easily, grinds evenly, and is recommended earnestly.

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DEARBORN & CO., St. John, N. B.  
FORBES BROS., Montreal.

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A Fine Powder—In Packets only  
For Washing Up!  
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**THE MARITIME BOARD OF TRADE.**

IF the subjects to be discussed are any criterion, the sixth annual convention of the Board of Trade of the Maritime Provinces, which opens in Kentville, N.S., on August 15, should be a decidedly interesting and a profitable one.

Naturally one might expect an organization like the Maritime Board of Trade to deal with questions which would chiefly concern the Maritime Provinces, but the draft programme which has been issued jointly by President DeWolfe and Secretary Calkin shows that there is scarcely an item on that programme which is not of importance to the Dominion, as well as to the Provinces down by the sea.

"The Development of Canadian Trade with the West Indies," "Development of Iron and Steel Industries," "Atlantic Mail Service on the Basis of Speed," "Preferential Trade within the Empire," "Better Hotel and Other Accommodation for Tourists" and "Rates of Freights on Apples" are certainly subjects which have more than a local signification.

Among the subjects to be discussed which are of a more purely local character are "Legislative Union of the Maritime Provinces," "What Can Be Done to Attract a Desirable Class of Immigrants to the Maritime Provinces," "Daily Mail Service Between St. John and Digby Throughout the Year" and "Curriculum of our Schools in Relation to our Industrial and Commercial Advancement."

Among those who take part in the annual deliberations of the board are some of the brightest and most capable business men in the Maritime Provinces, and there is no reason to think that the convention, which opens on August 15, in Kentville, will be an exception to the rule.

**THE STORE IN MIDSUMMER.**

With the heat so oppressive and flies so numerous the grocer has no easy time in keeping his store clean and attractive, but it is none the less necessary for him to do so.

In fact, it is more necessary for him to do so at this time than any other, for the average man or woman is more sensitive during oppressive weather regarding such matters than at any other time of the year.

When business is quiet he is a wise merchant who keeps his clerks employed in cleaning up the store and windows and arranging the stock and displaying the goods.

**DO YOUR BEST.**

It is just as easy to do a thing right when the habit has been acquired as it is to do it wrong.

Because it is presumed that no one will know the difference it is a mistake not to do the best.

Supposing no one did know that a certain duty was not performed in a proper manner you would suffer yourself.

Every time a duty is improperly performed it is made easier to repeat the operation and harder to properly perform it. By-and-by the habit of not putting forth the best effort becomes a habit. And obviously the man who becomes thus habituated lessens his usefulness and diminishes his value.

He is a wise man who pulls himself up with a sharp rein when he finds himself disposed to make an article or wait upon a customer in a perfunctory manner.

**HONORS FOR A BUSINESS MAN.**

THE new Lieutenant-Governor of Nova Scotia, the Hon. A. G. Jones, is a practical business man.

At 18 years of age he struck out for himself, going to Halifax and securing employment as a bookkeeper with T. C. Kinniar, a West-Indian merchant and shipowner. He rendered faithful services, and in 1850 he obtained his reward in the shape of a partnership. The partnership lasted 22 years and then Mr. Kinniar died. The firm of A. G. Jones & Co. then came into existence, like its predecessor being engaged in the West Indian trade. It is still engaged in the same business.

Mr. Jones has had his experience in public as well as in business life. At Confederation he became a member of the Dominion Parliament, representing the county of Halifax. He sat in the House at different times until 1891. At one time he was Minister of Militia in the Mackenzie Administration. He held that office when the Government went out of power in 1878. In 1897 he was appointed by the Dominion Government a member of the Cable Commission and went to England, where he participated in the discussion which took place in regard to the matter.

Some good business men have been appointed to the Senate, and a business man has now been appointed Lieutenant-Governor of Nova Scotia. It looks as if Governments were beginning to realize the value of business men for public service.

**NEW CROP SULTANAS.**

THE advices from Smyrna regarding the quantity of Sultana raisins the new crop would yield have been somewhat conflicting, but it is noteworthy that even those who have been decidedly conservative are decreasing, and that materially, their original estimates of the output.

One firm, for example, that, under date of July 13, estimated the yield at 23,000 to 25,000 tons, in an estimate issued a week later reduced their figures to 18,000 to 20,000 tons.

In view of the fact that the yield last year was about 38,000 tons, the condition of the market can be little other than strong.



## BUSINESS METHODS AND PARLIAMENTARY PRACTICES.

**W**HILE business methods are so much more frequently disregarded than regarded in Parliamentary practice, it is not proof that representative Government is a bad and not a good thing for the country.

If a merchant or a manufacturer were to carry on his business after the same manner failure would be certain. But the fact that some merchants do employ unbusinesslike methods and fail is no more proof that business is something in which no one should engage any more than the practices of our Provincial and Dominion Parliaments are proof that representative institutions are unsuited as governing factors.

The fault is not with the representative institutions, it is with the people.

Whatever system we have it will only be a reflection of those who create it.

If we are to have a businesslike Parliament, be it Federal or Provincial, it follows that we must have therein a predomination of men possessing business commonsense.

Like begets like. And if you have a Parliament in which the professional politician predominates, you cannot expect laws any other than those of the professional politician type. Sparrows do not produce eagles.

In politics we leave to the party machine, whose component parts are professional politicians, to grind out our respective candidates. When they are placed before us we make obeisance to them, magnify their qualities and belittle the qualities of their opponents, whether they be worthy or unworthy thereof. And when we have elected them and they begin to produce laws after their kind we either blame the other party or declare representative government a farce.

We seldom recognize the cause of the disease and apply the remedy.

If we are to have a businesslike Parliament we must have businesslike representatives, and if we are to have businesslike representatives the business men of the country must put into practice the same methods they employ when appointing men to positions in their warehouses, stores or factories.

### CANNED TOMATO SITUATION.

**T**HAT stocks of canned tomatoes in wholesalers' hands are, as a rule, light, is evident from the regularity with which small lots are passing between the different houses.

With the near approach of the season when the new pack will be on the market the fact that the wholesalers are compelled to buy from each other is not exerting any apparent influence on prices. In fact, while as high as 87½c. per dozen is said to have been paid between wholesalers, tomatoes are being sold to the retail trade as low as 85c., although for the leading standard brands 90c. is the ruling figure.

The weather is most favorable for the growing tomatoes, but of course the size of the pack will depend on the length of the season, and how long the season will be no one can tell.

Some of the packers began putting up tomatoes this week, and a member of one firm informed THE CANADIAN GROCER that his factory would probably have canned tomatoes on the market in about 10 days.

### SUGAR HAS TAKEN AN EASY TURN.

**T**HE would-be controllers of the sugar market seem to have undertaken a task so beset with difficulties that it cannot be performed with continued success. Forces so powerful that they cannot be baffled are entering the market, and the strain is greater than the controllers can bear.

It is generally supposed that raw sugar is cornered. Last week beet sugar was quoted in London at 12s. 3½d. and Java at 14s. 1½d. These are the prices the refiners were forced to pay. Centrifugal was quoted at 42-8c. in New York. But this high price cannot seemingly be maintained and the cry of short quantities is losing its persuasive influence.

This week, a decidedly weak tendency has set in. Monday showed a decline of nearly 1s. on the London market, in comparison with the quotations of the same day of last week, and, on Tuesday, centrifugal dropped 1-16c. per lb. in New York.

Accompanying these changes was a dull and easy market. On Wednesday, figures rose a little, but this was due merely to a speculative effort.

The real cause of the disturbance is the fact that the future quotations on the October crops are 2s. below the price of spot stocks, and it remains for either the future prices to come up or the spot prices to go down, in the course of a month or so. Spot prices have started on the downward course, and most people predict that the movement will continue.

Refined sugars are also easy. The lower grades of yellows have been marked down 1-10c. a lb. by the New York refiners. This is excused by the injurious effects of hot weather upon the yellow grades, but the general observer will see in this action an accumulation of stock and a revival of competition.

It would not surprise the dealers here if lower prices on all refined sugars should soon come into force. If they do in New York, they will here.

### HOTELS AND TOURIST TRAVEL.

**O**NE of the chief solutions of the tourist question is undoubtedly good hotels.

The people who travel must have good hotel accommodation.

A good hotel does not necessarily mean a big hotel. It means simply a hotel where there is an ample supply of good, wholesome food; where the attention is quick and courteous, and where the sleeping accommodation is good.

There are hotels in certain small towns in Canada which summer after summer are filled from the beginning to the end of the season with families from the United States.

There are many towns, as far as natural conditions are concerned, which should attract many more tourists than these particular places do, but they do not. And it can be for no other earthly reason than want of proper hotel accommodation.

It is a subject which is worthy the attention of boards of trade and business men's associations of different kinds throughout the country.

The average tourist purchases, as a rule, nothing but the best kind of goods, and he does not demur about paying a fair price for



them. Consequently, the merchant cannot but benefit from tourist travel. And what he benefits from he should not hesitate to do his best to attract to his town.

#### THE CURRANT CROP.

THE condition of the currant market is still interesting. There is no weakening in values, while the certainty of a small yield of fruit is certain.

The yield of currants last year was 155,000 tons, of which 121,000 tons had been exported up to a couple of weeks ago. Now the maximum estimates this season only promise a crop of 80,000 tons, while the minimum estimates are as low as 60,000 tons.

One authority says: "Presuming the new crop to be 75,000 tons, of which probably 10 per cent. will be taken into Retention stores, and with 7,000 tons old fruit now in Greece, leaves an exportable quantity of about 74,500 tons, a really very small quantity to be taken care of, and especially as the consuming markets of the world are, in general, lightly supplied."

The Government of Greece has sent specialists into the different provinces to ascertain the damage done by the peronosporos, and report at once. Consequently we may expect to know something more definite in regard to the crop before a great while.

It is expected that the first shipments of currants will begin about August 20.

#### FRASER RIVER SALMON PACK.

A private telegram received in New York on Saturday from Seattle states that the total pack of salmon on the Fraser river to August 5 was 40,000 cases, and that the pack on Puget Sound was only 90,000 cases to the same date. A telegram received to-day reports the run in Puget Sound to be improving.

#### MANITOBA CROP BULLETIN.

The August crop bulletin was issued by the Government of Manitoba on the 6th inst. It shows that there are 438,819 acres of the wheat crop and 143,842 acres sown to barley that have been badly damaged, and in the majority of cases entirely destroyed, by drouth, high winds, and other causes. There still remain 1,457,396 acres under wheat crop, which will give an estimated yield of 7.5 bushels, or a total yield of 10,938,613 bushels for the Province. This will make a yield of about one-third of the usual quantity.

### TRADE IN COUNTRIES OTHER THAN OUR OWN.

MAIL advices from the Coast state that at a meeting of the directors of the Raisin Growers' Association, held in Fresno, July 26, it was decided to fix the minimum price of second crop muscats yielding 24 per cent. of sugar at \$11 per ton, with a reduction of 50c. per ton for each per cent. of sugar thereunder. This is an advance of \$1 over the price fixed by the association last year.

#### MARYLAND CANNED TOMATOES.

In private mail advices received in New York from a Maryland tomato packer, it is stated that the acreage this season in Hartford County is considerably smaller, and the outlook for the crop not nearly so good as last season. "Futures," say the advices, "are going to be worth this fall from about 85 to 90c. We are already receiving orders for spot at 70c. net, and futures at 77½c., cash, less 1½ per cent. Offers of standards are in the market to clean up at 75c., less 1½ per cent."

#### PRUNE DROP HEAVY.

Regarding the outlook for cured fruits, the California Cured Fruit Association, under date of July 25, report as follows from San Jose: "The conditions that existed relative to the prune drop when our last bulletin was issued still continues. The 'June drop' has extended to a 'July drop.' The causes that operated to produce the heavy drop have also affected many prunes that will remain on the trees until the first picking. The complaint of defective prunes is quite general. Reports from some sections, also, are that the prunes are hanging largely on the ends of the limbs. These conditions serve to diminish considerably the crop estimates made 10 days ago. There is a noticeable lack of uniformity in the condition of prune orchards. In some, the fruit is large and in prime condition; in others, small, and containing much that is blighted. This will result in a wide difference in the quality of the fruit offered for sale. All fruits are ripening much earlier than usual. Prune-picking will commence in many sections by August 1.

"Growers are advised that a thorough system of inspection is being inaugurated to prevent blighted and defective fruit from being marketed. It will, therefore, be to their advantage and save the inspectors much annoyance if the defective and blighted fruit, which usually drops first, is picked up and destroyed or fed to hogs. In previous years the fruit has been worked off on the market at the same price, to the detriment of the fruit industry of this State. No defective or diseased fruit will be re-

received or marketed by the association. Harvesting of the peach crop has already commenced. The crop is large and the fruit promises to be of good average quality. The apricot crop is practically gathered. The fruit runs to small sizes, but of prime quality. The canneries have absorbed much of the largest and best. A moderate summer temperature prevails throughout the State, and conditions are favorable to the further maturing of deciduous fruits."

#### SHORTAGE IN PEACHES.

A telegram from the Coast, received in New York, confirms previous advices regarding the shortage of fancy and choice grades of peaches, and states that holders' views are from ¼ to ½c. higher than was the case a week ago.

#### FILBERTS IN MESSINA.

Advices from Messina state that stocks of filberts there are being gradually reduced, and the few remaining are held at gradually advancing prices. The new crop, it is said, is firmer in sympathy with the higher prices on almonds.—New York Journal of Commerce.

#### NEW APPLES FOR ENGLAND.

A small shipment of 35 barrels of new crop apples was made to-day on the Umbria for Liverpool. The apples were forwarded to the account of a shipper in Coxsack, New York, and are said to constitute the first shipment for export this season.—New York Journal of Commerce, August 6.

#### APRICOTS ARE FIRMER.

Private mail advices received Saturday from the Coast state that the views of curers of apricots are growing steadily firmer. The writer continues: "In this section (Santa Clara Valley) the advance in the views of holders has been fully 1c. per pound on fancy apricots and ¾c. on strictly choice. Lower grades are somewhat easier, but the situation, especially on fancy grades, gives every promise of being much firmer before the close of the week."

#### CALAMATA FIGS.

Regarding figs, a letter from Greece says: "The new crop of Calamata figs is expected to turn out about 20 to 25 per cent. larger than last year, and prices will probably rule at about 13 to 14s. per cwt., c. and f. New York, for figs in strings packed in barrels. First shipments will be ready after the middle of August, but prices then are sure to be higher, viz., about 15 to 16s., gradually declining towards the latter part of September to 13 to 14s.



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# "SALADA" CEYLON TEA

is the most phenomenal success the World's Tea Trade has ever experienced.

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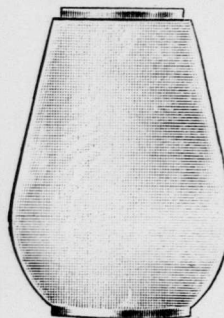
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For Sale by all Wholesale Grocers throughout the Dominion.

Sold by grocers everywhere, from the Atlantic to the Pacific.

# GRAND MOGUL TEA

"Is Pure Ceylon Tea."

T. B. ESCOTT & CO., London, Ont.

Packed in air-tight packets in London, Ontario, and Colombo, Ceylon.

Aroma and flavor fully preserved.

During the ten years this brand of tea has been on the market it has won its way into thousands of the best homes in Canada.

There is good profit in per cent. and a better profit in satisfaction to consumers.



# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

Should readers of this journal desire to secure between regular issues, the quotations on any staple line, they will, on application, be furnished by return mail or by telegraph; if by the latter method, at the cost of the person seeking the information.

## ONTARIO MARKETS.

Toronto, August 9, 1900.

### GROCERIES.

THE wholesale grocery trade this week is in a midsummer condition. The travelers, as everybody knows, are off the road taking their holidays, but the weather this week is so hot and oppressive that, traveler or no travelers, business would be light. Then, as far as Toronto and several other places are concerned, there are Civic holidays to further interfere with the volume of business. There have not been many changes in prices during the past week; the most important is probably an advance of 20c. in domestic rice. The canned goods situation is without much change; as between wholesaler and retailer there is very little demand for canned vegetables of any kind, but between wholesalers there has been quite a little doing in canned tomatoes, stocks of which in jobbers' hands are light. The weather at present is decidedly favorable for the growing crop of tomatoes and some of the packers are beginning to put up goods this week. The salmon situation is without change. Teas are still the strongest feature in the market, and further advances are reported in Indian and Ceylon teas in the primary and secondary markets. Coffees are meeting with a moderate demand. A fair trade is being done in currants, but in other kinds of foreign dried fruits, there is very little doing. The weakness in the outside sugar market has not so far produced any change locally, as far as prices are concerned, but the demand has fallen off quite perceptibly.

### CANNED GOODS.

The weather is favorable for the growing tomato crop, and some of the factories are beginning to pack goods this week. Although the outlook for the tomato pack is bright at the moment, the size of the output naturally depends on the length of the season. In view of this fact, buyers are even less disposed than before to place further orders for futures. Some of the packers state that they will probably have new packed to-

matoes in the course of the next 10 days. The demand for spot tomatoes is only of a hand-to-mouth character, but a feature worthy of note is the fact that wholesalers are buying from each other with comparative freedom, thus showing that stocks in their hands are light. Although wholesalers' stocks are light, the near approach of new goods is preventing any appreciation in prices; for, while the standard brands are held at 90c. as a rule, there are other brands not as well known that can be had at 85c. There are a few canned peas going out at 80c. Spot corn is still held at \$1.10 to \$1.15, and futures are quoted at from 75 to 80c. There is nothing doing in futures of any kind. There are a few gallon apples selling to the retail trade at \$2.25, as a rule.

Although the manufacturers have advanced their prices on canned meats, some of the local jobbers have not yet followed them; in consequence of this, there is quite a range in the quotations which we get from the different wholesale houses. For in-

See pages 27 and 28 for  
Toronto, Montreal, and St.  
John prices current.

stance, some still quote 1-lb. tins at \$1.50, while others, again, are quoting \$1.60 to \$1.65 for the same lines. Those, however, who are quoting \$1.50 are quoting figures very close to to-day's cost. The canned salmon situation is without any material change, as far as can be learned, and only a moderate business is being done.

### COFFEES.

The outside markets vary somewhat from day to day, but the net result is not much change. Locally, the feature is the rather free shipments of roasted and ground coffees to the upper lakes. As far as the green coffee market is concerned, trade is quiet and prices nominally unchanged.

### SUGAR.

The sugar market has been an easy one during the most of the week. In New York there has been a decline in both raws and refined sugars. During the last couple of days, however, the European market has assumed a steadier tone. In Canada there has been no change in prices, but the declines in the outside markets have naturally caused buyers to be cautious, and business as a result has been quiet during the past week. It must be remembered,

however, that buyers have been pretty well loaded up during the past week or two, and their purchasing naturally would be a little lighter just now, but there is scarcely any doubt that the conditions of the outside markets have had their influence on the demand in Canada. Montreal granulated is still quoted at \$5.35 in Toronto, Acadia at \$5.33, and yellows at \$4.68 up.

### SYRUPS AND MOLASSES.

The demand for both of these on the local market is light, and the situation is without special feature. The outside markets appear to be firm on all kinds of molasses.

### RICE AND TAPIOCA.

The price of domestic rice has been advanced 20c. per 100 lb., and the ruling prices to the retail trade are now \$3.50 to \$3.75 for B and \$3.40 to \$3.65 for CC. The demand for tapioca is moderate with the ruling price 4½c. per lb.

### SPICES.

Perhaps the most interesting feature of the spice market is the strength of ginger, cables announcing higher prices in the primary markets.

### NUTS.

Cable advices have been received this week reporting a sharp advance in the price of Tarragona almonds and Tarragona walnuts.

### TEAS.

Prices continue to appreciate in London and in the primary markets on Indian and Ceylon teas, and an advance of ½d. is reported on fine teas, ¼d. on common teas. As there are still large stocks of old season's teas on the local market which can be bought at low prices, there is naturally very little business being done for importation. The Japan market continues firm and there is a firm demand from local wholesalers for spot stocks of old teas. The wholesale houses report a good business in Indian, Ceylon and Japan teas on retail account.

### FOREIGN DRIED FRUITS.

CURRANTS—The currant market continues firm and the local demand moderate.

VALENCIA RAISINS—There is practically nothing doing in Valencia raisins, as only a few odd boxes are to be had on the market, and 9c. is the ruling price for these.

SULTANA RAISINS—Mail advices received this week in Toronto from C. Whittall & Co. estimate the yield of Sultana raisins at 18,000 to 20,000 tons. Only six days before, this same firm estimated the yield at



23,000 to 25,000 tons. Last year the yield was about 38,000 tons. In view of the statistical condition of the market, prices are naturally expected to rule firm.

**FIGS**—C. Whittall & Co. state that, although some people are trying to unduly bull the market, they expect that prices will rule some shillings lower than last season's on Eleme figs. They say that the result of the crop may now be considered assured.

#### GREEN FRUITS.

The heavy movement of almost all kinds of fruit continues. During the past few days, however, a large quantity of fruit has arrived in poor condition, on account of the hot weather. The supply of apples seems unlimited, and they are daily arriving in large quantities and sell for 10 to 25c. per basket. Bananas, which continue in good supply, range in price from \$1.25 to \$2.50, as there are great differences in the quality. It is impossible to give any satisfactory quotations on oranges as the prices vary too much and too often; the prices are made according to the condition that the fruit arrives in. Lemons run from \$4 to \$6 per case, the old selling for \$4 to \$5, and the new from \$5 to \$6. They are not very plentiful. Californian pears are also rather scarce and have advanced 25c. per box, now bringing \$2 to \$2.75. Cantelopes are coming in more freely, and sell for 30 to 50c. Red currants are still plentiful, offering at 35 to 40c. Red raspberries are beginning to get scarce; there is, however, not much demand and the price remains at 6 to 8c. per quart. Tomatoes are offering freely at 20 to 30c. per basket, a decline of 10c. A few Canadian peaches in poor condition are offering, with few buyers, at 20 to 40c. per basket. Plums as yet are arriving in but small quantities and bring 75c. to \$1 per basket. Watermelons lately have not arrived in very good supply. A few North Carolina grapes have arrived and are offered at \$3.50 per crate.

#### COUNTRY PRODUCE.

**EGGS**—Eggs are offering more freely this week, but the demand is not much improved. Prices remain at 12½ to 13c. per doz.

**BEANS**—The market remains dull. Prices are nominally \$1.70 to \$1.75 for hand-picked and \$1.50 to \$1.60 for mixed.

**DRIED AND EVAPORATED APPLES**—A quiet market continues at unchanged prices. We quote 6 to 6½c. per lb. for dried, and 6½ to 7c. for evaporated.

**HONEY**—There is not much honey coming forward, but the demand is light and prices here remain the same. We quote as follows: Buckwheat, 3 to 4c.; strained clover, 6½ to 7c., and clover comb, \$1.25 to \$1.50.

#### PROVISIONS.

The market is improving, and there is a

heavy demand for all lines of smoked meats. Shoulder hams have advanced ½c., present quotations being 9½ to 10c. Lard, however, has not been moving as freely as the meats, and on tierces a decline of ½c. per lb. is noted, while tubs and pails are each ¼c. lower.

#### BUTTER AND CHEESE.

**BUTTER**—Dealers are doing mostly a local trade. High prices are curtailing a good deal of consumption, and the export is still small. Dairy is now 17 to 19c. for 1-lb. blocks, an advance of 1 to 2c., and in creamery prints an advance of ½c. is noted, our quotations being 20½ to 21½. We quote as follows: Dairy prints, 16 to 17c.; tubs, 15½ to 16½c.; creamery, prints, 20 to 21c.; boxes, 19 to 20c.

**CHEESE**—The market remains practically the same. Prices have not changed, and there is still a quiet trade. We quote 10 to 10½c. per lb. to the retail trade.

#### VEGETABLES.

Trade is very brisk this week. Most lines of vegetables are in fair supply, though lettuce is still scarce, and what is on the market is not of the best quality. A drop of 5 to 10c. per doz. is noted in new Canadian cabbage, which is offering in large quantities. Green corn is also plentiful, and has declined 2 to 5c. per doz. Potatoes are still arriving somewhat small in size, though there is a good supply. Cucumbers are 10c. lower. Long green cucumbers are commencing to arrive, and are selling for 10 to 15c. each. Beets have declined 5c. per doz. bunches, as they are arriving in large quantities. Celery is 5c. lower. We quote as follows: Green onions, 15 to 25c. per doz.; green mint, 10 to 20c. per doz. bunches; parsley, 10 to 15c.; radishes, 10 to 15c. per doz. bunches; lettuce, 20 to 30c. per doz.; new Canadian cabbage, 25 to 30c. per doz.; butter beans, 25 to 40c. per bush; cucumbers, 10 to 20c. per doz.; green peas, 90c. to \$1 per bag, or 25 to 30c. per basket; imported asparagus beans, \$1.40 to \$1.60 per basket crate; turnips, 40 to 50c. per doz.; carrots, 15 to 25c. per doz.; squash, 50c. to \$1 per doz.; cauliflower, \$1 to \$1.50 per doz.; beets, 15 to 25c. per doz.; green corn, 8 to 10c.; vegetable marrow, 50c. to \$1 per doz.; celery, 50 to 75c.; watercress, 25 to 35c. per doz. bunches; Canadian potatoes, 40 to 50c. per bush.

#### FISH.

The catch of trout is extremely light at present. Whitefish are in good supply, and are of a fine quality. Prices have not changed. We quote as follows: Trout, 8 to 9c.; whitefish, 7 to 8c.; perch, 3c.; blue pike, 3c.; grass pike, 4½c.; yellow pickerel, 7c.; herrings, 3c.; steak cod, 6c., haddock, 5c.; white halibut, 10c.;

frozen salmon, 12c.; fresh sea salmon, 16c., red snappers, 11c.; fresh mackerel, 15c. each; haddie, 6 to 8c. per lb.; ciscoes, per 100, \$1; salt herrings, splits, \$2.75 to \$3 per half-bbl.; boneless fish, 4½ to 5c.; quail-on-toast, 4½ to 5c.; pure cod, 5½c.; shredded cod, \$1.80 per box.

#### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—There is a little better movement this week, Ontario wheat, especially, has improved. No. 1 hard Manitoba wheat, Toronto freights, is steady at 86 to 87c., grinding in transit, 88 to 89c. There was a slight decline, but it did not last and prices remain at our last quotations. Ontario white and red wheat have declined 1 to 2c. Oats, which are getting scarce, have advanced 2c. We quote as follows: Wheat, white and red, 70 to 71c. Toronto; goose, 70c. Toronto; peas, 60 to 63c.; oats, 31 to 32c.; barley, 40 to 42c.; rye, 50 to 52c.

**FLOUR**—The market is more active. Manitoba flour, which got a little too low for the wheat prices, has advanced 25c. We quote as follows: Manitoba patents, \$4.50; Manitoba strong bakers', \$4.25; Ontario patents, \$3.50 to \$3.75; straight roller, \$3.25, Toronto freights.

**BREAKFAST FOODS**—A good trade is being done on all lines. Cereals are moving rapidly. There is no change in prices. We quote as follows: Standard oatmeal and rolled oats, \$3.40 in bags, and \$3.50 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4.00.

#### HIDES, SKINS AND WOOL.

**HIDES**—The market is still quiet. There is a fair supply offering. Cured hides have declined ¼c. We quote as follows: Cow-hides, No. 1, 7¾c.; No. 2, 6¾c.; No. 3, 6c. Steer hides are worth ½c. more. Cured hides are quoted at 8c.

**SKINS**—There is not much doing. Prices are the same as last week. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring lambskins, 35 to 50c. each.

**WOOL**—The movement in wool is very light. There is no change in prices to be noted. Our quotations for combing fleece 15 to 16c., and for unwashed, 9½ to 10c.

#### MARKET NOTES.

Manitoba flour has advanced 25c.

Shoulder hams have advanced ½c.

Tomatoes are 10c. per basket lower.

Californian pears are 25c. per box higher.

Creamery butter in prints is ½c. higher.

Ginger is firmer in the primary market.

Dairy butter in 1-lb. blocks is 1 to 2c. higher.

White and red Ontario wheat is 1 to 2c. lower.

Rice of domestic manufacture is 20c. per 100 lb. higher.

Lard tierces are ½c. per lb. lower, and pails and tubs ¼c. lower.



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### QUEBEC MARKETS.

MONTREAL, August 9, 1900.

#### GROCERIES.

**T**RADE is quiet but by no means dull.  
Orders of fair, and sometimes of good  
size keep coming in in unexpected  
numbers, and although the activity of July  
has passed off, yet there is a decided August  
briskness. The rush for sugar has materially  
decreased on account of a weakening  
market in the raw and an easing tendency  
in the refined article, as shown by the  
cutting of prices of the low refined grades.  
It will not surprise the trade here if prices  
should take a drop in the near future. The  
demand for teas continues brisk although,  
as compared with last week, the market is  
quiet, as most retailers have lately laid in  
stocks preparatory to further advances. All  
signs point to higher tea prices. Rice has  
been advanced 20c. for standard B and 25c.  
for standard C per bag of 250 lb. Canned  
goods and especially salmon are very firm.  
Green fruits are being handled in fair  
quantities.

#### SUGAR.

The New York and London markets in  
raw sugar have declined during the week.  
Last week the London market for beet  
quoted 12s., 3½d.; this market is down to  
11s., 4½d. In New York, fair refining is  
down to 4½c. Centrifugal continues at  
4¾c., but it is easy at that figure. In  
addition, New York refiners have lowered  
the prices on all yellow sugars, from Nos. 9  
to 16, one tenth of 1c. per lb. This has  
been accounted for by the refiners, as being  
due to the necessity of disposing of yellow  
sugars which are affected by the hot  
weather. Still, many regard this step as a  
sign of weakening and the renewal of com-  
petition. We are not sure that there is not  
cutting in low grades in this city. At  
present, there is a difference of 2s. in the  
prices of the spot and the future raw article.  
Either the spot price will come down, or  
the future price will go up before October,  
when the new crop comes in. At present,  
it is expected that the sugar crop will be  
larger this year, and that the spot price  
must come down. Taking it all in all, the  
sugar market is decidedly weak. Prices are  
now \$5.20 per 100 lb. for granulated, and  
\$4.50 to \$5.10 for yellows, according to  
quality; 5c. to be added for city purchases.

#### SYRUPS.

The demand for syrups is about nil. Corn  
syrup is worth 2¾c. in barrels, 3c. in half-  
barrels and 3½c. in kegs.

#### MOLASSES.

This market is now ruling itself, and  
maintains a very firm tendency. No big  
lots are being sold. Barbadoes is worth  
41c. for single puncheons and 40c. for car-  
lots.

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## CANNED GOODS.

The demand for canned goods continues fair. The present position of the article at the Coast is distinctly strong, and any change that may take place is likely to be to a higher level. First quality of River Inlet sockeye is held at \$4.50 f.o.b. Coast, and is offered at that price in limited quantities only. The pack to date is only 60 per cent. of what it was last year, on account of the strike and poor run of fish, and, although the run of fish may improve towards the last of the season, such can not be looked forward to with any feeling of probability. Meanwhile, prices are unchanged here. Fraser river salmon is worth \$1.30 to \$1.40, spring salmon \$1.20 and flats at \$1.55 to \$1.65. New canned peas and beans have been put into stock this week. Peas are worth 77½c. to \$1.05, according to quality and size. Beans are worth 82½c. Corn is worth \$1 to \$1.05, for spot goods. Tomatoes are quoted at 85 to 90c. New fruits are selling somewhat slowly at \$1.55 for strawberries and \$1.45 for raspberries.

## DRIED FRUITS.

CURRENTS—Shippers from Patras decline to offer new crop at present, although prices will have to be made within the next 10 days, as shipments will be coming forward about September 1. The 1899 crop is held at 26s. 6d., which means 5¼c. per lb. laid down in Montreal for fine Filiatra grades. The damage to the growing crop is undoubtedly very severe, some stating that the crop will not even reach 70,000 tons. This may be an exaggeration, but 75,000 to 80,000 tons seems likely to be a maximum.

FIGS—Jobbers have already placed the bulk of their orders for September shipment at prices ranging at about the same average as for 1899. Importers' contracts all contain a clause subjecting purchases to quarantine regulations now in force at Smyrna.

SULTANA RAISINS—Discouraging reports continue to arrive, indicating that estimated high prices will undoubtedly obtain during the coming season.

VALENCIA RAISINS—The crop is progressing well, and is of good size, but, owing to the dry season, the average of the small fruits will be greater than usual, and the likely result will be that there will be a greater difference between the fine off-stalk and selected fruits than usual.

## NUTS.

Tarragona and Valencia almonds will command prices for the new crop, the supplies of the former being short. The trees in Malaga show abundant quantity, but the high prices for Tarragona and Sicily almonds will undoubtedly be taken advantage of. Grenoble walnuts are likely to exceed an

average crop with resulting prices in favor of buyers as compared with last season.

## RICE.

The Canadian mills have raised their quotations on rice from 20 to 50c. per bag of 250 lb. This is due to two causes if not more. In Burmah, rice has been raised ¼c. per lb., and the Chinese trouble seems likely to stint the supply of rice from that quarter. Freight rates are also higher. Rice has lately been the cheapest food on the market, and the demand for it has been heavy. Standard B is quoted at \$3.50 for 1 to 9 bags of 250 lb., and \$3.20 for 10 bags and over. Patnas are still worth \$4.25 to \$4.50. Tapioca is selling at 4½c., and is very firm at this figure.

## SPICES.

The demand for spices has been active in anticipation of higher prices. Pepper is particularly firm. We quote: Nutmegs, 25 to 50c. per lb., as to size; mace, 45 to 60c. per lb., as to quality; pimento, 10c; cloves, 12 to 14c.; pepper, black, 15c.; white, 23c.

## COFFEES.

The coffee market is featureless. The primary and New York market is fluctuating. The tone, on the whole, is firm and 10 to 12c. is well maintained for Rios.

## TEAS.

The tea market is the most active and interesting in the grocery trade. The firm prices are well maintained and the dealers here say that all over Canada the merchants are waking up to the fact that high prices have, in all probability, come to stay. Cable reports during the last week state that the market in Yokohama is active and prices are advancing on account of the United States demand continuing. The American market seems to have been extremely bare before the season opened; much more tea is needed over there this year and the dealers are willing to pay high prices to get it. As long as these conditions prevail it will be hard for Canadians to have orders accepted at anything like the prices they have been accustomed to pay. It was expected that about this time the market would ease off and enable some business to be done for Canada, but these hopes have not been verified. There is very little doing on the spot and most of the old crop of tea has been placed. Anything that is fit to go to the United States will bring 16c., and fine Japans are worth 25 to 26c. China teas are firm; first quality of Young Hysons are quoted at 15 to 16c., second quality at 14 to 15c., and third quality at 13 to 14c. All Congous are scarce at 13 to 16c. for low grades and at 18 to 24c. for high grades.

A gentleman from Ceylon who was in the

city this week was asked his opinion in regard to the market for Indian teas. He said that the tendency was decidedly firm, but, as the production of these teas exceeds the demand, this Chinese trouble must assume immense proportions before there should be an appreciable rise in the British-grown article. Latest advices from the London market show an advance of ½d. to 1d. on finer grades.

## GREEN FRUITS.

Trade this week was only fair as it is rather between seasons. Not much Californian fruit has come upon the Montreal market this week, and the Canadian fruit is not coming in large quantities as yet. It is expected that further consignments of Californian fruit will arrive toward the latter part of the week. Apples are now coming forward in good quantity and are being disposed of freely. Some Ontario clingstone peaches are to hand this week, but they don't cut much of a figure. Bananas are being crowded out of the market. We quote as follows: Oranges, \$2.75 per ½-box; new lemons, \$5 to \$5.50 per box, and \$7 to \$7.50 per case; bananas, \$1 to \$1.75 as to quality; raspberries, 8 to 9c.; pineapples, 10 and 20c. each, as to size and quality; Bermuda onions, \$2.75 per crate; golden dates, 4½c. per lb.; Malaga figs in matting, 4½c. per lb., and, in boxes, 11 to 14c. per lb., as to grade. Californian peaches, 75c. to \$1.25 per box; Californian plums, \$2.25 to \$2.50 per box; watermelons, 20 to 30c. each. Cabbage is now quoted at 25c. per doz.; beans, 20 to 25c. per bag; peas, 50c. per bag; red currants, 3½ to 4c. per box; black currants, 60c. per basket; tomatoes, 40c. per basket; gooseberries, 35 to 40c. per basket; limes, \$2 per box; apples, \$2 to \$3.25 per bbl., 25 to 40c. per basket; blackberries, 4 to 7c. per box; pears, \$1 per box; cantelope melons, 75c. per basket; blueberries, \$1.75 to \$2 per box; egg plant, 50 to 75c. per basket; Canadian pears, 30 to 40c. per basket; Canadian peaches, 25 to 40c. per basket.

## COUNTRY PRODUCE.

EGGS—The demand has been fair for small lots to fill actual wants. The market, on the whole, is active at steady prices. We quote: Selected, 14 to 15c.; No. 2 candled, 11 to 11½c., and culls, 9 to 10c. per doz.

MAPLE PRODUCT—There is nothing new to note. We quote: Maple syrup, 85c. per 14-lb. can; 65 to 70c. for 10 lb. tins, and 6½ to 7½c. per lb., in wood. Pure sugar is sold at 9c.

HONEY—The market for honey is dull and prices are nominal. White clover in comb is quoted at 13 to 14½c.; white extracted, in large tins, 9 to 10c., and in small tins, 10 to 10½c., and buckwheat extracted, 8 to 9c.

POTATOES—Abundant supplies are com-



ing forward. Farmers are selling bags of 75 to 80 lb. at 25c. each. Local dealers are paying 35c. on track for bags of 90 lb. Stock is reselling at 45c. per bag of 90 lb.

**BEANS**—Business in beans is only of a jobbing nature. We quote as follows: Canadian hand-picked at \$1.70 to \$1.75, and primes at \$1.60 to \$1.65.

**ASHES**—The demand is limited, and the market is quiet. Quotations are: \$4.75 for first pots, \$4.20 for second, and first pearls, \$5 to \$5.25.

#### PROVISIONS.

There is no material change in the market to note. The demand for smoked meats and lard was better, and a good trade was done in these lines at steady prices. We quote: Heavy Canadian short cut mess pork, \$18.50; short cut back pork, \$17.50; selected heavy short cut mess pork, boneless special quality, \$19.50, and heavy mess pork, long cut, \$17; pure Canadian lard, 8½ to 9½c. per lb., and compound refined, 7½ to 8½c. per lb. Hams, 12 to 14c., and bacon, 11 to 14c. per lb.

#### FLOUR AND GRAIN.

**FLOUR**—Business has been quiet and of a jobbing nature. We quote: Manitoba spring wheat patents, \$4.70; winter wheat patents, \$3.90 to \$4.25; straight rollers, \$3.85; in bags, \$1.80 to \$1.85, and Manitoba strong bakers', \$4.10 to \$4.35.

**GRAIN**—The grain market has ruled somewhat firmer than for some weeks. We quote as follows: Wheat, 74½c., July; oats, 30c.; corn, 43 to 44c.; peas, 71c.; rye, 65 to 66c.; barley, 52½c.; buckwheat, 57c. afloat.

**FEED**—A fair trade continues to be done in feed and the market is moderately active and steady. We quote: Manitoba bran, in bags, \$15; shorts, \$16 to \$16.50; mouille, \$18 to \$24; Ontario bran in bulk, \$14, and shorts, \$16 per ton.

**OATMEAL**—There is nothing new to report in rolled oats. The demand is fairly active at \$3.30 to \$3.45 per barrel, and at \$1.60 to \$1.67½ per bag.

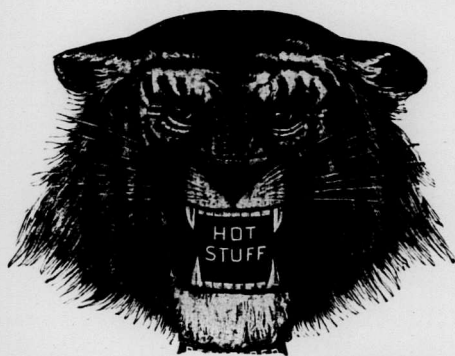
**HAY**—There has been no change in baled hay. The demand is limited. We quote: No. 1, \$8.50 to \$9; No. 2, \$7 to \$7.50, and clover, \$7 per ton, in carload lots.

#### CHEESE AND BUTTER.

**CHEESE**—Prices have advanced at the country boards and in the city, and the English market seems to be advancing, although unwillingly, in sympathy, and on the spot we quote: Western, 10¾ to 10½c.; Townships, 10¼ to 10¾c., and Quebecs, 10 to 10½c.

**BUTTER**—The market is quiet yet firm. Holders are generally asking 21¼c. for creamery now. Inquiry for seconds is moderately active and business was put

## Turn Your Money Over Quickly by handling **Clark's Meats.** They're Quick Sellers. Up-to-date Packages. Quality A1. Every tin Guaranteed. **55 Varieties.**



MADE BY

**GEO. A. BAYLE,**

ST. LOUIS, U.S.A.

FOR SALE BY Wholesale and Retail Grocers  
throughout the United States and Canada.

**At Last !!**

I have found something  
hotter than I am!

**BAYLE'S TOBACCO**

**PEPPER SAUCE.**

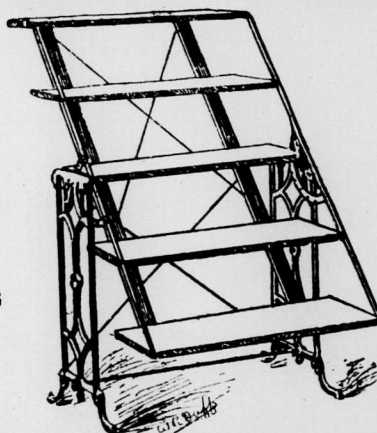
## AN ATTRACTIVE DISPLAY

and economy of valuable space are two of the many  
advantages derived by using

## BOECKH'S ADJUSTABLE DISPLAY TABLES

Easily and  
instantly ad-  
justed to any  
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Useful for  
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Artistic in  
design and  
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Adopted by  
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Ornamental  
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useful.

WRITE FOR ILLUSTRATED BOOKLET.



80 York  
Street,  
TORONTO



# S. H. EWING & SONS

— 96 King Street, MONTREAL

## Headquarters for Ceylon, Indian and Japan Teas

Consult us now, as we have some splendid values in these brands. Wholesale only.

—SAMPLES AND PRICES ON APPLICATION—

through at 20c., while Western dairy, in tubs, is held more firmly at 17½ to 17¾c.

### MONTREAL NOTES.

The tendency in sugar is to lower prices. Rice is 20c. per bag higher.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., August 8, 1900.

IN business there continues to be a good summer trade. The lower figure in flour is the matter of interest to the trade. Sugar holds its price and continues to show strength. In cream of tartar there was an advance from the lower figures of the past week in the first cost. Local market is firm. Special effort is being made in regard to our Exhibition this fall. Our Ontario friends have in it an excellent opportunity to bring their goods to the notice of the Maritime Province people, and the impression left upon the people, of the effort to make our Exhibition a success, which has been made by those using this means to advertise their goods, is such that they show their appreciation by giving their trade to these houses.

OIL.—In burning oil, present business is not large, but dealers have now their prices out for fall contracts, and figures are rather lower than those which have ruled. So far the decline is 1c. Lubricating oils show no change. A fair business is doing. In paint oils, both linseed oil and turpentine show signs of an easier tendency. A fair trade is

done at this season. In cod oil, receipts continue light.

SALT.—In Liverpool coarse salt, which is such a large business here, market is well stocked, and further arrivals are expected. Prices are firmly held and the demand is good. In fine, even in bag salt, the Canadian is very largely supplying the market. The wood boxes have very largely taken the place of the smaller bags in barrels. We quote as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

CANNED GOODS.—Vegetables are firmly held. Packers are well sold up. In fruits, the tendency is toward higher prices. The sugar market affects the price and some packers have slightly advanced their figures. Peaches have inquiry and prices firmly held. In gallon apples, market is being supplied by local packers. Pineapple is firm. More Canadian than usual is to hand. It is lower in price than American and Singapore. Some particularly fine stock of the last named is offered. In sardines, the supply is light, and it is difficult to get stock for orders. In both canned herring and haddies, supply will be light. These goods have an improved demand. Strawberries are asked

for. Figures tend higher. Pears and plums are light sellers. Pumpkin is not as largely sold as one would expect when quality and price is considered. In salmon there is a firmer tendency.

GREEN FRUITS.—The feature of the week that is passed has been the lack of bananas. For a few days the market was bare. When they were again received there was a great rush. Oranges are scarce. A few Californians are offered. In lemons, prices are high. A fair trade for this time of year is being done. Pears have a large sale. Californians are the favorite, but Bartlett's are also largely sold and quite a few Clapp's Favorites are offered. In apples, some nice stock is now received, but for best stock price is still high. Peaches have a free sale at quite full figures. Californian plums are fair sellers. Nova Scotian and Ontario stock is expected soon. Nova Scotian crop is not large. In tomatoes, native are now supplying the market. Nova Scotian cherries were a fair crop. Prices are well maintained. The season is about over.

DRIED FRUITS.—Dates have been quite largely bought during the week, and the price quoted being low, led to large sales. It is also reported that a large quantity will be consigned here, so that low prices are likely to rule. Package goods increase in favor. In currants, the market is quite bare and higher prices are expected. New goods will be high. In raisins, loose muscates are scarce, but trade is not large. If Californians open so as buyers can handle

*The best selling tea in Canada today is*  
*Blue Ribbon Ceylon*

*packed and sold by*  
*Blue Ribbon Tea Co.*  
*12 Front St. East - Toronto*



them, they will have the demand here. The seeded are a staple. Figs have little attention. In onions, low figures rule. The sale has been large. The market is still supplied by Egyptian. Evaporated apples have no sale. Prices are low. The market will be chiefly supplied with English peels. Prices are rather lower than American.

DAIRY PRODUCE—Cheese continues quite a light stock. Prices have been held too high for buyers to take hold freely. The cheese boards on Prince Edward Island are proving a great success. This is something which is greatly needed here, our factories having no right way to market their output.

Some ship to Montreal, but in most cases they are not at all satisfied with the weighing there. In eggs, only a fair business is being done. Prices are well maintained. Butter is firm. Stock is not coming to hand freely.

SUGAR — Values are high and market firm. There has been a large sale, and many dealers have done well because of the steady advance.

MOLASSES—Sales have been rather slow. Values are, however, well maintained. Porto Rico is quite high. Some has been sold on Western account at a figure well in advance of some trade reports received from there. In Barbadoes, while local demand

is light, holders are firm, as they feel there will be a Western demand later. In other grades little is doing.

FISH—Fresh shad are scarce. This is the season when the best fish are caught. Salmon are out of the market. In dry fish, there is but limited business. Pollock is keeping dull. In smoked herring, the market is firmer. Stock of old is well cleaned up, and no new is yet received. Catch of herring is light. The outlook is for full figures in pickled herring. Little has yet been done in boneless fish. We quote as follows: Large and medium dry cod, \$3.00 to \$3.25; small, \$2.00 to \$2.25;

MADE IN ENGLAND BY

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

## GILLARD'S PICKLE

known the world over as the highest quality that can be obtained in a pickle. In Canada, their popularity is rapidly increasing as they become better known. 12 Gold Medals at the great Pure Food Expositions, held in Great Britain, attest their superiority over ordinary pickles.

GILLARD'S PICKLE—Cases of 2 Dozen.

5-Case Lots and over	-	-	\$3.20 Per Dozen.
Less Quantity,	-	-	3.30 "

GILLARD'S SAUCE

is a good sauce, none better for gravies, soups, etc.

5-Dozen Lots and over	-	-	\$1.40 Per Dozen.
Less Quantity	-	-	1.50 "

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

The Auer Gasoline  
**LAMP** 100 Candle Power.

SATISFACTION GUARANTEED  
OR MONEY REFUNDED.

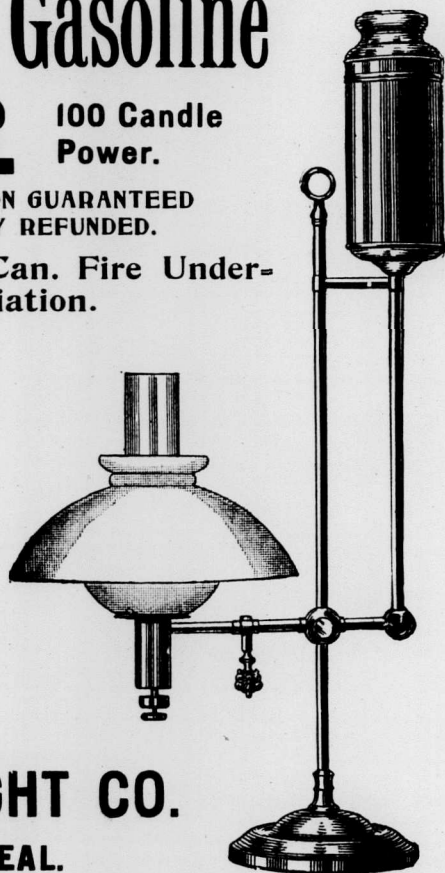
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SEND  
FOR  
CATALOGUE.

No. 1 \$7.50

5 STYLES

AUER LIGHT CO.  
MONTREAL.



Boston  
Laundry  
Starch...

is the best domestic starch ever offered to the Canadian trade. It is very simple to use, gives a beautiful hard finish to linen and cotton goods, and is sold at popular prices by all dealers at 10c. a package. One package goes as far as two of the ordinary cold water starches.

SOLD BY

THE F. F. DALLEY CO.  
Hamilton.  
Limited



pickled shad, \$4.00 to \$4.50; haddies, 4½ to 5c.; smoked herring, 7 to 8c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.65 to \$1.80 per 100; pickled herring, \$1.65 to \$1.80 per half bbl.; Shelburne, \$4.50 to \$5; halibut, 8 to 10c.

PROVISIONS—Barrelled meats have little sale, but quite firm figures are quoted. In smoked meats, prices are higher. There is a fair steady sale. Lard is rather easier, but only fair sales are reported.

FLOUR, FEED AND MEAL—Dealers have lost confidence in flour. The market continues to tend lower. There is light business. Oatmeal is also rather easier. In cornmeal, price is still quite high, but is not steady, owing to competition. In beans, rather lower values rule. Buyers are inclined to run off present stocks and wait for new goods to offer. In hay, a fair price is being obtained, but trade is quiet. Some very fine new hay is being cut this year, but crop will not be large. We quote as follows: Manitoba flour, \$5 to \$5.15; best Ontario, \$4.10 to \$4.20; medium, \$3.75 to \$4; oatmeal, \$3.75 to \$3.85; cornmeal, \$2.35 to \$2.40; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.75 to \$1.85; prime, \$1.60 to \$1.70; yellow-eye beans, \$2.25 to \$2.45; split peas, \$4.00 to \$4.25; round, \$3.25 to \$3.40; pot barley, \$3.85 to \$4.00; hay, \$9 to \$9.50; timothy seed, American, \$1.50.

#### TRADE NOTES.

A. A. McClaskey & Son have assigned to G. Witmore Merritt.

Northrup & Co. have received a fresh supply of Nicholson & Brock's mince meat.

S. G. Crosby is loading a schooner with lumber for the Government of the Island of Nevis.

A car of "Red Cross" baked beans were distributed among the trade during the week.

The grocers' picnic will be held on August 14, and will be one of the events of the season.

#### MANITOBA MARKETS.

Winnipeg, August 6, 1900.

THE OGILVIE MILLING CO. are today in receipt of the first sample of wheat from the crop of 1900. This comes from near the town of Gretna, and was cut on July 27 and threshed on July 31. The wheat is a fine sample, plump and clear, and graded No. 1 hard. This is thought to be the earliest harvesting and threshing on record in Manitoba. Wheat-cutting will be quite general in Southern Manitoba this coming week.

Trade has been fair all week, but without features of special interest.

FLOUR—There is no change in this market, and a fair trade is being done at the reduction noted last week. We quote: Ogilvie's Hungarian patent, \$2.30; Glenora, \$2.15; Lake of the Woods, five roses, \$2.30, and patent, \$2.15.

CEREALS—Rolled oats and American meal continue to be offered freely on this market at a slightly reduced price. The difference, however, is so slight as not to warrant any change in the home-manufactured article. Split peas, pot and pearl barley are in nominal demand, and without change in price. Beans appear in rather small supply and Americans are again buying in this market, and it looks as if the market would be stronger. Spot cash stock is quoted at \$1.90. We quote: Rolled oats, \$1.90; standard and granulated, \$2.50; split peas, \$2.50; pot barley, \$2.40; pearl barley, \$4.

RICE—There seems to be an opinion that Japan rice will advance, but nothing definite can be ascertained. The general feeling is that at the present time jobbers should receive from ¼ to ½c. more for Japan: B. rice, 4¼ to 4¾c.; Patna, 5¼ to 5½c.; Japan, 5¼ to 5½c.

TEAS—New China teas have arrived, and would appear to be very good value. Prices are about one-half higher than last year's standards. Whether the present war in China will affect the market is a question unanswerable, but better figures are at present unobtainable. In Ceylon teas, it seems impossible to get any really good quality at the same figures as last year.

COFFEE—Rio continues high and firm, and another advance is anticipated. We quote green Rio at 12½ to 13c.

CURRENTS—All accounts show the primary market advancing, but no further advance has taken place here since last week. Quotations are: Filiatras, in bbls., 7½ to 7¾c.; provincials, in bbls., 7 to 7¼c.; Filiatras, in cases, 7¼ to 7¾c., and provincials, in cases, 7½ to 7¾c.

RAISINS—No change in the situation, and a very moderate amount of business doing. We quote: Valencia raisins, fine off-stalk, \$2.50; layers, \$2.60, and muscatels, 2 to 4-crown, 7½ to 9c.

NEW APRICOTS—Are selling very well, and prices range from 11½ to 13c., according to the quality.

EVAPORATED APPLES—Continue in poor shape and are very cheap. There is practically no export demand. On the other hand, dried apples maintain their price, which, as has been stated repeatedly, is abnormally high in comparison with evaporated. We quote: Evaporated apples, 7¼ to 7½c.; dried, 7 to 7¼c.

CANNED GOODS—Practically, the situation is without change. The canneries in the association are holding firmly for their

prices, and a little shading is being done by outside factories, but no actual change is likely to take place until the extent of the tomato, corn and fruit crop is actually known, and it is hard to say how prices will rule. At present it is not satisfactory to quote prices as no houses appear to agree.

SUGAR—This market is very firm, with a normal demand, and prices are the same as last week. We quote: Granulated, \$5.95 per 100 lb.; extra ground, 7c. per lb.; lumps, 7c. per lb., and yellow, \$5.30 per 100 lb.

CURED MEATS—The market is firm, and hams have advanced slightly. The amount of business is comparatively small. We quote: Smoked hams, 13½c. per lb.; breakfast bacon, bellies, 12½c.; backs, 10½c.; dry salt long clear, 9c.; shoulders, 8½c., and short clear, 9c.

CANNED MEATS—There is every possibility of a sharp advance in these goods; in fact, it was expected to come before this. Trade is not very active, as more and more through the summer months the people in villages and even on the farms find it convenient to get fresh meat. In all the more thickly settled farming districts butchers call at all houses at least once a week for orders. Lunch tongue, however, is a steady seller at all seasons of the year. Libbys have put a new claimant on the market in the shape of dried spiced beef, granulated and put up in neat glass pots. It makes excellent sandwiches and is very good in omelette and scrambled eggs. We quote: Corned beef, \$2.90 to \$3.15, according to size; lunch tongue, \$6.00 to \$6.75, according to size.

GREEN FRUITS—The close warm weather of the past week has made the handling of fruit something of a trial. All houses are carrying full lines. Early Hale peaches are out of market. Oranges are temporarily out but will be in again in a few days. Bananas have shown a tendency to be over-ripe. New grapes are in. Ontario apples are quoted to arrive next week. We quote: Crawford peaches, per box, \$1.50; plums, per box, \$1.60; Georgia grapes, per box, 65c.; Washington apples, per box, \$2.00; melons, per doz., \$5.00; pears, per box, \$2.50; bananas, per bunch, \$2.50 to \$3.25.

VEGETABLES—All classes of green vegetables are in abundant supply. We quote: Potatoes, 75c. per bushel, and Ontario tomatoes, \$1 per basket.

BUTTER—In creamery butter, the supply is good and the price firm at 17½ to 18c., factories. Dairy butter is abundant at 11 to 13c. net, Winnipeg.

CHEESE—The supply is good and the market firm at 9½c.

EGGS—Good supply and demand active at 13c., Winnipeg.

#### NOTES.

A. E. Scott, of Morris, one of the first pupils of the Manitoba Government Dairy School, secured first prize and diploma for creamery butter at the Winnipeg Industrial Exhibition.



**The JOHN L. CASSIDY CO., Limited**

**339, 341 & 343 St. Paul Street, MONTREAL**

Have increased facilities to show their new arrivals of China, Glass, E-ware, Lamps, and Fancy Goods, having added the adjoining premises and made such alterations in sample rooms that their large and complete lines can be seen to great advantage. Complete lines of

**J. & G. Meakin's Three Stock Patterns Enamelled and Gilt Ware**

**J. & G. Meakin's Stock Patterns of White Granite Ware**

**J. & G. Meakin's Large Variety of Dinner and Toilet Ware**

**Wedgwood's Fine Variety of Dinner Sets, Jardinieres, and Pedestals; also**

**Haviland's French China, Stock Patterns, Richly Gilt.**

We respectfully solicit a call at our establishment when next in Montreal.

**"CONDOR" TEA, MAD. HUOT'S "NECTAR" TEA,  
JAPAN. COFFEE. BLACK.**

**A MOMENT'S ATTENTION**

will convince you that it is profitable to buy from me. My trade is not in cheap goods, but in good goods, and at most reasonable prices.

50 Bales (100 Matts) of an extra fine Palembang Java Green Coffee at . . . 17½c.

Less 1½ per cent. (Green Coffee Terms.)

25 Half-Chests of a fine Sow Mee Young Hyson Point at . . . 17½c.

**A CARLOAD OF PEANUTS**

"Coon" Brand at . . . 6½c. per lb.

◊ Brand at . . . 7½c. " "

"Sun" Brand at . . . 8½c. " "

"Condor" Vinegar, 100 grains, at . . . 30c.

"Old Crow" Vinegar, 75 grains, at . . . 22½c.

**CLEAR AS CRYSTAL - PURE AS WATER FROM A SPRING.**

**TERMS 3 PER CENT. OFF 30 DAYS.**

When in want of Teas, Pure Coffees and Spices ask for samples and prices.

**E. D. MARCEAU,**

296 St. Paul Street,

**MONTREAL.**



**BACK FROM THE COAST.**

Mr. R. Greig, Toronto, returned on Sunday from a two months' trip through to Victoria and the other principal business centres en route. He states that, bad as the crop conditions in Manitoba are, they were not as bad on his way back as they were on his way out. "The crops in the Northwest Territories are magnificent," he said. Speaking of the mining industry in British Columbia, he corroborated what others have already said about its improved condition. The lumber industry was also, as far as he was aware, satisfactory. The

one unsatisfactory feature on the Coast was the state of the canned salmon industry, owing to the strike among the fishermen. "That, however, has been settled since I left," he said. "But the pack on the Fraser will be light."

A pork-packing factory is likely to be established in Woodstock, Ont.

The Minister of Agriculture for Manitoba states that there will not be more than 6,000,000 or 7,000,000 bushels of wheat for export from that Province, as compared with 25,000,000 last year.

**PROGRESSIVE HAMILTON.**

We are pleased to note the very handsome advice cards which Lucas, Steele & Bristol's travelers are sending out to their customers just now. There are 10 sets of them illustrative of prominent places in Hamilton, and are well worth the grocer preserving. The firm certainly deserve a lot of credit for their enterprise, and the city of Hamilton doubtless congratulates them on using this means of advertising themselves and the place in which they do business. The first of the series of 10 is sent out this week and one will go out every two weeks until the set is complete.

# Tomatoes and Corn for Sale.

About 125 cases of Lakeport Corn at \$1.05 doz ; 125 cases of Lakeport Tomatoes at 87 1/2c. doz. f.o.b. Ottawa. 1899 Pack.

## PROVOST BROS.

Cor. Cumberland and Murray Streets, - - OTTAWA, ONT.

# CO-OPERATIVE TEA GARDEN'S CO'Y

## CEYLON

**Awarded Gold Medal**

At the

**Paris Exposition, 1900**

For Fancy and Commercial Teas. This was the highest award made for Teas.

## GILLESPIES & CO'Y, Montreal

Agents for Canada.







# Most Excellent Coffee



A pure, high-grade berry at a popular price.  
Trial Order Solicited.

The consumption of cigarettes in Canada appears to be increasing. In the fiscal year ending June 30 last, the consumption reached 123,267,042, as compared with 101,433,328 in 1898-99. It is interesting to note that Canadian tobacco is being used to an increasing extent even in cigarettes. Of the total number used last year 121,370,922 were made from foreign leaf, 1,824,020 from Canadian leaf, and 72,100 from a combination of Canadian and foreign leaf.

How are you fixed for . . .

## BASKETS?

Are you in need of any of the following kinds:

- GRAIN AND ROOT BASKETS
- CLOTHES BASKETS
- FRUIT BASKETS
- AND BUTCHER BASKETS?

If so, we can supply you

THE . . .  
**OAKVILLE BASKET CO.,**  
Oakville, Ont.,

# Cracker Jack

THE NEW CONFECTION.

Your trade either does, or will demand it. Get your order in early.

Sole Agents for Canada,  
**WARREN BROS. & CO.**  
Wholesale Grocers. TORONTO.



Makes the most delicious cup of coffee obtainable.

Any Person selling or putting up Imitations lay themselves open to Prosecution.  
For Sale in 1 and 2 lb. tins by all Wholesale Grocers.  
**ACME MILLS, 88 Grey Nun St., Montreal**

COFFEE	Montreal, Quebec.	Toronto.	St. John, Halifax.
Green—			
Mocha	24	23 28	25 30
Old Government Java	27	22 30	25 30
Rio	10	9 12 1/2	12 13
Santos		10 1/2 15	
Plantation Ceylon	29	26 30	29 31
Porto Rico		22 25	24 28
Guatemala		22 25	24 28
Jamaica	18	15 20	18 22
Maracaibo	13	13 18	13 15
<b>NUTS</b>			
Brazil			8 1/2 9
Valencia shelled almonds	24 28	25 30	22 25
Tarragona almonds	13 14	14 15	13 15
Formegetta almonds		13	
Jordan almonds	25 33	35 40	
Peanuts (roasted)	6 1/2 7	9 10	9 10
(green)	5 1/2 7	9 10	9 10
Cocanuts, per sack	3 00	3 75	3 50 4 00
per doz.		60	70
Grenoble walnuts	12 13	14 15	9 12
Marbot walnuts	9 10	10 1/2 11	9 10
Bordeaux walnuts	8 9	9 10	9 10
Sicily filberts	9 1/2 10 1/2	10 11	9 10
Naples filberts		10 11	10 11
Pecans	12 15	10 11	12 14
Shelled Walnuts	16 1/2 17 1/2	23 25	
<b>SODA</b>			
Bl-carb, standard, 112-lb. keg.	1 65 1 80	2 00 2 25	1 85 2 00
Sal soda, per bbl.	70 75	80 90	85 90
Sal Soda, per keg	95 1 00	1 00	95 1 00
Granulated Sal Soda, per lb.		1	
<b>SPICES</b>			
Pepper, black, ground, in kegs			
pails, boxes	16 18	18	14 15
in 5-lb. cans	14 17	19 15	16
whole	15 17	19 12	13
Pepper, white, ground, in kegs			
pails, boxes	26 27	26 27	24 25
5-lb. cans	25 26	25 26	20 22
whole	23 25	23 25	20 22
Ginger, Jamaica	19 25	22 25	20 25
Cloves, whole	12 30	14 35	18 20
Pure mixed spice	25 30	25 30	25 30
Cassia	15 20	16 20	16 20
Cream tartar, French	25 25	24 25	20 22
best	25 25	25 30	25 30
Allspice	10 15	13 16	16 18
<b>WOODENWARE</b>			
Pails, No 1, 2-hoop	1 90	1 90	1 90
4-hoop	2 05	2 05	2 05
half, grained	1 75	1 75	1 75
quarter, jam and covers	1 45	1 45	1 45
candy, and covers	2 70	2 70	3 20
Tubs, No. 0	11 00	11 00	11 00
" 1	9 00	9 00	9 00
" 2	8 00	8 00	8 00
" 3	7 00	7 00	7 00

## PETROLEUM

	Montreal, Quebec.	Toronto.	St. John, Halifax.
Canadian	17 1/2 18		19 1/2 19 1/2
Sarnia water white	18	17 1/2	19 1/2 20 1/2
Sarnia prime white		16 1/2	18 1/2
American water white	20	18 1/2	20 21
Pratt's Astral (barrels extra)	21	18 1/2	

## Black— TEAS

Congou—Half-chests Kaisow, Moning, Paking	13 60	12 60	11 40
Caddies Paking, Kaisow	17 40	18 50	15 40
Indian—Darjeelings	35 55	35 50	30 50
Assam Pekoes	20 40	20 40	18 40
Pekoe Souchong	18 25	18 25	17 24
Pekoe Broken Pekoes	35 42	35 42	34 40
Pekoes	20 30	20 30	20 30
Pekoe Souchong	17 1/2 40	17 35	17 35
China Greens—			
Gunpowder—Cases, extra first	42 50	42 50	
Half-chests, ordinary firsts	22 28	22 28	
Young Hyson—Cases, sifted extra firsts	42 50	42 50	
Cases, small leaf, firsts	35 40	35 40	
Half-chests, ordinary firsts	22 28	22 28	
Half-chests, seconds	17 19	17 19	
"    "    "    "    "    "	15 17	15 17	
"    "    "    "    "    "	13 14	13 14	
Pingsueys—			
Young Hyson, 1/2-chests, firsts	28 32	38 32	30 40
"    "    "    "    "    "	16 19	16 19	
"    "    "    "    "    "	28 32	28 32	
"    "    "    "    "    "	16 19	16 19	

Japans—			
1/2-chests, finest May pickings	38 40	38 40	
Choice	32 36	32 36	
Finest	28 30	28 30	
Medium	25 27	25 27	
Good medium	22 24	22 24	
Common	19 20	19 20	
Good common	16 18	16 18	
Common	13 15	13 15	
Nagasaki, 1/2-chests, Pekoe	16 22	16 22	
"    "    "    "    "    "	14 15	14 15	
"    "    "    "    "    "	16 19	16 19	
"    "    "    "    "    "	7 1/2 11	7 1/2 11	

## RICE, MACARONI, SAGO, TAPIOCA

Rice—Standard B.	3 20 3 30		3 1/2 3 40
Patna, per lb	4 25 4 50	4 1/2 5	5 6
Japan	4 10 4 10	5 1/2 6	5 6
Imperial Seeta	4 30 4 50	4 1/2 5 1/2	5 6
Extra Burmah		4 1/2 4 1/2	4 5
Java, extra		6 6 1/2	6 7
Macaroni, dom. lic, per lb., bulk	5 6		
" imp'd, 1-lb. pkg., French	8 12	9 10	
"    "    "    "    "    "	8 10	11 12 1/2	
"    "    "    "    "    "	3 1/2 4	4 4 1/2	5 6
Sago	4 1/2 4 1/2	4 1/2 4 1/2	5 6
Tapioca			



More money cannot give better Flavoring Extracts — more skill cannot produce Extracts of greater richness — more experience cannot yield greater strength. Jonas' Flavoring Extracts are the highest quality there is or can be, because— nothing that would contribute to their high quality has been left undone.

---

Henri Jonas & Co.,  
Mfrs.,  
Montreal.



## A CORNER FOR CLERKS.

Personal and other items for this department will be gratefully received.

### A LESSON FROM HISTORY.

TWO young men were leaving their place of business just as their employer's son drove by in an elegant turnout, the young man himself looking precisely as if he had sat for one of Nast's caricatures, writes Mrs. McConaughy in an exchange.

"How would it seem for us to be riding around in that style, Joe, with all the money we wished to spend, and no care as to where it came from. And just look how hard we work 10 hours a day, and for how little."

Joe watched the retreating figure with laughing eyes as he replied:

"It is exactly such specimens that make me contented with my working lot. If that is the best outcome of great wealth and luxury, let us stick to our brown bread and oatmeal. That chronic seasick look does not seem to argue even great enjoyment for him. If to be a millionaire's sons we must turn out duds, let us be thankful for honest, hard-working fathers.

"I have been reading history a good deal this winter, and took quite an interest in it. The nations all began down on a very low plane. First barbaric, and little by little rising in civilization, then increasing in wealth and luxury and weakness and wickedness, and then came the decline and downfall. That was the way with Greece, once so brave and powerful; and Rome ran the same course. The old history repeats itself among the nations of the earth, over and over again. I can't help wondering sometimes what may possibly be in store for this nation yet, it has reached such a stage of luxury and extravagance, and developed such a brainless race as the duds. It looks as if it would take a pretty general cyclone to bring us back to a rational status again."

"With your views I suppose you renounce all aspirations toward riches?"

"Not much to renounce if you have reference to any prospects of that kind. Of course, I mean to get on and do the best I can for myself, but I am not going to mourn because I am not a millionaire and never shall be. I don't believe great luxury is the best thing for a man or his relations any more than it is for nations, which are only men in the mass."

"Still it would be a good thing to have

enough to live on, even if we must work hard for it."

"I manage to make out some way, and don't find myself specially pinched."

"That's where you differ from me, and yet you get no more wages."

"I suppose the difference lies in the way we spend. I never spend mine until I get it. I can make it hold out so much better then. It always looks a good deal larger in prospect than it does in hand, so I am obliged to portion it out accordingly. Still, I always manage to leave a dollar over, to feel rich on. It is such a help to self-respect and comfort."

### A GOOD BUTTER CELLAR.

W. L. Trotter, general merchant, Sheguindah, Manitoulin Island, has one of the finest butter cellars I have seen for some time. The store is 24 x 55 ft., and 24 x 24 ft. of the basement is divided off for butter only. It has two large windows and cement floor, and always has a cold and even temperature. The other part of the cellar is used for a storehouse. The rear end opens out into a lane. This saves carrying the heavy goods up or down stairs or using a hoist.

### A MUSTARD FIRM'S GENEROSITY.

J. & J. COLMAN, the well-known mustard firm have with marked generosity provided a system of granting old-age pensions to their employes. This scheme, which was quite recently brought into operation, has attracted the attention of the Chief Registrar of Friendly Societies, who in his annual report says that under it—J. & J. Colman, Limited, will provide a pension of 8s. per week to workmen (subject to a deduction in cases where the workmen entered the employment after a given age) and the workmen are to provide for themselves, by a payment of 2d. per week, an additional pension equivalent to their contributions, the maximum, as calculated by Mr. Nelson, the actuary, being 2s. per week, with liberty to invest further sums with the trustees at a guaranteed interest of 3 per cent., so as still more to increase the amount of the pension, which will commence on the retirement of the member from his employment at or after the age of 65.

The contribution of the company thus appears practically to work out at four times

that required from the men, in addition to the guarantee of the interest on the extra savings. For effecting this arrangement a trust deed has been entered into, constituting a body of trustees, of whom three are to represent the workmen. This arrangement has, it is understood, been unanimously agreed to; and such schemes are obviously of great value in promoting amicable relations between employers and workmen.—*Grocers' Journal.*

### TRADE CHAT.

THE employes of the retail stores in Victoria, B.C., are agitating for a half-holiday on Saturday afternoons.

The Hamiota, Man., creamery plant is for sale.

Fishermen along the western shore of Nova Scotia are taking a lot of mackerel.

The grocery business of T. Hickey, Harrow, Ont., will be carried on by Mrs. Ford.

The grocery clerks of Toronto held their picnic at Prospect Park, Oshawa, Ont., on August 6.

The second annual picnic and games of the dairymen of Montreal were held in Delorimier Park on August 6. About 500 persons attended.

G. A. Gibson's grain warehouse, at Cayuga, Ont., was burned on August 3. It contained 5 000 bushels of wheat; insurance, between \$3,000 and \$4 000; loss, between \$5,000 and \$6,000.

The firm of Johnston & Foss, grocers and hardware merchants, Sherbrooke, Que., have dissolved. Mr. Johnston will continue the grocery business, while Mr. Foss has formed a partnership with Jas. F. Kerr to carry on the hardware business.

### ALUM BAKING POWDERS.

The Department of Agriculture has received a circular from the Department of Inland Revenue setting forth that, in accordance with the decision of the British courts there is no doubt that baking powders come within the definition of "food," and, therefore, any prosecution for the sale of "alum" baking powders in Canada would be followed by convictions. Since the sale of such powders has been permitted for some years in Canada, the Department of Inland Revenue thought it desirable to notify dealers of the intention of the Department on this matter, and to fix a time limit after which the Act would be enforced. The next systematic collection of baking powders will be made in December, and proceedings will be instituted against all vendors of baking powders that contain alum.

H. P. Eckardt & Co. are offering Bevan's 2 and 3 crown loose muscatel raisins.



The Annual  
Special Autumn  
Number of \_\_\_\_\_

The  
Canadian  
Grocer

WILL BE ISSUED  
OCTOBER 19.

\_\_\_\_\_

The first advertising copy received  
goes in the first pages, of course.



## IN THE WHOLESALE GROCERY TRADE 21 YEARS.

**T**WENTY ONE years ago, the wholesale grocery firm of W. H. Gillard & Co., Hamilton, was established, and its success has been gratifying to Mr. Gillard and his partners. Saturday last was the twenty-first anniversary, and it was celebrated by the hoisting of flags on the roof of the establishment and by doings within the building that will long be remembered by all who were present.

When Mr. Gillard arrived at his office, he was cordially greeted by the staff, and, a few minutes afterwards, the staff and warehousemen gathered around him. He looked surprised, but said nothing.

Then, Michael Malone, one of the oldest travelers for the house, broached the subject of the anniversary, and, in a neat speech, congratulated Mr. Gillard on behalf of all present. He referred to Mr. Gillard as a generous employer, and he hoped for him long life.

George A. Turner, the oldest traveler on the road for W. H. Gillard & Co., read an address, which was a work of art. It was handsomely bound in morocco, and was beautifully engrossed. On the superscription page was a fig tree, planted in 1879 and blossoming in 1900. On the next page was a picture of the warehouse, and an initial letter formed of a tea plant growing from a box of tea. Other pages contained a picture of a coffee plant, growing out of a coffee pot, and a picture of a sugar cane plant. The address was as follows:

The employes of the house of Gillard & Co. have considered the 21st anniversary of its foundation to be a suitable time to congratulate its chief upon the success which has rewarded his efforts and crowned his endeavors.

Twenty-one years is the period allotted a human being to reach the status of manhood. The house to which we belong reached its majority within a very few years, and has long held a place in the first rank of Hamilton's commercial enterprises.

We are naturally proud of the business ability which enabled you to gain for it that proud place and to hold it in the stern battle of mercantile prosperity.

The kindly relations which have always existed between you and the employes of the firm, and the justice and liberality which have marked your dealings with them, have been conspicuous from the first, and make their feelings towards you warmer than those which usually subsist between employer and employed.

As a small token of their feeling towards you, and to mark their sense of your many noble qualities, they beg you to accept the accompanying cane. It is not the measure of their esteem, but merely an evidence of the warmth of their feelings and an expression of their desire that the cordial relations between you and your employes may long continue.

They sincerely trust that you may long be favored not only with commercial prosperity, but with all the blessings for which man may justly hope. May

success continue to reward your endeavors and happiness accompany you to the close of a well-spent life.

Signed on behalf of the employes, Hamilton, August 1, 1900; George A. Turner, Geo. H. Carley, W. T. Turner, W. C. Armstrong, W. M. Jermyn, Wm. Perrie.

C. A. Leaney, a traveler, presented Mr. Gillard with a handsome gold-headed cane, suitably inscribed, while Mr. Turner was reading the address.

Mr. Gillard was genuinely surprised. He expressed his gratitude for the kindly remembrances of the anniversary, and he said it gave him a vast amount of pleasure to be told that he stood so high in the estimation of his employes, in whose welfare he was always interested. He complimented them on their fidelity to the firm, and he thought the long service of some of the employes was a proof of the good feeling that existed between the firm and its staff. He prized the good opinion of his employes very highly, and he regretted that circumstances prevented him entertaining them at his residence.

Shortly after the presentation, Mr. Gillard left for a holiday trip to Muskoka.

### A TRANSACTION IN MOLASSES.

A St. John importing house yesterday sold to a Quebec Province firm five carloads of Barbadoes molasses. This is in addition to 10 carloads sent by the same firm to Quebec within the last two weeks. The 15 cars would mean some 325 to 350 puncheons. Such sales are unusual at this time of the year and the cause is that the Quebec buyers held back their orders for Barbadoes molasses from the producers on the expectation of getting it at lower prices later. Before they finally decided to buy, the crop was about sold out and then their orders could not be filled. It therefore has not been a paying work for them as now they have the profit advance of the intermediate firm to pay in addition to first cost.—Sun, St. John, August 1.

### THE NAMES OF FIRMS.

A law passed at the last session of the New York Legislature, and which goes into effect on September 1, is worthy of some attention. The law provides that hereafter no person or persons shall carry on or transact business in the State under any assumed name or under any designation, name or style, corporate or otherwise, other than the real name of the individual or individuals carrying on such business, unless, after filing in the office of the clerk of the county where such business is carried on, a certificate setting forth the name under which the

business is to be transacted and the true full name or names of the person or persons conducting the business, with his or their post office address. Persons now carrying on business under an assumed name, or under any designation other than the real name, are required to file a certificate such as is above described within 30 days after the Act takes effect, and any person failing to file such certificate is declared guilty of a misdemeanor. The object of the law is to prevent the use of assumed names or of corporate names where there is no real incorporation.—Bradstreets.

### BRICK TEA.

Brick tea is in general use throughout Thibet, though good leaf tea may sometimes be procured in Gantok. A brick of tea weighs about 8-lb. The sale of tea is a Government monopoly, and is forced in a peculiar manner. The Lhasan Government issues a certain quantity of tea to the Governor of each province, for which he has to credit them with a fixed sum. He serves this tea out to the people of his district in quantities according to the wealth and standing of the family, whether they want it or not, and fixes the price himself, taking good care to leave a large margin for personal profit over and above the amount he has to credit Lhasa with. Almost every family is obliged to take some tea, only the very poorest, from whom payment cannot be squeezed, being passed by.—Indian Planters' Gazette.

### CURING OF CHEESE.

Mr. W. T. Connell, professor of bacteriology at Queen's Medical College, Kingston, Ont., has been lately engaged in making bacteriological analyses of cheese for the Government. At several cheese factories, in Carleton county, the cheese is being cured at a temperature of from 60 to 65 deg., 5 deg. lower than has been the custom. Cheese so cured has a better flavor, and sells in the British market at a ½c. per lb. more than the cheese cured at a higher temperature. Dr. Connell is studying the bacteriological conditions and will submit his report to the Government. No doubt cheese factories in Ontario will ultimately treat their cheese by the new method.

### QUESTIONS AND ANSWERS.

OBLONG BUTTER MOULDS WANTED.

I. & H. write: "Can you furnish us with the manufacturers' names of oblong butter moulds, 2-oz. prints in ¼-inch squares. We have been asked to put in a stock."

[REMARKS: If any of our readers can supply the desired information we would consider it a favor.—THE EDITOR.]



# SHORT ROLLS AND SHOULDERS

choice sugar-cured meats  
and just the line for slicing,  
at reasonable prices.

Write us for quotations  
on these and also *Hams,*  
*Bacon, Lard, Cheese.*

~~~~~  
**F. W. FEARMAN CO.,**  
LIMITED  
PORK PACKERS AND LARD REFINERS.  
HAMILTON.



## “What’s in a Name?”



A **ROSE** by any other name would smell as sweet,”  
but there is only **ONE NAME** for the original and best

# LIME JUICE

—AND THAT IS—

# ROSE’S.

**ROSE’S LIME JUICE** is supplied to H.M. Government for the use of the Troops in South Africa, H.M. Navy, the United States Government, the Hospitals, and the Red Cross Societies, etc.

**L. Rose & Co., Limited**  
Finsbury, London; Leith, Scotland; and West Indies.

Sole Agents for Canada: Messrs. Law, Young & Co., Montreal.



# Ogilvie's Hungarian Ogilvie's Glenora....

All BAKERS and GROCCERS handling this Flour exclusively are making money.

**Superior Quality  
Always Good**

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**C**OLTER & WALLACE, traders, Montreal, have assigned to Alex. Desmarreau.

Alphonse Bastien, grocer, Montreal, has assigned.

The stock of the Great Pacific Tea Co., Montreal, is under seizure.

J. L. Loranzi, cigar dealer, Montreal, has assigned to Alex. Desmarreau.

V. E. Paradis has been appointed curator for A. G. Verrat, confectioner, Quebec City.

### PARTNERSHIPS FORMED AND DISSOLVED.

Teasdale & Lanoix, traders, Montreal, have dissolved partnership.

E. Purvis & Co., general merchants, Slocan, B.C., have dissolved.

McCorvie & McKerrall, grocers, Chatham, Ont., have dissolved, J. McKerrall continuing.

Moore & Stevens, grain dealers, Chatham, Ont., have dissolved; W. J. Moore continues.

Girard & Thibaudeau have registered a partnership in Quebec city as commission merchants.

Charles F. Longley and S. Davison, Halifax, N.S., have formed a partnership as Longley & Davison, as commission merchants.

Snider & Echlin, general merchants, Keewatin, Ont., have dissolved, W. H. Echlin continuing.

Leonard Bros., wholesale fish dealers, Montreal, have dissolved, and a new partnership has been registered.

L. Larue & Fils, tobacco manufacturers,

Montreal, have dissolved; Leon Larue, jr., now registers as proprietor.

### SALES MADE AND PENDING.

The assets of J. H. Howard, grocer, Montreal, have been sold.

W. B. Lees, general merchant, Grand Forks, B.C., has sold out.

Annie Taylor, baker, Weston, Ont., advertises her business for sale.

The stock of J. A. Paquet, grocer, Quebec city, was sold at 68c. on the dollar.

The assets of A. L. Mattice, grocer, Ottawa, were sold by baliff August 8.

Part of the assets of Wm. Rivington, baker and butcher, Carp, Ont., have been sold.

Wm. H. Lawrence, broom manufacturer, Fredericton, N.B., has sold out to W. T. L. Reid.

P. B. & J. Ryder, flour and feed dealers, Wolseley, B.C., have sold out to W. Phillips.

G. Gemmage, bicycle and cigar manufacturer, Ridgetown, Ont., has sold the cigar business.

The stock of R. S. Fisher, general merchant, Dauphin, Man., was sold at 65¾c. on the dollar.

E. F. Buckman, fruiterer and confectioner, Emerson, Man., has sold out to V. Van Whart.

The Herelle's Chocolate Works, Longueuil, Que., have been sold to Felix Hoerens d'Herelle.

The stock of Thomas Burnside, general merchant, Bothwell, Ont., was sold by auction on August 8.

Hunter Bros., general merchants, Sandon, B.C., have sold out to The Hunter, Kendrick Co., Limited.

The stock of the estate of Carley & Studer, general merchants, Morden, Man., was sold to T. E. McGin at 70c. on the dollar.

### CHANGES.

A. J. Lazenby, miller, Belle River, Ont., has left that place.

James Bell is commencing business as grocer at Fredericton, N.B.

C. P. Shaw is commencing business as confectioner at Sydney, N.S.

Henri Paquin, grocer, Montreal, has been succeeded by Elzer Desrosiers.

Martin & Martin, wholesale fruiterers, Chatham, Ont., have closed up.

Kate Tufford, grocer, Hamilton, Ont., has been succeeded by S. J. Heath.

Eva Morin has registered as proprietress of E. Picard & Co., grocers, Quebec.

Brown Bros., cigar manufacturers, Ottawa, have retired from business.

M. C. Morse, grocer, etc., Beamsville, Ont., has been succeeded by E. Armstrong.

The Hendrickson Mercantile Co., grocers, etc., Greenwood, B.C., are out of business.

The Creme de la Creme Cigar Co., Limited, Montreal, have obtained a charter.

Samuel Clay, grocer and saloonkeeper, Victoria, B.C., has removed to Ladysmith, B.C.

Mrs. Leandre Vallieres has registered as proprietress of Leandre Vallieres & Co., restaurateurs, Montreal.

Clarence G. Sanford has registered as proprietor I. S. Sanford & Son, commission merchants, Halifax, N.S.

### FIRES.

S. A. Seamans, restauranteur, Moncton, N.B., has been burned out; insurance, \$1,000.

—THE DEMAND FOR—

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

is rapidly increasing, and grocers will find them "easy sellers."

They are largely advertised and are giving perfect satisfaction.

WRITE US FOR PRICE LIST.

**THE BRANTFORD PACKING CO., Limited,**

REGISTERED  
*Bow Park*  
BRAND  
**BACON**

**BRANTFORD, ONT.**



# TO MARRIED GROCERS.

Reasonable offer to Married Grocers  
and General Storekeepers.

Send us a card with your wife's name and address and we will send her free, without any charge whatever, a full size package of **BEE STARCH**.

If, after trying it, she does not say that it saves time and labor, and does better work than any other starch she has ever used, don't stock it.

But, if she substantiates our claims, remember it will pay you to stock **BEE STARCH** at once, if you have not already done so, and push its sale.

Ladies will be thankful to you for recommending such a good article to them.

**BEE STARCH** retails 10c. a package, and gives you a good profit.

**BEE STARCH CO., Mfrs.,**

10 Lemoine Street,

**MONTREAL.**



**CANE AND BEET SUGAR.**

**T**HE sugar crop statistics published by The Sugar Trade Journal suggest the question of what is to be the future of the tropics and of cane sugar. The total production for the year is estimated to be 326,671 tons more than last year, but the cane sugar is estimated at a decrease of more than 250,000 tons, and the beet sugar at an increase of more than 500,000 tons. The Louisiana crop is put in at but little more than half of what it was last year, the Porto Rican crop is charged with a like ratio of decline, and the Cuban crop is set down for 45,000 tons less than last year, and at much less than one third of what it was in each of the two years next preceding the revolution. In Queensland and New South Wales, the crop is estimated at very much below last year's figures, the decrease in the former colony being 40,000 tons, or nearly one-quarter, and in the latter 12,500 tons, or not much less than one half. The beet sugar production in this country was 40,000 tons two years ago, and less than that one and three years ago, but the production this year is 73,000 tons. The beet sugar production of Europe this year is over 5,500,000 tons, while in no one of the past three years has it reached 5,000,000 tons.

There is no reason to suppose that the reduction in Louisiana is other than temporary; Cuba, which produced over 2,000,000 tons in the two years before the revolution, and over 800,000 tons in the year before those two, has not permanently gone down to 300,000 tons. It may take some time to repair the damages of the war, but there is little else for the Cubans to do, and the conditions are probably more favorable for sugar in Cuba than anywhere else in the world. Only recently have modern science and modern business methods taken hold of cane sugar; it is they that brought the beet sugar industry to the front; they are now turning to cane, which has been suffering from the system of slave labor, a supposed monopoly and the indisposition to exertion which a tropical climate cultivates. We have already drawn attention to the better results from the use of free labor, and especially intelligent labor, as good labor as is employed in the production of sugar beet or of wheat, and the progress made in developing canes of increased richness, and processes more effective in the extraction of sugar.

Much of Louisiana and a good part of the West Indies are still equipped with primitive appliances for sugar extraction, and the work of increasing the productivity, which has done so much for beets, has been in operation on cane but a few years. It has not yet been demonstrated that beet sugar can be produced more economically than

cane sugar; there are reasons for believing that under similar industrial conditions cane sugar is the cheaper. At any rate, the tropical regions have a smaller range of industries to choose from than the temperate zone, and in the struggle for existence the cost of labor can be reduced in the tropics below that of labor which needs a meat diet and woollen clothes and substantial shelter.

Dr. Paasche, who has been investigating the subject for the German Government, thinks that if Cuba were annexed to the United States, American capital would go into the sugar business, but he is sanguine that under all circumstances Germany can maintain the foremost place which it has now gained.—New York Journal of Commerce.

**BLENDING AND CEYLON TEA.**

A correspondent writes to a Colombo paper: "The all-important question now is: Is Ceylon tea a failure? About to lose its identity and disappear into the great tea-growing countries of the world under that most abused word 'blend,' which makes it feasible to sell anything and everything under the head of anything, but what it pretends to be; but, if Ceylon tea is to be incorporated with teas of the large tea-producing countries of the world, such as India, China and Japan, compared to either of which, Ceylon tea is but as a flea-bite, what is to be said when it is incorporated with tea-growing countries of a more recent date, such as Russia, America, Borneo, Natal, or may be in the near future with 'Boer tea,' made from an herb somewhat resembling tea, which grows of its own accord in South Africa and is made into a beverage which

answers the purpose, more or less without much manipulation, and at a very low cost: 'Ceylon' having then disappeared almost, if not altogether, into a spurious article called 'tea,' it would be a misnomer to call it any longer 'Ceylon tea'; for the chances are there would be precious little, if any, Ceylon tea in the mixture to be obtained."

**CROPS IN NEW BRUNSWICK.**

A despatch from Hartland, Carleton county, N.B., says: "The farmers have commenced haying. It is rumored that the Jacksonville farmers are paying extraordinary wages to the haymakers, much to the chagrin of the farmers on the east side of the river, and are offering to cover loss of time caused by dark or rainy weather. The crops promise good. Hay is reported to be an average. Oats and wheat are late, owing to the wet weather. Potatoes will be an average if the weather continues favorable. Apples, especially the New Brunswickers, will be more than an average. Shipments of this fruit during the past years have been mostly to Madawaska county, where they seem to be in great demand.

"The blueberry season is at hand, but report has it that shipments will be lighter than a year ago, as most of the produce will be required for local consumption."

**BRITISH-GROWN GREEN TEA.**

"Now that so much attention is being bestowed on the question of manufacturing green tea for North America, it appears likely that the progress of Indian and Ceylon tea in that market may be even more rapid than has hitherto been the case." —Gow, Wilson & Stanton's Tea Report.

**POPULARITY**

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

**EMPIRE****SMOKING TOBACCO**

In 5, 10 and 15c. Plugs.

**EMPIRE** costs you only 36 cents, and pays a good profit.**EMPIRE** is well advertised.**EMPIRE** is selling well in almost every store from Halifax to Dawson City.**EMPIRE** is A BIG PLUG FOR LITTLE MONEY.

Made by

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





# CARR & CO'S

CELEBRATED

## ENGLISH BISCUITS.

Their Cafe-Noir is the original, and only genuine Cafe-Noir in the market.

Others imitate but cannot equal. Samples mailed to your customers.

Write for Quotations on an Import Order.

Canadian Agents: **Frank Magor & Co.,** 16 St. John St., Montreal.  
 For British Columbia: **C. E. JARVIS & CO.,** Vancouver, B.C.

We want every grocer in Canada to handle good goods.

# Southwell's Pure Fruit Jams, Jellies AND Marmalades



are the best goods that money and experience can provide.

## FRANK MAGOR & CO.

AGENTS FOR CANADA

16 St. John St., MONTREAL

### Current Market Quotations for Proprietary Articles

August 9 1900.

Quotations for proprietary articles, brands etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

#### BAKING POWDER.

|                                              |              |
|----------------------------------------------|--------------|
| <b>PURE GOLD.</b>                            |              |
| 3 oz. cans, 4 and 6 doz. in case             | 88           |
| 4 oz. cans, 4 and 6 doz. in case             | 95           |
| 6 oz. cans, 2 and 4 doz. in case             | 1 40         |
| 8 oz. cans, 2 and 4 doz. in case             | 1 80         |
| 12 oz. cans, 2 and 4 doz. in case            | 2 70         |
| 16 oz. cans, 2 and 4 doz. in case            | 3 60         |
| 2 1/2 lb. cans, 1 and 2 doz. in case         | 9 00         |
| 1 lb. cans, 1 doz. in case                   | 14 40        |
| 5 lb. cans, 1 doz. in case                   | 18 00        |
| <b>Cook's Friend—</b>                        |              |
| Size 1, in 2 and 4 doz. boxes                | \$ 2 40      |
| " 10, in 4 doz. boxes                        | 2 10         |
| " 2, in 6 "                                  | 80           |
| " 12, in 6 "                                 | 70           |
| " 3, in 4 "                                  | 45           |
| Pound tins, 3 doz. in case                   | 3 00         |
| oz. tins, 3 " " "                            | 2 40         |
| oz. tins, 4 " " "                            | 1 10         |
| oz. tins, 1/2 " " "                          | 14 00        |
| <b>Diamond—</b>                              |              |
| 1 lb. tins, 3 doz. in case                   | per doz 2 00 |
| 1/2 lb. tins, 3 " " "                        | 1 25         |
| 1/4 lb. tins, 4 " " "                        | 0 75         |
| <b>JERSEY CREAM BAKING POWDER</b>            |              |
| 1/2 size, 5 doz. in case                     | 40           |
| 1/4 size, 4 doz. in case                     | 75           |
| " 3 " " "                                    | 1 25         |
| " 2 " " "                                    | 2 25         |
| <b>OCEAN WAVE BAKING POWDER.</b>             |              |
| per doz                                      |              |
| No. 10, 5-ounce Cans, round or square        | \$0 75       |
| 1/2-lb. Cans, round only 3 doz. in case      | 1 20         |
| 1/4-oz. Cans, round only 2 doz. in case      | 1 80         |
| 16-oz. Cans, round only 2 doz. in case       | 2 00         |
| 3-lb. Cans, round only, 1/2 and 1 doz. cases | 5 75         |
| 5-lb. Cans, round only, 1/2 and 1 doz. cases | 9 00         |



|                       |        |
|-----------------------|--------|
| <b>BLACKING</b>       |        |
| P. G. FRENCH BLACKING |        |
| per gross             |        |
| No. 4, 1/4 grs. bxs.  | \$4 00 |
| " 6, 1/2 " "          | 4 50   |
| " 8, 3/4 " "          | 7 50   |
| " 10, 1 " "           | 8 25   |
| " 10, Jet Enamel      | 8 25   |

|                             |        |
|-----------------------------|--------|
| <b>CARR &amp; SONS.</b>     |        |
| per gross                   |        |
| No. 2-1/4 gross boxes       | 2 70   |
| No. 4-1/4 gross boxes       | 5 75   |
| No. 5-1/4 gross boxes       | 8 00   |
| <b>SHOE POLISH.</b>         |        |
| HENRI JONAS & CO. Per gross |        |
| Jonas'                      | \$9 00 |
| Froments                    | 7 50   |
| Military dressing           | 24 00  |

|                                   |        |
|-----------------------------------|--------|
| <b>BLUE.</b>                      |        |
| Keen's Oxford, per lb.            | \$0 17 |
| In 10 box lots or case            | 0 16   |
| Reckitt's Square Blue, 12-lb. box | 0 17   |
| Reckitt's Square Blue, 5 box lots | 0 16   |

|                                                                            |      |
|----------------------------------------------------------------------------|------|
| <b>BLACK LEAD.</b>                                                         |      |
| Reckitt's, per box                                                         | 1 15 |
| Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz. |      |

|                                |  |
|--------------------------------|--|
| <b>CORN BROOMS</b>             |  |
| BOECKH BROS & COMPANY doz. net |  |
| Bamboo Handles, A, 4 strings   |  |
| " " " B, 4 strings             |  |
| " " " C, 3 strings             |  |
| " " " D, 3 strings             |  |
| " " " F, 3 strings             |  |
| " " " G, 3 strings             |  |
| " " " I, 3 strings             |  |

|                    |                           |
|--------------------|---------------------------|
| <b>BISCUITS.</b>   |                           |
| PEEK, FRENCH & CO. |                           |
| Metropolitan mixed | 40 lb. tins 10c.          |
| Florence Wafers    | 8 lb. tins 36c.           |
| Venice Wafers      | 8 lb. tins 36c.           |
| Florence Wafers    | Small tins \$3.70 per doz |

|                                                                                 |          |
|---------------------------------------------------------------------------------|----------|
| <b>CARR &amp; CO., LIMITED.</b>                                                 |          |
| Frank Magor & Co., Agents.                                                      |          |
| Cafe Noir                                                                       | 0 15     |
| Ensign                                                                          | 0 12 1/2 |
| Metropolitan mixed                                                              | 0 09     |
| Special price list of Fancy Tins for Xmas trade and other lines on application. |          |

#### CANNED GOODS.

|                      |         |
|----------------------|---------|
| <b>MUSHROOMS.</b>    |         |
| HENRI JONAS & CO.    |         |
| Mushrooms, Rionel    | \$14 75 |
| " 1st choice Dutheil | 17 50   |
| " 1st choice Lenoir  | 18 50   |
| extra Lenoir         | 20 00   |
| Per case, 100 tins.  |         |

|                              |        |
|------------------------------|--------|
| <b>FRENCH PEAS—DELORY'S.</b> |        |
| HENRI JONAS & CO.            |        |
| Moyen's No. 2                | \$9 00 |
| " No. 1                      | 10 50  |
| 1/2 Fins                     | 12 50  |
| Fins                         | 14 00  |
| Tres fins                    | 15 00  |
| Extra fins                   | 16 50  |
| Sur extra fins               | 18 00  |

|                         |        |
|-------------------------|--------|
| <b>FRENCH SARDINES.</b> |        |
| HENRI JONAS & CO.       |        |
| 1/2 Trefavennes         | \$9 00 |
| 1/2 Rolland             | 9 50   |
| 1/2 Delory              | 10 50  |
| 1/2 Club Alpines        | 11 50  |

|                                        |          |
|----------------------------------------|----------|
| <b>CHOCOLATES &amp; COCOAS.</b>        |          |
| Epps's cocoa, case of 14 lbs., per lb. | 0 35     |
| Smaller quantities                     | 0 37 1/2 |

|                                          |          |
|------------------------------------------|----------|
| <b>GADBURY'S.</b>                        |          |
| Frank Magor & Co., Agents. per doz       |          |
| Cocoa essence, 3 oz. packages            | \$1 65   |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs. | 0 40     |
| Rock Chocolate, loose                    | 0 40     |
| " 1-lb. tins                             | 0 42     |
| Nibs, 11-lb. tins                        | 0 35 1/2 |
| <b>TODHUNTER, MITCHELL &amp; CO'S.</b>   |          |
| Chocolate— per lb.                       |          |
| French, 1/4's—5 and 12 lbs.              | 0 30     |
| Caracocas, 1/4's—6 and 12 lbs.           | 0 35     |
| Premium, 1/4's—6 and 12 lbs.             | 0 30     |
| Sante, 1/4's—6 and 12 lbs.               | 0 26     |
| Diamond, 1/4's—6 and 12 lbs.             | 0 22     |
| Sticks, gross boxes, each                | 1 00     |

|                                      |      |
|--------------------------------------|------|
| <b>Cocoa—</b>                        |      |
| Homeopathic, 1/4's, 8 and 14 lbs.    | 0 30 |
| Pearl                                | 0 25 |
| London Pearl 12 and 18 "             | 0 22 |
| Rock                                 | 0 30 |
| Bulk, in boxes                       | 0 18 |
| Royal Cocoa Essence, pkgs., per doz. | 1 40 |

|                                         |              |
|-----------------------------------------|--------------|
| <b>Chocolate—</b>                       |              |
| Caracocas, 1/4's, 6-lb. boxes           | per lb 0 42  |
| Vanilla, 1/4's                          | 0 42         |
| " Gold Medal " Sweet, 1/4's, 6 lb. bxs. | 0 29         |
| Pure, unsweetened, 1/2's, 6 lb. bxs.    | 0 42         |
| Fry's "Diamond," 1/4's, 14 lb. bxs.     | 0 24         |
| Fry's "Monogram," 1/4's, 14 lb. bxs.    | 0 24         |
| <b>Cocoa—</b>                           |              |
| Concentrated, 1/4's, 1 doz. in box      | per doz 2 40 |
| " 1/2's                                 | 4 50         |
| " 1 lb.                                 | 8 25         |
| Homeopathic, 1/4's, 14 lb. boxes        |              |
| 1/2 lbs. 12 lb. boxes                   |              |

|                                  |              |
|----------------------------------|--------------|
| <b>JOHN P. MOTT &amp; CO'S.</b>  |              |
| R. S. McIndoe Agent, Toronto.    |              |
| Mott's Broma                     | per lb. 0 30 |
| Mott's Prepared Cocoa            | 0 28         |
| Mott's Homeopathic Cocoa (1/4's) | 0 32         |
| Mott's Breakfast Cocoa (in tins) | 0 40         |
| Mott's No. 1 Chocolate           | 0 30         |
| Mott's Breakfast Chocolate       | 0 28         |
| Mott's Caracocas Chocolate       | 0 40         |
| Mott's Diamond Chocolate         | 0 23         |
| Mott's French-Can. Chocolate     | 0 18         |
| Mott's Navy or Cooking Chocolate | 0 28         |
| Mott's Cocoa Nibs                | 0 35         |
| Mott's Cocoa Shells              | 0 05         |
| Vanilla Sticks, per gross        | 0 90         |
| Mott's Confectionery Chocolate   | 0 21         |
| Mott's Sweet Chocolate Liquors   | 0 19         |

|                                        |        |
|----------------------------------------|--------|
| <b>COWAN COCOA AND CHOCOLATE CO.</b>   |        |
| Hygienic Cocoa, 1/2 lb. tins, per doz. | \$3 75 |
| Cocoa Essence, 1/2 lb. tins, per doz.  | 2 25   |
| Soluble Cocoa, No. 1 bulk, per lb.     | 0 20   |
| Diamond Chocolate, 12 lb. boxes        | 0 25   |
| Royal Navy Chocolate, 12 lb. boxes     | 0 30   |
| Mexican Vanilla Chocolate, 12 lb. bxs  | 35     |
| <b>CHEESE.</b>                         |        |
| Imperial—Large size jars, per doz.     | \$8 25 |
| Medium size jars                       | 4 50   |
| Small size jars                        | 2 40   |
| Individual size jars                   | 1 00   |
| Imperial Holder—Large size             | 18 00  |
| Medium size                            | 15 00  |
| Small size                             | 12 00  |
| Paragon—Large size, per doz.           | 8 25   |
| Medium size                            | 4 50   |
| Small size                             | 2 40   |
| Individual size                        | 1 00   |

|                           |          |
|---------------------------|----------|
| <b>COFFEE.</b>            |          |
| JAMES TURNER & CO. per lb |          |
| Mecca                     | 0 39     |
| Damascus                  | 0 58     |
| Cairo                     | 0 20     |
| Sirdar                    | 0 17     |
| Old Dutch Rio             | 0 12 1/2 |



# STARCH      GLUCOSE      SYRUP

Our new plant, fitted with all modern improvements, is being rapidly pushed to completion. All departments will have a capacity practically double that of last year.

Increased capacity in the **STARCH** department, more than sufficient to supply all the requirements of the trade, will be in working order in August.

The new **GLUCOSE** and **SYRUP** works, with more than **DOUBLE** the capacity of the buildings destroyed by fire, will be ready for business some time during the Fall.

## The Edwardsburg Starch Company

LIMITED

WORKS - CARDINAL, ONT.

53 Front Street East  
TORONTO164 St. James Street  
MONTREAL

ESTABLISHED 1858.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

| TODHUNTER MITCHELL & CO.'S |      |
|----------------------------|------|
| Excelsior Blend.....       | 0 32 |
| Jersey ".....              | 0 29 |
| Rajah ".....               | 0 20 |
| Old Government Java.....   | 0 28 |
| Maracibo ".....            | 0 18 |
| West India ".....          | 0 16 |
| Rio, choice.....           | 0 12 |

## CLOTHES PINS.

| BOECKH BROS. & CO.                                        |      |
|-----------------------------------------------------------|------|
| Clothes Pins (full count), 5 gross in case, per case..... | 0 75 |
| 4 doz. packages (12 to a case).....                       | 0 90 |
| 6 doz. packages (12 to a case).....                       | 1 20 |

## EXTRACTS.

| P. G. FLAVORING EXTRACTS       |        |
|--------------------------------|--------|
| 8 oz. Glass Stopper bott.....  | \$6 00 |
| 4 oz. " ".....                 | 4 00   |
| 8 oz. Plain bottles.....       | 5 00   |
| 4 oz. " ".....                 | 3 00   |
| 2 1/2 oz. Cabinet bottles..... | 2 00   |
| 2 oz. Bottles.....             | 1 80   |
| 1 oz. ".....                   | 1 20   |
| Per gallon.....                | 7 00   |
| Per pound.....                 | 1 00   |

## HENRI JONAS &amp; Co.

| Per gross.                    |        |
|-------------------------------|--------|
| 1 oz. London Extracts.....    | \$6 00 |
| 1 oz. " " (no corkcrews)..... | 5 50   |
| 2 oz. " ".....                | 9 00   |
| 1 oz. Spruce essence.....     | 6 00   |
| 2 oz. " ".....                | 9 00   |
| 2 oz. Anchor extracts.....    | 12 00  |
| 4 oz. " ".....                | 21 00  |
| 8 oz. " ".....                | 36 00  |
| 1 lb. " ".....                | 70 00  |
| 1 oz. Flat ".....             | 9 00   |



|                                            |       |
|--------------------------------------------|-------|
| 2 oz. Flat, Anchor extracts.....           | 18 00 |
| 2 oz. Square ".....                        | 21 00 |
| 4 oz. " " (corked).....                    | 36 00 |
| 8 oz. " ".....                             | 72 00 |
| Per doz.                                   |       |
| 4 oz. " glass stop extracts.....           | 3 50  |
| 8 oz. " ".....                             | 7 00  |
| 2 1/2 oz. Round quintessence extracts..... | 2 00  |
| 4 oz. Jockey decanters.....                | 3 50  |

## FOOD.

|                                          |      |
|------------------------------------------|------|
| Robinson's Patent Barley, 1/2 lb. tins.. | 1 25 |
| " " " 1 lb. tins..                       | 2 25 |
| " " Groats, 1/2 lb. tins..               | 1 25 |
| " " " 1 lb. tins..                       | 2 25 |

## JAMS AND JELLIES.

| SOUTHWELL'S GOODS.         |      |
|----------------------------|------|
| Frank Magor & Co., Agents. |      |
| Orange Marmalade.....      | 1 50 |
| Clear Jelly Marmalade..... | 1 80 |
| Strawberry W. F. Jam.....  | 2 00 |
| Raspberry " ".....         | 2 00 |
| Apricot " ".....           | 1 75 |
| Black Currant " ".....     | 1 85 |
| Other Jams, W. F. ".....   | 1 55 |
| Red Currant Jelly.....     | 2 75 |



## P. G. JELLY POWDER.

Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz.

## P. G. ICINGS.

Chocolate, 2 doz. cases \$1.25 per doz.  
Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.

| T. UPTON & CO.                                     |          |
|----------------------------------------------------|----------|
| Raspberry, Strawberry, Red Currant, Pineapple..... |          |
| 1-lb. glass jars, 2 doz. in case, per doz.....     | \$1 00   |
| 5-lb. tin pails, 8 pails in crate, per lb.....     | 0 06 3/4 |
| 7-lb. wood pails, 6 " ".....                       | 0 06 3/4 |
| 14-lb. wood pails, per lb.....                     | 0 06 3/4 |
| 30-lb. " ".....                                    | 0 06 3/4 |

## LICORICE.

| YOUNG & SMYLLIE'S LIST.                                 |        |
|---------------------------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb.....                 | \$0 40 |
| Fancy boxes (38 or 50 sticks) per box.....              | 1 25   |
| " Ringed" 5 lb. boxes, per lb.....                      | 0 40   |
| "Acme" Pellets, 5 lb. cans, per can.....                | 2 00   |
| "Acme" Pellets, fancy boxes (40) per box.....           | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can..... | 2 00   |
| Licorice Lozenges, 5 lb. glass jars.....                | 1 75   |
| " Purity" Licorice, 200 sticks.....                     | 1 45   |
| " " 100 sticks.....                                     | 0 73   |
| Dulce, large cent sticks, 100 in box.....               | 0 75   |

## MUSTARD.

| COLMAN'S OR KEEN'S.                  |        |
|--------------------------------------|--------|
| D. S. F., 1/4 lb. tins, per doz..... | \$1 40 |
| " " 1/2 lb. tins, ".....             | 2 50   |
| " " 1 lb. tins, ".....               | 5 00   |
| Durham, 4 lb. jars, per jar.....     | 0 75   |
| " " 1 lb. ".....                     | 0 25   |
| F. D., 1/4 lb. tins, per doz.....    | 0 85   |
| " " 1/2 lb. tins.....                | 1 45   |

## BAYLE'S PREPARED MUSTARDS.

|                                                                          |        |
|--------------------------------------------------------------------------|--------|
| Horseradish..... per doz., \$1 20                                        | \$1 75 |
| English Sandwich.....                                                    | 1 20   |
| Mustard (with fine herbs).....                                           | 1 20   |
| Packed in our self-sealing half and one-pound jars, two dozen in a case. | 1 75   |

| English Sandwich Mustard, Mustard (with fine herbs)— |      |         |        |
|------------------------------------------------------|------|---------|--------|
| Bbls.                                                | Half | 10-gal. | 5-gal. |
| 50c.                                                 | 55c. | 60c.    | 65c.   |
|                                                      |      |         | 70c.   |

## JONAS' FRENCH MUSTARDS.

| HENRI JONAS & Co.     |                  |
|-----------------------|------------------|
| Pony size.....        | Per gross \$7 50 |
| Imperial, medium..... | 9 00             |
| Imperial, large.....  | 12 00            |
| Tumblers.....         | 12 00            |
| Mugs.....             | 13 20            |
| Pint jars.....        | 18 00            |
| Quart jars.....       | 24 00            |

## MINCE MEAT.

|                                         |         |
|-----------------------------------------|---------|
| Wetley's Condensed, per gross, net..... | \$11 40 |
| " per case of 3 doz., net.....          | 2 85    |

## ORANGE MARMALADE.

| T. UPTON & CO.                                                   |          |
|------------------------------------------------------------------|----------|
| 1-lb. glass, 2 doz. case, per doz.....                           | \$1 00   |
| 7-lb. pails, 6 pails in crate, per lb.....                       | 0 07 1/2 |
| Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz..... | 1 50     |

## PICKLES---STEPHENS'

| A. P. TIPPET & Co., AGENTS.           |      |
|---------------------------------------|------|
| Patent stoppers (pints), per doz..... | 2 30 |
| Corked (pints), ".....                | 1 90 |

## SODA---COW BRAND

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





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

## Daisy Fruit

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

**THE HOME CAKE CO**  
GUELPH, ONT.

The Best Selling Lines

—OF—

## WASHBOARDS

are manufactured by

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

—WRITE FOR PRICES TO—

**Boeckh Bros. & Company**  
TORONTO, ONT.

# Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

**CANADIAN PRESS CLIPPING BUREAU,**

505 Board of Trade Bldg., MONTREAL, QUE.  
Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.

## To Hold Your Trade.



you must have the best goods. Inferior goods are as a rule expensive both to the buyer and seller.

The best baking soda sold is

**DWIGHT'S COW BRAND**

No customer will ever "kick" against it.

John Dwight & Co., Toronto and Montreal.

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

## OUR SPECIALTIES!

♦ ♦ ♦  
AT RIGHT PRICES.

FANCY BANANAS.

" LEMONS and ORANGES.

" PINEAPPLES.

**HUGH WALKER & SON**

Wholesale Fruits,

GUELPH, ONT.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

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

# WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,  
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Every grocer should keep it. You can recommend it to your customers and the first package will insure their buying it from you regularly.

Manufactured by

**THE EXPRESS ROLLER MILLS**

WM. MACK, Proprietor

CORNWALL, ONT.

**THE RUBLEE FRUIT CO.**  
LIMITED.

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

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

**DON'T PAY FREIGHT  
ON WATER**

**CONCENTRATED GRAPE WINE VINEGAR**, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—Great saving in weight and freight. Write for sample.

Agents—

**SEYLER, SANDERSON & CO.**  
28 Wellington St. West, TORONTO

Agents for HEINRICH FRANCK SOHNE & CO.  
German Chicory, Coffee, Extracts and Essences  
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

The store of Henry Ross, general merchant, Lorette, Que., was damaged by fire; insured.

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

The \_\_\_\_\_

**DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets, TORONTO



**YARDLEY'S LIST...**

Genuine  
Y Transparent  
Soap  
  
Cold Cream  
and Oatmeal  
Fine Oatmeal Soap  
  
Savon  
Violettes de Parme

Canadian Agency:

# "Safety Soap"

This applies to, and might well be stamped upon, every cake of

## YARDLEY'S SOAP.

It's safe for the user, first of all; therefore, safe for the dealer. It is as pure as a soap can be, free from all injurious substances; better soap isn't made in the world.

A good line to push during rough weather is **OATMEAL SOAP.** It is specially prepared for sensitive skins.

GREIG MANUFACTURING CO., - MONTREAL.

**SOAP**



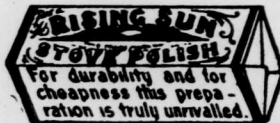
1 box and less than 5  
boxes and upward 4 00  
5 boxes and upward 4 00  
6 box lots  
Freight prepaid on  
6 box lots



A. F. TIPPER & CO.,  
AGENTS  
Maypole Soap, colors  
per grm., \$10.30  
Maypole Soap, black,  
per grm., \$15.30.  
Orion Soap, per gross,  
\$10.20.

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

**STOVE POLISH.**



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



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

**STARCH.**

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.  
No. 1 White or Blue, 4-lb. cartons 0 05 1/2  
No. 1 " " 3-lb. " " 0 05 1/2  
Canada Laundry " " " " 0 04 1/2  
Silver Gloss, 6-lb. draw-lid boxes 0 07  
Silver Gloss, 6-lb. tin canisters... 0 07  
Edwards'g Silver Gloss, 1-lb. pkg. 0 07  
Kegs Silver Gloss, large crystals 0 06  
Benson's Satin, 1-lb. cartons..... 0 07 1/2  
No. 1 White, bibs. and kegs..... 0 04 1/2  
Benson's Enamel, per box..... 3 00

**Culinary Starch—**

Benson & Co.'s Prep. Corn..... 0 06  
Canada Pure Corn..... 0 04 1/2

**Rice Starch—**

Edwardsburg No. 1 white, 1-lb. cart. 0 09  
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 07 1/2

**KINGSFORD'S OSWEGO STARCH.**



SILVER (40-lb. boxes, 1-lb. pkgs., 0 08  
GLOSS (6-lb. boxes, sliding covers 0 08 1/2  
(12-lb. boxes each crate)

PURE—40-lb. boxes 1-lb. pack..... 0 07  
" 48-lb. " 16 3-lb. boxes... 0 07  
For puddings, custards, etc.  
OSWEGO } 40-lb. boxes, 1-lb. }  
CORN STARCH } packages..... 0 07 1/2  
ONTARIO } 38-lb. to 45-lb. boxes, }  
STARCH } 6 bundles..... 0 06  
STARCH IN } Silver Gloss..... 0 07 1/2  
BARRELS } Pure..... 0 06 1/2

**BEE STARCH.**

Cases, 61 pkgs. 48's..... \$5.00  
1/2 Cases, 32 pkgs. 24's..... 2.50  
Packages 10c each.



Cases, each 60 1-lb..... 0 35  
" " 80 1/2-lb..... 0 35  
" " 120 1/2-lb..... 0 36

**TEAS.**



SALADA CEYLON.



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

Wholesale. Retail  
Brown Label, 1's..... 0 20 0 25  
" 1/2's..... 0 21 0 26  
Green Label, 1s and 1/2s..... 0 22 0 30  
Blue Label, 1s, 1/2s, 1/4s and 1/8s..... 0 30 0 40  
Red Label, 1s and 1/2s..... 0 36 0 50  
Gold Label, 1/2s..... 0 44 0 60

Blue Label, 1's..... 0 18 1/2 0 25  
Blue Label, 1/2's..... 0 19 0 25  
Orange Label, 1's and 1/2's..... 0 21 0 30  
Brown Label, 1's and 1/2's..... 0 28 0 40  
Brown Label, 1/4's..... 0 30 0 40  
Green Label, 1's and 1/2's..... 0 35 0 50  
Red Label, 1/2's..... 0 40 0 60



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c..... 0 19  
" 1/2-lb., " " " " 0 20  
Blue Label, retail at 30c..... 0 22  
Green Label " 40c..... 0 28  
Red Label " 50c..... 0 35  
Orange Label, retail at 60c..... 0 42  
Gold Label, " 80c..... 0 55

**TOBACCO'S**

THE EMPIRE TOBACCO CO., LIMITED.

Smoking— Empire, 3s, 4 1/2s and 9s..... 0 36  
Royal Oak, 2 x 3, Solace, 8s..... 0 52  
Something Good, 7s..... 0 53  
Chewing— Currency, 13 1/2 oz. bars, spaced 9s..... 0 39  
Currency, 6s and 10s..... 0 39  
Old Fox, Narrow 10s..... 0 44  
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44  
Snowshoe, pound bars, spaced 6s... 0 44  
Snowshoe, 2 1/4 6s..... 0 44

**WOODENWARE.**

BOECKH BROS. & COMPANY.

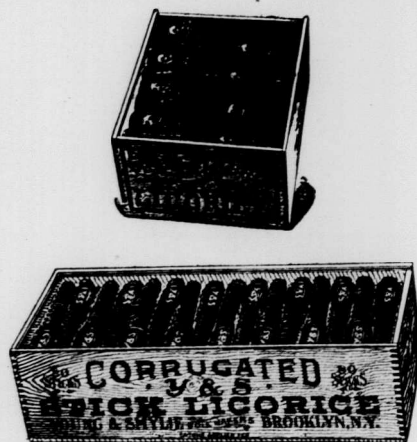
Washboards Leader Globe..... 1 75  
" Improved Globe..... 1 70  
" Standard Globe..... 1 80  
" Solid Back Globe..... 1 90  
" Jubilee (perforated)... 2 45  
" Crown..... 1 50  
F.o.b. Toronto.  
Matches, Kodak, per case (10 gross in case)..... 3 50

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Styled, TRIPLETS.

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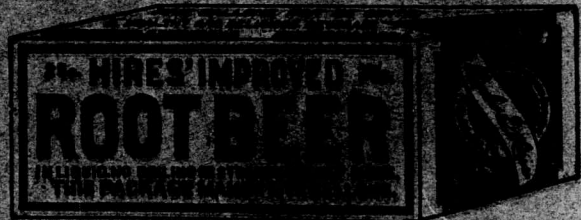
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