

**PAGES  
MISSING**

PUBLISHED EVERY  
FRIDAY

CIRCULATES IN  
EVERY PROVINCE

THE  
**CANADIAN GROCER**  
AND  
GENERAL STOREKEEPER

QUALITY..

When a salesman talks price to you  
Ask him about **QUALITY**  
When he talks quantity  
Ask him about **QUALITY**  
When he talks merit to you  
Ask him about **QUALITY**

That's the  
**STRONG POINT**  
in  
**Colman's Mustard**

**CARR & CO'S**

CELEBRATED



**CAFE NOIR BISCUIT**

(The Original and Genuine)

We carry it in stock and we can Sample your trade. Send in a list of customers.

**FRANK MAGOR & CO.,**

Agents for the Dominion.

16 St. John Street, MONTREAL

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

THE CANADIAN GROCER.



# Millar's Paragon Cheese

is forging ahead, because of its merits.

Manufactured by \_\_\_\_\_

**THE T. D. MILLAR PARAGON CHEESE CO.**

MONTREAL, Q.T.

AGENTS—W. H. Dunn & Co., Montreal; A. E. Roberts & Co., Toronto; J. G. Galt & Co., Vancouver; W. G. Galt & Co., Victoria; J. G. Galt & Co., Seattle.

A popular name — **“ROBERTS”**

especially when connected with

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

**CANADIAN BUTTER NUTS** are made specially for the Canadian market. Are pure and wholesome. Made from best materials. Attractive package.

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

**EBENEZER ROBERTS, LIMITED, LONDON, ENG.**

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

## Symington's

**“Edinburgh”  
Coffee  
Essence**

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**

EDINBURGH and LONDON.

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

**THEY COST LESS  
THAN NOTHING.**

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

**It's a Matter of Fact**

For the first time in the history of the world, a book is being sold at a price less than the cost of the paper it is printed on. This is the Allison Coupon Book. It is a book of facts, and it is a book of facts that will save you a great deal of money. It is a book of facts that will save you a great deal of money. It is a book of facts that will save you a great deal of money.

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# Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality—*the highest*. Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it*.

## Prunes.

**"Griffin" Brand.** Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed in the vineyards where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

**"Easter" Brand.**

## Seeded Raisins.

Clean and perfectly cured. Sound fruit always. You should place your orders *now* for prompt delivery. Ask your wholesaler. Insist on having the "Griffin" Brand. *They satisfy!*

*Sold by Leading Wholesalers.*

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.

23 Scott St., Toronto.

## Our Flavors

*Vanilla*

*Nectar*

*Lemon*

*Raspberry*

*Strawberry*

*Pineapple*

*Banana*

*Orange*

*Apple*

*Pear*

*Blackberry*

*Cherry*

*Currant*

*Rose*

*Bitter Almond*

*Cinnamon*

*Nutmeg*

## GOOD ADVICE

will always be appreciated by your customers. When that particular house-keeper calls and demands your opinion as to the purest and best extracts, show your good judgment by recommending that brand in which she can place the utmost confidence,—

## JONAS' FLAVORING EXTRACTS

as they can always be fully depended upon to yield satisfaction in its fullness. When you can please your customers in this way, you may rest assured they will form a good opinion of your store.

Because the three most essential features—*richness, purity, strength*—are most rigidly maintained, is the secret of the superiority of JONAS' Extracts over all other makes. With nearly thirty two years of experience behind us, we know how to produce Extracts that meet the highest idea of perfection. You certainly offer good advice when you recommend JONAS'—by so doing you will weld your customers' trade to you.

MANUFACTURERS  
HENRI JONAS & CO.  
MONTREAL

## Our Flavors

*Mace*

*Allspice*

*Jamaica Ginger*

*Celery*

*Sarsaparilla*

*Peppermint*

*Wintergreen*

*Coffee*

*Tea*

*Chocolate*

*Tonqua*

*Cider Flavor*

*Claret*

*Don't Care*

*Spruce Beer*

*Ottawa Root Beer*

*Cayenne*

## Cigars That Are Good!

My Cigars are made on the principle of quality first, last and always. They are "good Cigars," because it pays me to make them "good."

My "Pharaoh," 10-cent, and "Pebble," 5-cent, Cigars are leaders in their lines, and they maintain their leadership year after year. Send in for a trial order at my expense.

**J. Bruce Payne, Mfr.,**  
Granby, Que.

## "Sterling" Brand Pickles "Canada's Best"

"Sterling" Brand Pickles are made of the best grown Canadian vegetables. Here is your first guarantee of their purity. They are made by the most skilled methods and in Canada's largest pickle factory. Grocers everywhere throughout Canada who are keen for the best family trade always keep well stocked in these pickles.

**T. A. LYTLE & CO., Limited**

124-128 Richmond St. West.

TORONTO

## A Good Story

We haven't any funny yarn to spin, but we think there is a pretty good story for every grocer to know about Tillson's Pan-Dried Rolled Oats. They are at present sold in bulk only, and any grocer can build up a trade on bulk sales, which he can secure no other way and make more money, too, *if he will*.

It cannot be done by substituting some other kind and trying to palm them off as Tillson's, or "just as good."

It is possible for an enterprising grocer to make his store famous as the place in his town at which good cereals can always be procured.

Are you not yet convinced that Tillson's "PAN DRIED" ROLLED OATS are in a class by themselves? Let us submit some evidence—there is more to this story—it will be continued.

**THE TILLSON CO., Limited, Tilsonburg, Ont.**

*To Hunt Office 4-10-01*



## DON'T RUN CHANCES

of losing the trade of good customers by offering for sale teas claimed to be just as good as **Japan**. The standard tea of the American and Canadian people is **Japan Tea**. It is perfectly natural that it should be, and that tea experts should pronounce it to be the purest, most invigorating, and most refreshing tea grown in the world---the soil of **Japan** has been favored by nature to produce this kind of tea. The dealer who keeps his trade year in and year out sells **Japan Tea** because it satisfies. Don't run chances of losing trade that might as well be continuously yours by offering substitutes for **Japan Tea**.

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
Annex.

Tel. Main 4142. MONTREAL, CANADA.

JUN 16 1902

*To Equilibrate  
Simit*

# ROYAL YEAST CAKES

MOST PERFECT MADE.



CHICAGO-ILL.  
1893

## Wise Grocers are Successful Grocers

and the key to their success is  
that they grasp opportunities.

Have you grasped the  
opportunity of winning  
the favor and trade of  
those lady customers of  
yours by selling them

## Ivory Gloss Starch ?

ALL WISE GROCERS SELL IT.

Manufactured by  
**THE ST. LAWRENCE STARCH CO.,**  
Limited,  
PORT CREDIT, ONT.

# Pure Gold Flavoring Extracts

are the good selling kind. People know *them*, demand *them*, and are satisfied with *them*. *They pay you a real good profit* and are always the same. Why not prove this at our expense if not true ?

# PURE GOLD CO., Toronto



# Finest Selected Valencias

## In Primest Condition

While the sale of these during the past week or so has been exceptionally rapid, have still a fair stock left, which will go at the same low price. Order now while they last.

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



# HALT!

Before taking another  
STEP see that you have a  
STOCK of

# PATERSON'S SAUCE

on hand.

**ROSE & LAFLAMME,**

Selling Agents, - - MONTREAL



# Batty & Co.

ESTABLISHED 1824

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.

# Buying, Handling and Selling Coffees.

ONE OF THE PRIZE ESSAYS.

By HERBERT LE ROY, Tabor, Morris Co., N.J.

THERE is no more fascinating business than trading in coffee. There is about the fragrant bean an atmosphere of romance and sentiment which, coupled with its benificent qualities, tend to win popular favor for coffee as a beverage. He who would become a successful dealer in the article must himself be a lover of coffee—a devotee, or, as some would say, enthusiast.

"Who drives fat oxen should himself be fat." Therefore the first requisite is that the buyer should have coffee on the brain; coffee on the heart; and coffee to delight his palate.

## EXPERIENCE IS THE BEST TEACHER

and where that is lacking the buyer must place confidence in someone having that qualification and trust his judgment until confidence is won in one's own ability to purchase.

As nine-tenths of Americans are fond of having the palate tickled, and seeking its gratification without regard to cost, it follows that quality must be the first consideration.

## STYLE IS A FACTOR WHICH

enhances the commercial value of green coffee, but, as style is largely lost in roasting, it would be ruinous to allow it to influence the buyer too much when brought into relation with cup quality. The final test or verdict lies with the consumer, and, therefore, the retail buyer must ever keep in mind giving satisfaction to those who use coffee as a beverage. And this forces all middlemen to adopt a like policy.

It frequently happens that coffee lacking in style; off in color and irregular in size will, when roasted, possess

## DESIRABLE CUP QUALITY.

and hence the buyer should test offerings by roasting samples; especially if coffee is purchased for merit rather than for name. A fine, well-seasoned, large bean Mexican may drink as well as a choice Mandheling Java, costing half or two-thirds more. A fine Bogota may have cup qualities surpassing East Indian growths that cost 30 to 40 per cent. more.

One of the greatest experts in the United States when asked at what price he could supply a coffee that in all respects could, when roasted, drink as well as a Padang Interior, then worth 25 cents per pound, replied, "About 14 1/2 cents." Hence the buyer must be familiar with all growths, their style, roasting and cup qualities.

## VALUE OF STYLE.

Individuals place different estimates on the value of style, which includes color and size. One may be so partial to a certain style of bean that he willingly pays 1 to 2 cents per pound more than others are willing to pay. Thus at the present moment, green Cucuta, grading good, is worth in invoices 8 1/2 cents, and yet there are invoices which command 10 and even 11 cents by virtue of superior quality and style, while not grading better than good Cucuta when cup quality is considered.

## QUANTITIES TO PURCHASE.

The buyer should seek to purchase in as large lots as possible and upon the closest terms. The exception to this rule would be when the market was excited or regarded unduly high. If the buyer is a direct distributor to consumers he

should buy heavily enough to have his green coffee become well seasoned and grades kept uniform. If, however, he buys roasted coffee only, then he must purchase from those jobbers or importers who appreciate quality enough to carry a large and varied stock and have retailers supplied—daily if possible with fresh roasted coffee.

## VARYING STYLE AND QUALITY.

Every country and every district in every coffee-producing country produces coffee of varying style and quality. The products of no two seasons are exactly alike. Climate, soil, temperature, methods of cultivation and curing all have decided effects upon the bean, and therefore constant study and watchfulness is demanded of the buyer. All attempts to classify coffee so that buyers could purchase by simply designating grades have failed. As good a description of the different sorts as has yet been framed will be found in The Standard Dictionary, but no buyer can do justice to himself or his customers whose knowledge is not comprehensive enough to make him an independent judge.

## THE ROASTING OF COFFEE.

Unless the retailer has experience in roasting it will be cheaper and results more satisfactory to employ a professional roaster. A well-seasoned bean, solid and oily and from one to two years old makes the finest roast. Avoid coffee with white, dead, sour or black beans. The use of water to give weight to the bean and improve its appearance has its advocates and enemies. It has many advantages, and no few disadvantages. The advocates of the dry roast claim the process secures finer flavor.

## HANDLING COFFEE.

The buyer of green coffee must be careful to store coffee in a cool, dry place, and where it does not come in contact with articles of a pronounced flavor, as the raw bean is quick to absorb foreign flavor. The dealer in roasted coffee must buy often and keep the bean in steel bins and not have the article exposed to atmospheric influence. It should be ground as wanted, and therefore the retailer should encourage consumers to buy the whole roasted coffee and grind it as required. This insures fine flavor.

Where the roasted coffee is light in body, as Java, it should be blended with some heavier-bodied coffee, and, if possible, of similar sized bean. Blends are matters of experience and must be adapted to the taste of the community served. Tastes differ, and so much so that the lover of one sort is unsparing in condemnation of some other kind, although commercially it may have a much higher value.

This opens a great opportunity for the retailer to study varieties and their possibilities, and to provide blends which meet special requirements.

## SELLING COFFEE.

If a retailer have the coffee department one of the most attractive and prominent in the store and fitted with the best steel bins, the finest mill and counter equipment. If it is desirable to display samples of the different grades use bins with a false bottom, so as to expose to the air the minimum quantity of roasted coffee. With the raw bean this precaution is not so urgent.

## PRIDE YOURSELF ON QUALITY

—on having fresh roasted coffee. Give no consideration to price when placed in relation to quality, because the gratified



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.

buyer, while he may criticize cost, will not let it stand between him and the full gratification of appetite and the reputation of his table—particularly so if he is entertaining guests, holding a reception, or giving a grand dinner.

#### ADVERTISE THE DEPARTMENT.

This means the dissemination of literature which will educate consumers in those things in which you should pose as an expert. This teaches consumers to appreciate the differences which establish market values so far apart as 10 and 45 cents for roasted coffee at retail, and 5 and 35 cents for the green bean.

#### KNOW THE TASTES OF PATRONS

and so designate the stock that buyers are practically sure to receive the same grade and at the same price every time. The retail cost should not be changed at every slight fluctuation in the wholesale market, as consumers acquire the habit of associating quality and price and become suspicious at frequent changes. When there is a break of two, three, or four cents and low prices seem likely to continue, then is the time to revise retail prices and thoroughly advertise the change and the reasons therefor.

#### DEMONSTRATION COUNTER.

It pays to have a demonstration counter connected with the coffee department, where coffee fresh made is served with cut sugar and pure cream. A nominal charge is better than having it served free. Serve only such coffee as is kept on sale. Then, if it is perfectly made and tickles the palate of the user, the dealer insures himself against complaints and places the consumer in a position, where, if the home-brewed coffee is unsatisfactory, suspicion is placed on the cook and not on the coffee.

#### CAR SHORTAGES.

As The Railway Review sees it, the frequently recurring shortage of cars during the time of heavy grain movements is most inexcusable. "It is admitted that properly employed there is an abundance of equipment in the United States to meet all the requirements of traffic, and what is true of the railroads as a whole is largely true of them as individual companies. Some few roads may be short on equipment, but, generally speaking, the roads are well supplied. The difficulty is that during the past years many practices have been allowed because of competition which were recognized as illegitimate under ordinary circumstances. Chief among these in connection with the grain traffic is the permissive holding out of cars at the markets for various purposes instead of having them immediately unloaded. This is the direct result of the sharp competition among the lines for business, and the roads now find it very difficult to abolish it. If it were possible to have car service rules impartially applied to all such traffic, a distinct advance in the proper direction would be made; or if the per diem instead of the mileage system

could be adopted as between roads for the use of cars, it would go far toward wiping out the practice. A railroad would not long hold cars upon its tracks free of charge to the shipper when it was paying out a stated sum per day for thus holding it, but inasmuch as under the present system no direct money loss in the way of payment is involved less attention is paid to it; or, at least, less determined methods are in use to overcome it."

#### A GROCER'S TRIP TO THE YUKON.

**R.** J. McMILLAN, of the firm of W. J. McMillan & Co., wholesale grocers of Vancouver, returned Monday from a business trip to the Yukon Territory which extended over five weeks. Mr. McMillan left Vancouver on Monday, July 21, by the Islander. He spent 17 days in Dawson, and eight at White Horse, the latter on the way back, so that he had ample opportunity to study the prospects of the country from a trade standpoint.

In the course of a conversation with a representative of The Budget, Mr. McMillan said that Dawson had just now a population of about 4,000, composed of all kinds of people, and as for supplies, was at present overstocked. He added: "It is not satisfactory for the wholesale shipper to ship there just now, as there is a lack of confidence in buying. Many of the laboring classes are coming out to avoid the severe winter. This exodus is likely to continue annually at the close of each season, while the immigration into the country will usually begin in March and April. The only mining done in the country during the winter will be by those who have got means to carry on the work. At the time I was in Dawson several good strikes were reported in the Salmon River district. To get to this district the miners go up the Yukon and the Hootalinqua rivers and then across the divide a distance of about 20 miles to the Salmon. Nearly all the miners going there have already been in other parts of the country. There is no saying whether the miners are making much or not, as I found a tendency prevalent to keep things close. The Salmon River district is between 300 and 400 miles from Dawson City. Dawson, in my opinion, will be a good town for a number of years to come. It has already taken on the aspect of a permanent place."—British Columbia Trade Budget.

#### THE DELICATE COCOA TREE.

A traveler in Venezuela, where the cocoa tree is now largely cultivated, speaks of the great care with which the young plants have to be protected from the sun, which, if very strong, is fatal to them. To secure this protection the planters shield them by banana trees and plantain trees, the broad leaves of which give them the needed shade. And even when they are fully grown they need protection, which is given by trees known as "immortels," or, as the planters call them, "the mother of the cocoa." Thus, the whole cocoa plantation has a sort of canopy. The fruit of the cocoa is a pod, resembling a cucumber, which grows on the trunk or the large branches and looks as if it were stuck there by artificial means. The seeds, which are the "beans" of commerce, are like big lima beans, embedded in pulp.

Simply a Reminder that our

**KIJI** Tea is in store in Bulk, 20-lb. Cads,  
4-lb. Packages, 1-lb. Packages.

The rich quality and reasonable prices are attractive to you. Write us for samples.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario**

**OLIVES! OLIVES! OLIVES!**

We lead in this business. Whether you want them in bulk or bottles we have them—the best and cheapest that come to Canada. "Kincora"—red label—is only 18c. Remember this when considering profit. Quality never was better. Just try it.

**JOHN SLOAN & CO., - - TORONTO.**

*The First Gun Fired* —

*We Struck the Bulls-eye*

**New Season  
York Peels**

now in store

ORANGE, in 7 lb. Wooden Boxes, drained  
ORANGE, in 7 lb. Tins, - - - drained  
LEMON, in 7 lb. Wooden Boxes, drained  
LEMON, in 7 lb. Tins, - - - drained  
CITRON, in 7 lb. Wooden Boxes, drained  
CITRON, in 7 lb. Tins, - - - drained



These are the most satisfactory PEELS that come to Canada, profitable to the Retailer, pleasing to his Customers.

**New Selected Valencias**  
due about 16th.

**James Turner & Co.**

Wholesale Grocers

— HAMILTON.

**GOAT  
TEA  
1901.**

Our Famous "GOAT" Brand Japan Tea just arrived.  
Packed in half-chests, boxes and caddies.  
All orders holding will be shipped immediately.

**QUALITY BETTER THAN EVER.**

**Thos. Kinnear & Co., Wholesale Grocers,  
49 Front St. East, Toronto.**



**RETAILERS AND CANNED GOODS.**

Editor CANADIAN GROCER,—I understand the canners' combine have put a limit on the pack. Canning factories must pack only a limited quantity, a certain percentage less than last year, and if they put up more than the stipulated quantity must sell it out of the country or give it to the combine at a very reduced rate. I am not sure of the figures set down by this monopoly, but I think they intend allowing the packers 62 1/2 c. for corn and peas and 67 1/2 c. for tomatoes and 10 c. per dozen less for any packed over the limit.

This sort of forced business seems to me of the cattle-driving nature, and I think retailers should discourage it all they can.

The wholesalers get their orders and the retailer is advised by the latter to hand in his order for future supply, 50, 100, or 200 cases, as the combine will advance the price every month. Thus, the retailer's capital is absorbed and he is not able to secure his discounts; gets overstocked; gets anxious;

cuts prices, and perhaps finally goes to the wall.

It is not in the canned goods line alone, but in many lines that the system of overstocking occurs. Many retailers carry enough stock to run a wholesale house. And it is one of the greatest evils in the retail trade, and yet seems unavoidable. Such tempting prices, if certain quantities are taken, and if you don't buy now you will have to pay more first of the month, etc.

Retailers in Canada, I think, will do well to look into this matter. If we do not buy ahead, and the combine has to hold the stock, we will not lose by it.

They will certainly try to frighten us, but we have nothing to dread. Purchasing ahead only encourages a system that is injuring our business and every retailer should fight anything that is detrimental in a general way to the good of the retail interest.

J. GILBERT.

Kingston, September 14, 1901.

John Stepler, proprietor of the "Tunnel Grocery," Sarnia, Ont., has sold out to J. E. Proctor, formerly of Leamington, Ont.

**A WATCHFUL CLERK.**

Editor CANADIAN GROCER,—The article, "A Montreal Man in Switzerland," which appeared in your issue of September 6, begins with a remark which the author says was made by Queen Elizabeth. Now, for the sake of the high standing of your paper, would it not be well to correct this error? It was Queen Mary, not Queen Bess, who lost Calais, England's last French possession, and it is also to the "bloody monarch" that the famous remark quoted is attributed.

A CAPTIOUS CLERK.

Toronto, September 12.

**INDIAN GREEN TEAS.**

A sub-committee of the Indian Tea Association has been appointed to consider and report on the feasibility of inducing growers to manufacture green teas resembling Japans, without any mineral facing, and to make arrangements for such being bulked in Calcutta to insure greater uniformity and to enable orders to be duplicated. It seems to us that Mr. H. Drummond Deane has, singly, answered the very question that this sub-committee is to consider!—Planting Opinion, Madras.

There is no Roquefort Cheese so convenient and economical as

**MacLaren's  
Roquefort Cheese**

in white opal jars. While having the quality and flavor of the finest French Roquefort, it has many advantages over same.

**Do you handle it?**



**IN STORE**  
**NEW SEASON'S Y. HYSONS.**

SEE OUR TRAVELLERS' SAMPLES.

**THE DAVIDSON & HAY, LIMITED**

36 YONGE STREET - - TORONTO.

**AMONG TORONTO RETAILERS.**

**Cleanliness  
Desirable.**

I had occasion to wait in a grocery store this week for about 15 minutes. The proprietor was a keen, courteous business man, who has done well. His good-nature has contributed largely to his success, but he has added materially to his net profit by careful buying. Yet his business is not what it should be. There is a class, and in many respects the most desirable class, of buyers who seldom enter his store. Why? Because his store is not nearly as attractive in appearance as several of his neighboring ones. It bears many evidences of carelessness, not only in keeping package goods, but in handling such lines as fruits, meats, cheese, etc. Much of his fruit was scattered about the floor. This, in itself, was not objectionable, as it did not interfere with the movements of either clerks or customers. But several of the baskets nearest the door contained fruit which was far from attractive, and which was offered at a low price. Such a display as this might appeal to some customers, but it could hardly fail to have a contrary affect on others. His cheese was uncovered, and several small pieces, which had hardened since they became detached, gave it a rather uninviting appearance. On his front counter were

displayed two lines of package goods. One line showed considerable evidence of the fly season; the other packages were soiled in another way. The contents of these packages may have been in first-class condition, yet they, on account of their appearance, would not commend themselves to a housewife who was at all particular. And it is the particular customers who prove the good ones as a rule. Altogether the air of the store was not clean and inviting. The proprietor has about every other quality that contributes to success in the grocery business, but through the lack of care of the appearance of his store and stock he cuts himself off from a big class of good customers.

**A Retailer's  
Tea Room.**

The reference to the tea room at Brown Bros.' store in a recent issue of this paper aroused my curiosity, and I straightway went up to have a look through it. And I was glad I did so, for the visit has served to impress upon me the importance and magnitude of the tea trade in a grocery store. Brown Bros. have a large room above their store set apart for teas exclusively. Here all their bulk and package teas are stored. I was surprised to notice

what a large portion of the total stock was bulk tea.

"What proportion of your tea sales is in bulk tea?" I asked Mr. Hudson, who looks after this department.

"I should judge that from 70 to 75 per cent. of our total sales is in bulk tea," was the reply.

"How do you account for such a large proportion?" I again inquired.

"We mix our own blends, and by pushing them continually have built up an especially good trade in bulk teas. We mix our best grades in this bin (a tin about 1 foot deep and 4 by 3 feet in diameter) and the lower grades on the floor here. You see we keep everything thoroughly clean here. The few utensils employed are never used anywhere but in our tea room. Our blends are kept of uniform flavor and strength. After they are mixed they are always put in a tin and kept at least ten days so that the different grades which have been blended together will have been thoroughly assimilated. When it is ready for sale we push it. When customers want package tea we have it for them, so are generally able to please all of them. The result is that we have a good tea business to-day."

THE RAMBLER.



**THE EXTENSIVE USE OF**  
**UPTON'S**  
**Jams, Jellies and Marmalade**

is the strongest testimony of their high quality.

Quality counts. Why purchase goods of inferior quality when you can buy UPTON'S?

**A. F. MacLAREN IMPERIAL CHEESE CO., Limited.**

## HINTS FOR MEN WHO ADVERTISE.

### ADVERTISING THE OPENING OF A STORE.

**T**O a careful observer there can be no doubt that money invested in advertising pays enormous dividends, writes Edward L. Shaub in Grocers' Criterion. However, as in all matters, there is a certain limit that must be observed in order to secure the greatest possible benefit for the money expended. This limit is variable, depending entirely upon the nature of the business, prominence of the business man, competition, locality, etc. Our subject restricts us to the best means of advertising the opening of a grocery store.

Now, in the first place, the method would vary with the acquaintance a man had in the place. If one were well-known and had many friends an important point would be: Mr. A. will open a grocery store. Were one a stranger, the method would obviously differ. Then, again, the method would vary with the locality. What would prove most effectual in one place would hardly be practical in another. Were one to locate in a large city, circulars, billboards, handbills, etc., would prove of very little service, as but little attention is given them. Even newspaper advertising would not pay unless one were to do business on a very large scale. The sales of the large department stores would remove any inducement that might be given in regard to prices. Under these circumstances, an attractive window decoration, with large signs announcing the opening, and streamers bringing the prices of various articles to the notice of passers-by, would prove most effectual for the amount of money expended. It might be emphasized in this place that appropriate decorations should always be found, no matter where the location. Even in country stores it is essential, unless there were no competition, and even then we regard the money and labor advantageously expended; for there the artistic effect lends a pleasing contrast to the mere routine of business. There is not only the commercial, with its nervous hustle for gain, but the aesthetic, which certainly is a great attraction for city trade and cultured people generally.

In a smaller city, to the window and other decorations should be added advertisements in the local daily. The advantages are manifest. It is an index of the intelligence and zeal of the man. It identifies the business with the town, to a certain extent, at least: it brings the fact of a new store into the notice of those who live near enough by to patronize it, etc.

Thus it is clear that methods must vary as the conditions, and therefore it is only possible, in a consideration of this kind, to make a few general statements, which would apply universally, but especially to the business of a smaller town, with its country trade; and this, after all, is what constitutes the marrow of the grocery business.

1. Have an opening sale—not so much on luxuries, incidentals, or fancy goods, as on staples. Always call attention to

the quality and price of such articles as tea, coffee and butter. Emphasize the fact that you carry a full, fresh, and unadulterated line of staples. Sell a man his necessities and the chances are that you gain his other trade also.

2. Some souvenir might be given, and let that also be a useful article, as well as one that is constantly before the people, i.e., a dust pan, tea caddy, coffee can, etc.

3. It would be well to give some premium for a certain amount of goods bought. I do not refer so much to the giving of tickets, which shall be redeemed by certain premiums when the amount is traded out, for good as the idea is, it would, strictly speaking, not come under the head of advertising an opening; but give some small, yet attractive present for a small purchase, say of \$2 or over.

4. It would be a great attraction, and yet not much of an expense, to provide a free lunch for farmer customers. So many of them start from home early in the morning, yet hardly feel like going to a hotel or restaurant for dinner, and the fact is indisputable that the seat of good humor of many people lies in the stomach.

5. The foregoing have all been drawing cards, which must be made universally known to bring results. How best to do this? While fence and advertising billboards, etc., have their place, we do not think that they would prove very effectual for advertising an opening. The newspaper is good, and still something of a more unusual character would be better. A man might be sent out to distribute bills, but so few of them reach their destination, and unless someone can be sent who has an interest other than the immediate wages, they do not serve their purpose, but serve only as a cushion for fence posts or playthings of the winds. It would be far more effectual, and no more expensive, to send printed letters by mail, quoting prices and making known your inducements. Coming through the mail it would have much more of a personal character than any other method.

Some might conclude from the foregoing that we do not appreciate newspaper advertising. Such is not the case. We believe it to be practicable and advisable in all cases where it comes into the hands of those who do not live too far from the business advertised. Nevertheless, we would not rely on it exclusively for an opening sale, but make use of the given suggestions.

### SOME FACTS ABOUT CUTS.

These terms are applied to duplicates or original engravings.

Electrotypes are made of a kind of type metal, the surface covered with a copper to make it wear resisting. A mould is taken of the original engraving in wax, the mould covered with plumbago, polished and then a copper shell deposited on it by means of a dynamo. This shell is removed from the wax, backed up with metal, shaved down and mounted. It is usual to mount on wood, but for

some purposes they are mounted on metal.

For stereotype a papier-mache mould is made of the original; this is dried and then placed in a casting box, where metal is poured on it, and in this way one or more casts are made. These casts may be made type-high for metal-base cuts, or in thin plates that are afterwards mounted on wood to give the required height.

Electrotype duplicates, except on very fine half-tones, are as good as the original cuts, as even the finest lines are preserved. Stereotypes are much less desirable for ordinary work than electrotypes, because the copper surface of the latter makes them wear several times longer than stereotypes. It is advisable to have electrotypes made of valuable cuts of any kind, and use the electrotypes for printing purposes and preserve the original engraving to have other electrotypes made from in case of accident. Electrotypes must always be ordered for wood engravings, as it is not possible to do printing in any quantity from the original wood cuts without ruining them. Printers find electrotypes a profitable investment. In long runs electrotypes of type forms are an inexpensive means of cutting down presswork or composition. The plates are then on hand ready for repeat orders, which can be turned out expeditiously and at even greater profit than the first.—Selected.

### THE BEAN MARKET.

The phenomenal rise in the price of beans has had a peculiar effect on some of the growers of this district. As a rule growers are not in a hurry to thresh; as the opening prices are generally weak, and growers prefer to wait for cold weather and the better prices which usually obtain. This year the situation is reversed. When old beans touched the two dollar mark it was a great incentive for growers to market the new crop, lest a slump in the market would occur. This hurry is a mistake and a serious one. The chances are ten to one the price of the new crop will be considerably higher than it now is. The United States bean crop is very light, and the winter price will be correspondingly high. Buyers are shy of handling the new crop, for if barreled so soon after harvesting and in warm weather the chances are a considerable percentage will spoil. It will pay growers to curb their impatience, thresh at the usual time, hold for the later market, and reap a full return for their crop.—Ridgetown Plaindealer, September 13.

The liabilities of Joseph Lafrance, baker, Montreal, who assigned last week, are placed at about \$10,000, the principal creditors being The W. W. Ogilvie Co., Limited, \$2,864; The Beaubien Produce and Milling Co., \$2,700; Pierre Rivet, \$2,200; H. Perelle, \$1,000, and P. Durocher, \$800.

# Vinegar—Nothing else,—

Just Vinegar, that is *Absolutely Pure,— Perfectly Clear and Sparkling,— Pleasant, Smooth, Even Flavored,— Full Government Strength,— Always Uniform,— Ever Reliable.*

## “IMPERIAL” WHITE WINE

REMEMBER—That quality counts in making and strengthening your trade. Remember, also, that the name “IMPERIAL” is a guarantee of the “best procurable” in Vinegar.

**As a Pickle-Keeper “IMPERIAL” leads.**

HIGH-GRADE ONLY

# “THISTLE” BRAND

/ TOMATOES / CORN / PEAS / BEANS, Etc. /

GUARANTEED SECOND TO NONE.

Brighton Canning Co.,

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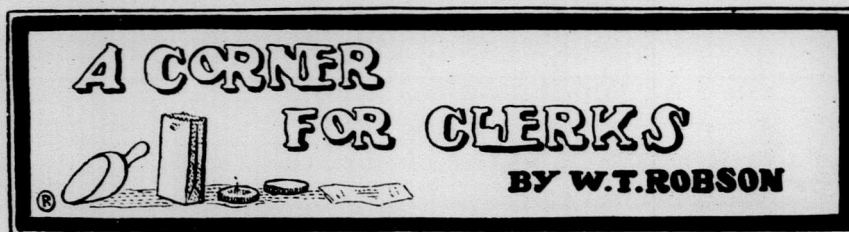
Brighton.

## THE FORCE OF COMPETITION

will compel you to keep the goods your customers want—or drop out of the race. It will pay you to study their tastes and anticipate their wants. “KENT” Baked Beans will please your trade and the introduction will lead to increased sales, which means larger profits. It is worth thinking over.

**THE KENT CANNING CO., LIMITED, CHATHAM, ONT.**





#### CONAN DOYLE ON EARLY CLOSING.

The matter of shorter hours for shop assistants is one in which I take the deepest interest, believing that, in a country which has no compulsory military service, physique and well-being of members of the class to which you allude can only be guaranteed by a universal adoption of short hours and frequent holidays. Personally, I do not feel that this end can be altogether gained by legislation, but I think that the constant ventilation of this subject and the continued education of the public will prove in themselves a sufficiently irresistible force to oppose to the few remaining opponents of progress in this direction.

Yours faithfully,

A. CONAN DOYLE.

Our readers will be pleased to read the opinion of such a distinguished novelist on a question which has always been of importance to grocery clerks. A friend from England sends me the above, where they have had considerable agitation on this question, and, as a result, the grocery clerks have in many places been favored with shorter hours. They are most unfortunate over there in this respect, for the clerks work much longer than we in this country.

#### COUNTER CHECK BOOKS.

"P. McA." writes: Are you in favor of the use of counter check books in grocery stores?

They frequently save mistakes and most customers like to have a bill of the goods purchased. Sometimes people think they order an article from you when they really forgot to mention it, with no bill of their purchase. A week later, they come in and tell you they are sure they paid for it. Now, when they have a duplicate bill they can see for themselves just what they bought and how much they paid for each parcel. When taking orders out of the store they are almost absolutely indispensable, as they combine a bill and receipt for the customer and a check for the store.

#### A PATENT CHEESE KNIFE.

"George C." wants to know of a patent cheese cutting knife which cuts the exact quantity required.

I do not know of any knife of this kind. If there is one made, I should be pleased if any of our friends would inform us.

#### CLERKS STARTING BUSINESS.

"Grocer" says: Do not urge young men to start in business for themselves; there is not one clerk in a dozen fit to run a store, even if he had the capital. It's easy to get started in business, but mighty

difficult to make it pay. These truths are becoming more apparent every day, yet they appear to be overlooked by our young men.

Our good friend will permit me to remark that this "Corner" has never advised young men to go into business until they were qualified by experience first, and capital secondly. A clerk in starting a grocery store must learn the proper way to manage a store, just as one learns anything else, and the most effective lessons are those which cost him money. He does not forget them quickly when the loss comes out of his own pocket. He finds the truth of the old expression, "experience costs money." It is admitted there is a rush of young men and others into business, and the weeding out continues to go on, and it will continue, leaving only those who are best equipped to succeed.

In The Saturday Evening Post an interesting series of letters from a Chicago pork packer to his son are appearing. The father, in telling his early experience, writes: "We started in a mighty different world, and we were all ignorant together. The Lord let us in on the ground floor, gave us corner lots, and then started in to improve the adjacent property. We didn't have to know fractions to figure out our profits. Now a merchant needs astronomy to see them, and when he locates them they are out somewhere near the fifth decimal place. There are 16 ounces to the pound still, but two of them are wrapping paper in a good many stores. There's just as many chances for a fellow as ever, but they're a little gun shy, and you can't catch them by any such coarse method as putting salt on their tails. Thirty years ago you could take an old muzzle-loader and knock over plenty of ducks in the city limits, and Chicago wasn't Cook County then, either. You can get them still, but you've got to go to Kankakee and take a hammerless along."

You see the point—the changed conditions require modern, up-to-date methods to succeed. That which answered the purpose years ago is now useless. It keeps us all agoing to try and keep pace with the rapid changes that come so quickly in all lines of trade.

#### THE NAMES OF CUSTOMERS.

"N.M." tells me of a bad mistake made by him which was caused by having two

customers trading at the store of the same name.

Great care should always be taken where there are two or more families of the same name trading at the one store. The initials of the name must be distinctly written, and the delivery boy must be instructed which customer the goods are for, otherwise the order will probably go astray and cause annoyance and trouble, if not the loss of a customer.

#### STUDY FOR WINTER MONTHS.

"F. C."—After the summer's pleasures comes the fall and winter's work. Every young man should take up some branch of study for the winter, plan it out, arrange your line of work or reading, and, with the few spare hours the average clerk has at his disposal, he will be delighted with how much has been accomplished when spring comes. Some boys are planning to learn another language—French or German—others, music—any line, only do something to improve yourself and profitably employ the spare moments. The young man who is thus employed is not likely to go wrong.

#### REGARDING TEA AND COFFEE.

"M. G." writes: Is tea and coffee healthy?

Certainly they are. Properly made, they are most refreshing and healthful, all the faddists and cranks to the contrary, who tell you every time you drink tea or coffee you shorten your life. If we followed the dictates of these people where would we end? Some of them preaching against meat; others on all manner of fads pertaining to both eating and drinking. Be sensible, temperate in all things, even in eating and drinking. The public generally place the proper value on these things. Thus, you find the consumption of tea and coffee increasing, and the health of the public becoming better, the length of life also being prolonged. Those who sell the new health drinks now in the market seem to think it needful to abuse tea and coffee in order to sell their preparations. Most people see the game and are not misled thereby. Tea and coffee do not need our defence. The public know a good thing, and from present indications they intend to continue to drink the "cup that cheers."

#### BUSINESS IN MIDLAND.

Mr. Sneath, of Stafford & Sneath, of Midland, was in town this week, and had a short chat with THE CANADIAN GROCER. He reports Midland to be making great advances, and trade there is good. During the past season the tourist business of the vicinity has been more profitable than ever.

The First of the Season -- Now in Store.

**NEW SANTA CLARA**

# CALIFORNIA PRUNES

ALL SIZES--60/70, 90/100--Boxes, 25 and 50 lbs.; Bags, 80 lbs.

Our Quotations are interesting to Quick Buyers.

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

WHOLESALE GROCERS, ETC.

Packers of the Famous "KOLONA" Ceylon Tea.

**TORONTO.**

## DECLINE OF 73 PER CENT. IN INDIAN TEA EXPORTS TO CANADA.

TEA exports from India to Canada direct, so far this season, were only 300,428 lb., as against 1,145,752 lb. last year.

This means a decrease of 73 per cent.

The chief cause is undoubtedly the determination on the part of the shippers to curtail the quantity of tea consigned to the Canadian market.

As everyone in the trade knows, shippers have been consigning to this market quantities of low-grade tea which were out of all proportion to its consumptive requirements. This led to teas not only being sold at a sacrifice, but being sometimes sold to people who were unable to pay for them.

One result of the losses which have been sustained through selling to irresponsible people is the fact that the banks in India now demand on drafts on Canadian account 25 per cent. of their value before they will issue them.

## EARLY CLOSING AND TRADING STAMPS.

The by-law amending the Toronto early-closing by-law and the proposed trading-stamp by-law in the same city, both of which were to come up for their second reading at the meeting of the City Council on Monday, were not touched at that meeting because of the stress of other business. The Council sat from 4 p.m. till 8 p.m., without an adjournment for lunch, and so many members then left the room that an adjournment was compelled by the lack of a quorum. Both by-laws will probably come up on Monday next.

## TORONTO GROCERS' HORSE RACES.

The Toronto Retail Grocers' Association has been "up against it" in their attempts to secure Exhibition Park for their horse races. The first proposal was to have the races on Wednesday afternoon, September 4, but as the Exhibition authorities were not

through with the grounds they could not be secured for that date, so the races were postponed till Wednesday this week.

On Monday and Tuesday, the racetrack was covered in many places with boards from the fence about the racetrack, which the military authorities are taking down to prepare for the Duke of York reception, and it was again thought advisable to postpone the event. This time the postponement is indefinite.

## 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.

John Sloan & Co. will have new Labrador and split herring in next week.

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

John Sloan & Co. are offering something special in canned vegetables to eastern buyers.

H. P. Eckardt & Co. are offering new evaporated apricots in 25 and 50 lb. boxes at low prices.

H. P. Eckardt & Co. are quoting No. 1 Labrador herring in barrels and half barrels for shipment on arrival.

R. W. Hannah, Board of Trade, Toronto, is looking for a few cars of good ripe tomatoes for shipment next week.

## PERSONAL MENTION.

Mr. A. H. Reay, Montreal, has been appointed Quebec agent for E. H. Thomas Co., Limited, Norwich, Ont., manufacturers of woodenware, brooms, brushes, etc.

Considerable damage was done to the fruit trees in Western Ontario by heavy wind storms.

Three boys attempted to enter W. H. Drake's grocery store at Halifax by cutting away the lock, but were discovered and arrested.

## SOME VIEWS ON BRITISH TRADE.

MR. J. H. MAGOR of Frank Magor & Co., Montreal, was in Toronto last week. He returned the previous week from a three months' trip to Europe, where he combined business with pleasure and had an enjoyable time.

"In my opinion," he said, when questioned by THE CANADIAN GROCER, "the fruit trade is much better looked after in Canada than in Great Britain. Fruits there are almost a luxury; here they are a necessity.

"The British manufacturers are by no means as dead as some people would have us believe," he continued, "a great many of them are very much alive. Keen's people are making an addition to their factory at a cost of £8,000. Carr & Co. have recently nearly doubled the size of their factory. The Cadbury people have put on an enormous addition to their factory."

Mr. Magor's visit to Toronto and the west was in the interest of Southwell's, Keen's, Lazebny's and Cadbury's goods, and it appears he booked some good orders.

## REGULAR FISH AND OYSTER SUPPLIES.

The F. T. James Co., Limited, who recently fitted up in a modern style a large fish warehouse at 76 Colborne street, Toronto, have also completed arrangements which will enable them to supply the trade with fresh fish and oysters every day or, in fact, several times a day. The fresh-water fish come from their own fisheries, located on Georgian Bay, Lake Erie, Lake Ontario and the Manitoba lakes. Their oysters are the "extra standard" Baltimores. Though this firm is practically a new one they have already developed a large connection, and are likely to get a good share of the fish and oyster trade this winter.

W. J. Carnahan has opened a grocery store in Meaford, Ont.

“Good  
Enough.”

The day of “good enough” has gone by in the production of Salt. Modern methods have relegated the old-fashioned Salt of commerce to a back seat. Only **the best** will satisfy the particular cook to-day, and Windsor Salt anticipates her desire.

No woman is content with cooking that is simply “good enough” and no more is she willing to use Salt of inferior quality to produce the best results. “Good enough” won’t do for her any more than for you---**Windsor Salt is the best by test.** Facts prove it, sales prove it. If you are not selling it, won’t you prove it yourself by ordering it?---**prove it to-day!**

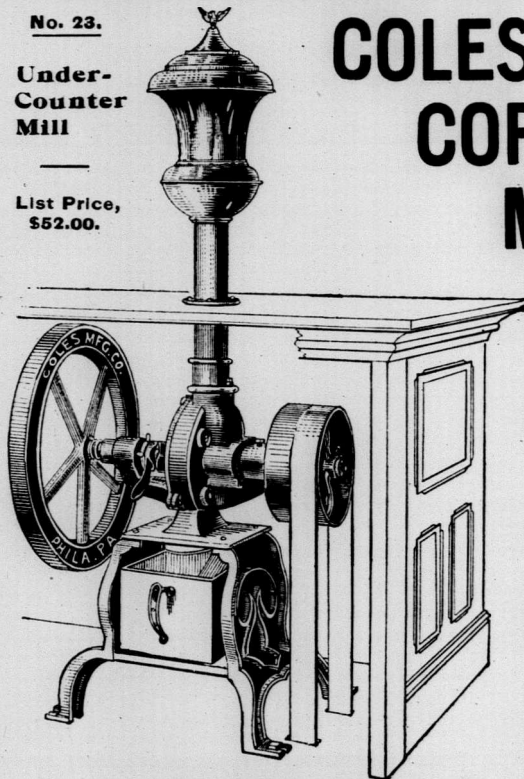
*Windsor  
Salt.*

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

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

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

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

**A GREAT  
LABOR-SAVER.**

Our Grinders  
wear longest.

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

**COLES MANUFACTURING CO., PHILADELPHIA,  
PENN'A.**

40 years' experience ought to count, and every barrel of vinegar we send out carries the benefit of that experience in its

**Strength,  
Brilliancy,  
Flavor.**

**Wilson, Lytle, Badgerow  
Co., Limited**

**TORONTO**



President,  
JOHN BAYNE MacLEAN,  
Montreal.

**THE MacLEAN PUBLISHING CO.**  
Limited.

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

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

**THE SANCTITY OF THE CONTRACT.**

**W**E have had drawn to our attention this week a case of wilful backing down from a contract, on account of an adverse turn of the market subsequent to the making of the bargain. Of course, the man was called a "wretch" and an "irresponsible, despicable coward," on whom must be exercised the force of the law before he will transact business squarely. To all this we might add a little of our own vituperation, were it of any use, but, as everybody knows everybody else's opinion of such a "quitter," we will refrain. Perhaps a little reason may appeal to members of such a class.

Speaking generally, the "contract" is so sacred that, either in its verbal or written form, it is recognized by law. It is illegal to steal; it is illegal to break a contract; from which men deduce that he who breaks a contract will steal. Let him who thinks of violating his contract then consider whether it would not profit him more to drop a little money than to lose his reputation. That should be the primary con-

sideration. Men will work and advertise for years to acquire a reputation, and that man is a fool, nothing less, who will damage what assets of this kind he has for the sake of earning, in a mean way, a few paltry dollars.

He wrecks not only his own personal standing, but also that of his country. In these days of international commerce there is such a thing as national credit, as our importers well know, and it is one of the tenderest, and most easily-injured properties we have to guard. What then must our Canadian reputation suffer when one day a Canadian merchant cables an order, and 24 hours afterwards refuses the goods because the market has gone slightly contrary to his expectations? What excuse can be offered for his conduct? Simply his meanness of spirit, and, somehow or other, the whole group of importers will be stigmatized, more or less, with the false character. It's a drop of ink in a bottle of distilled water.

The sanctity of the contract is one of the fundamental principles of business, and every man of affairs, however ignorant or unbusinesslike he may be, should know enough to respect it. The contract represents a decision arrived at, and when put into this tangible form it is as irrevocable as the Roman decree. By entering into an engagement, he leads the second party to do the same and it upsets all the other's arrangements should one fail to come to the mark. It's a case of mutual confidence in which each acts as the other's keeper.

Reason, then, as well as honesty dictates the rigid observance of the contract, and we trust that any delinquent we may have on our Canadian market will see the error of his ways.

**A BAD VALENCIA RAISIN SEASON.**

It is to be hoped that the Valencia raisin trade for the season which has just opened will be more satisfactory for the grocers of Canada than that which it succeeds.

One of the first setbacks was the late arrival of the fruit, a great deal of it not coming forward in time for the Christmas trade. Then, consumption was checked by the high prices that ruled, so that late in the season wholesalers found themselves with heavier stocks on hand than was desirable.

And the depressing effect which this had on quotations was accentuated by shipments of low-priced fruit which was imported by some of the houses.

Prices have since been tumbling down, until to-day old fruit is being sold at figures which mean a clear loss of 85c. to \$1.25 or more per box.

**FRUIT INSPECTION.**

**I**T is not surprising that at the meeting of the Toronto Retail Grocers' Association on Monday evening, there was a general expression of desire for a more thorough inspection of fruit coming into this city.

The retailers have been long-suffering indeed. From the first week when strawberries began to arrive in abundance until the present, the fruit received here has borne testimony to the diversity of the genius for deception possessed by many of the fruit packers who send fruit to Toronto. Yet there has not been a single conviction.

The sale of fruit in this country is on an altogether wrong basis. A bushel of grain or of vegetables weighs a certain amount, and authorized standards are used for measuring them. If bread and butter are sold under weight, and the seller is found out, judgment falls surely and swiftly. But what is the weight or measure for selling berries or currants? And what for peaches, pears or plums? What for canteloupes or tomatoes? The buyer must see what he is buying before he knows what is meant by the term basket. And even when he has seen it he cannot be sure of what he is getting unless he turns it upside down and sees the quality of the interior. There is absolutely no guarantee that the interior of a basket of fruit offered on the Toronto market is of the same quality of fruit as that shown on the face of the basket.

The Fruit Marks Act, which went into force on July 1, was designed to enforce honest fruit packing. But up to date nothing has been accomplished by it. On Saturday last, Professor Robertson and a number of fruit inspectors who have recently been appointed to enforce this Act, visited the Toronto wholesale fruit market and found without much searching several flagrant cases of facing: It is stated that the inspectors have instructions to deal with such cases severely.

If that be so, the sooner the better. Moreover, the volume of business done on the Toronto market is so large that an inspector should be permanently located there.

## TRADE CONDITIONS IN CANADA.

THESE is very little in the trade conditions in Canada that is not of an assuring character, and nothing that need cause alarm. That which is unsatisfactory is rather local than national in its influence.

The wheat crop of Manitoba, with its size and quality, imparts to the trade conditions in that Province a brightness particularly gratifying.

From the poor crop of 1900 Manitoba emerged in a manner more gratifying than the most optimistic could have expected. A repetition of 1900, however, would have been a blow which would have done a great deal of harm to not only the "Prairie Province," but to the commercial interests of the Dominion as a whole.

It is probable that the wheat crop is very little short of 50,000,000 bushels. This alone is expected to yield the farmers at least \$25,000,000 to \$30,000,000. This is a large sum for one Province, with a population such as that of Manitoba, to put in circulation. But then there is besides the oat and barley crops, the latter being in the neighborhood of 6,400,000 bushels, and the former 30,200,000 bushels.

As our Manitoba correspondent pointed out last week, new wheat is coming into the country elevators at the rate of 100,000 bushels per day, while nearly two-thirds of the wheat so far marketed grades No. 1 hard, which was quoted at 69c. on Wednesday at Fort William. On the Toronto market it is quoted at 81c. at the time of writing.

In Ontario, both the cereal and the fruit crops are rather light, but, taking it all around, the agricultural conditions in Ontario are by no means discouraging. The hay and clover crops are enormous, something much to be desired in view of the heavy demand there is for live stock at highly remunerative prices.

The mining industry in British Columbia is in an unsatisfactory condition, largely on account of the labor trouble. This is having a depressing effect on trade, particularly in the Kootenay country, where the mines are practically shut down. But in spite of this, the shipments of ore from Rossland during the first six months of the year were double

those of the same period in 1900, the largest previous year.

But, while the mining industry in British Columbia is unsatisfactory, there is some compensation to be found in the enormous pack of salmon that has been put up in that Province this season. At a moderate estimate the pack is worth \$4,500,000.

The coal-mining industry of Canada is in a good condition, particularly in Nova Scotia. The home, to say nothing of the foreign, demand is greater than a year ago on account of the increasing requirement of our iron industries. The increase in the export trade of coal last year was \$839,300, the total being \$5,438,903, against \$4,599,602.

Lumber is in good demand on home account, and the quietness and low prices ruling on the British market naturally have a depressing influence upon the trade here. The imports into the United Kingdom during August from all countries showed a marked falling off. From British North America the arrivals were nearly one-half less than during the same month last year. Fearnworth & Jardine, Liverpool, in their letter of September 2, say that while stocks of lumber are reduced to a moderate compass, but little change in values is to be reported.

The various manufacturing industries throughout the Dominion are busily employed, and in many of the staple lines the demand exceeds the supply. With the manufacturers busy the merchants are in a like condition as a rule.

One of the best evidences of the activity in trade in Canada is to be found in the earnings of the railways and in the clearances of the banks. These are most gratifying. The gross earnings of the Grand Trunk during the first six months of the year were larger by \$724,140 than the same period a year ago, and those of the Canadian Pacific showed an increase of \$402,362. That the earnings are being well maintained is evident from the returns for August, the increases compared with the same month last year being \$488,000 for the Canadian Pacific and \$207,295 for the Grand Trunk.

Turning to the bank clearings we find that for August they were \$147,435,177, against \$125,548,592 the same month in 1900. For the eight months they were \$1,204,874,362, against \$1,025,449,539. The latest returns we have are for the week ending September 12, and they show, compared with the same week last year, an increase of 40.5 per cent.

The export trade is still brisk. Although the total for the two first months of the fiscal year is slightly below that of the same period in 1900 in the products of the forest, agricultural products and in manufactured goods, there is an increase. The following shows at a glance the increases and decreases in the exports for the two months ending August 31 :

	1900.	1901.
The mine.....	\$9,611,227	\$8,015,934
The fisheries.....	1,759,035	1,608,460
The forest.....	6,735,208	8,112,148
Animals and their produce.....	10,438,723	10,101,234
Agriculture.....	2,496,836	2,609,793
Manufactures.....	1,885,759	2,380,715
Miscellaneous.....	29,062	5,989

Total merchandise.....\$32,955,850 \$32,834,273

The increase in the imports of dutiable goods was nearly \$1,000,000 for the two months, the figures being \$31,409,414 and \$30,485,747, respectively.

## TO WEIGH CHEESE AT FACTORIES.

DURING the last two or three seasons, the inspection and weighing of cheese for export has caused much trouble between the factorymen and the Montreal buyers. The custom, as is well known, has been to buy the cheese at country boards subject to weighing and inspection in Montreal. The trouble has largely been caused by the claims for shrinkage made by the dealers in the latter city, which have been considered by the factorymen to be, in many cases, exaggerated.

The Brockville Cheese Board, which took up the matter on behalf of the factorymen in the spring, sent a deputation to Montreal to look into the matter. This deputation, while agreeing that the Montreal dealers had reason to expect certain allowance for shrinkage, were not convinced that the present system of inspection and weighing was entirely satisfactory.

As a result of the agitation for a more satisfactory system, one Montreal exporting company has given out that next season it will probably send a capable man out empowered to inspect, weigh, buy and pay for cheese at the factories. This might be satisfactory to factorymen, but it would be a big undertaking for the exporting house.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**L**OS Angeles mail advices on oranges report the market weak and lower, most of the fruit showing losses. "There is," the advices state, "practically no demand f.o.b., most of the fruit being shipped going to the auction markets. The supply remaining is estimated at about 75 carloads of Valencias and a scant 25 carloads of other varieties. Almost all of these are controlled by three or four firms. A good market is looked for toward the end of the month."

A decline of 5s. per cwt. in new Sultanas has been established in London, Eng., since the first arrival, and a distinctly better demand from the country is apparent in consequence. The decline has not extended to the same extent in old fruit, for which, however, the market is also in buyers' favor.

## CANNED SALMON ON THE U. S. COAST.

Regarding salmon, The Trade Register, Seattle, in its recent issue says: "At Seattle there is a decided feeling that the market is strong and is likely to be higher. The low figures put out by some concerns on salmon have, of course, caused large sales, but those who have not forced matters on the low basis say there is no reason for it; that salmon will be strong in the spring; that next year there will not be a heavy run, and this year's pack unsold can be carried into next year and money made. In fact, it looks as if the cannery would be the speculator and not the buyer this season. The pack on Puget Sound is growing bigger, sockeye still being caught, and 1,250,000 cases will not more than cover the total spring pack. The Pacific Packing & Navigation Co. has packed fully 480,000 cases on Puget Sound. Alaska direct advices indicate a full pack to the west and a less prosperous condition to the southeast. Movement of new season salmon to the east commenced late last week."

## CANNED FRUITS IN CALIFORNIA.

Referring to can fruits, The Fruit World says: "The most notable feature of the season in this line is the absence of British or foreign demand, owing to the large purchases and their late arrival in those markets last year, which practically turned purchase into advances for this season. There is, therefore, a possibility of some later purchases by that market to fill, but only a possibility. Probably the bulk of the demand for Californian canned fruits has been met this year, but there will be considerable trading yet. The temporary rise in the price of apricots has receded, but peaches are firm."

## CALIFORNIAN RAISIN SITUATION.

A press despatch from Fresno, Cal., says: "The outside raisin packers continue buying on basis of 3½c. and declare they will continue doing so. Association interference to the contrary, notwithstanding. The directors of The Packers' Association are holding an important meeting. They assert that the growers' acreage secured is but 37 per cent. of 75

per cent., or 22 per cent. of the whole. It is understood that The Growers' Association is inclined to abrogate the existing contract with the packers, so the latter are proceeding to protect themselves. Association directors are now more sanguine. They say the percentage of signatures has increased. There seems no doubt the association will continue. No buying is probable until after the meeting on September 19."

## CURRANTS IN LIVERPOOL.

The new season's trade in currants commenced late in the afternoon of Tuesday, the 3rd inst., and the time for doing business was so very short that, in the anxiety to get a small variety to offer in the country, dealers in several instances paid above the value of the fruit. This was shown by the course of the market on the following day, when prices quickly settled down, and, as the response from the country trade was distinctly below expectations, holders pressed sales, with the result that the poorer qualities now show a decline of quite 4s. from the opening. Medium Vostizza is from 2 to 3s. cheaper; the finest qualities are practically unchanged, and specialties are in request at full prices. Much of the fruit is very good in quality and appearance, but in the lower grades there is a considerable proportion of rain damaged.—Produce Markets' Review, September 7.

## CANNED SALMON IN ENGLAND.

The improvement in the demand for salmon continues, and quotations, if anything, are a shade easier. Although the new pack is a large one, it must not be overlooked that shipments to any extent will not arrive here before next March, and as available stocks on the spot are less than they have been for years, it is a question whether prices have not already fallen lower than what the position warrants. Quotations at the present moment are most reasonable and tempting, and reliable brands are certainly worth attention. Unfortunately, there is considerable quantity of inferior goods being offered at the present time, and buyers would be well advised to use extreme caution when purchasing, and not be led away by a quotation which, although appearing exceptionally cheap, would, in many instances, bring trouble and dissatisfaction to the buyer.—Produce Markets' Review, September 7.

## CONDITION OF CANNED GOODS IN THE U.S.

If Europe, however, counts upon America for any export of canned vegetables and fruits this year, she will have to be prepared to compete with our home consumers for what she gets. There will be no surplus of anything this year for exports. Even in the two great staple crops of the industry there will be a national shortage this year. As we stated last week, the entire promise of the vines in this section is now in sight, and the outlook, and even its present receipts are so far below the requirements of the canning factories that the Baltimore packers are causing dismay on the Peninsula by buying all the tomatoes they can get sight of at such high prices that the Peninsula pack will be curtailed, and yet they do not get enough for the daily demands. The condition of tomatoes is being studiously watched at present,

and, strange to say, the situation out there is exactly the reverse of what it is here. Whilst prospects in the West depend altogether upon promises, and, as correspondents write us, if the weather lasts long enough they will get a fair crop; here in the East there is virtually no promise, and the ripening of the green stock on the vines is about all that can be expected this season.

The situation in respect to canned corn is slightly improved over previous reports, and the packing season is now at its height throughout the country. Maine reports doing very well in some sections; corn in the western part of New York, especially, is said to be very fine, and the pack will be a full average, out west of the Alleghanies the reports become less satisfactory until we get beyond the Missouri, when they are of really very little consequence; but in the light of present indications we judge that the corn crop will be one-half of the average pack of the last ten years, and it will require every case of corn in carry-over stock to supply the country's need till the next season opens, even though the high prices will somewhat lessen the demand.—The Trade, Baltimore, Md., September 13.

## BRITISH TEA TRADE FOR AUGUST.

The following, in regard to the tea trade of London during August, is from McMeekin & Co.'s circular:

Indian.—The offerings at London public auctions were 87,000 packages, against 103,000 packages in the same month of 1900. In the earlier part of the month there were some teas of very good quality from Assam and Darjeeling, but from Dooars, Cachar and Sylhet the general run of the quality was poor. Throughout the month there was a good deal of irregularity in the bidding, and, although really good liquoring teas were in strong demand during the earlier sales, they were not so keenly bid for as the month advanced, and at the close there was a declining tendency for everything. The average of public sale prices for the month was 8½d. per lb., against 8½d. per lb. for the corresponding month of last year. The imports were 12,850,000 lb., and the deliveries 9,485,000 lb., leaving in stock on August 31, 32,345,000 lb.

The increase in the deliveries is a satisfactory feature, as it shows that Indian tea is going more freely into consumption, although unfortunately the export demand has been, to some extent, checked, owing to the higher prices that were current for the lower grades. The advance in deliveries and the falling off in imports point to the probability of an improvement in the position from the producers' point of view, provided the determination to keep down the total of the crop is adhered to; but the amount exported from Calcutta and Chittagong during the month of August is returned at a figure very much in excess of the rate of current consumption. To realize such in the rapid manner in which many producers appear now to be compelled to do, cannot fail to prove a severe strain on the purchasing powers of the trade, and, as a great deal of the supply is known to be teas of very inferior character, it is probable that for such very low quotations will be made.

Ceylon.—The offerings at London public auctions were 98,000 packages, against 137,000 packages in the same month of 1900. A number of teas offering showed some improvement in quality, and, as there was a good demand throughout the month, the auctions went at fairly steady prices for all kinds, with some advance in quotations for the lower grades. The average public sale prices for the month was 6½d. per lb., against 7d. per lb. for the corresponding month of last year. The imports were 8,281,000 lb., and the deliveries 9,663,000 lb., leaving in stock on August 31, 27,629,000 lb.

The shipments from Colombo to London are still on a diminishing scale, the direct trade of that port having increased so much that the surplus available for London is materially diminished. This feature, if continued, should soon give relief to the congestion of offerings of all teas in London, and may ultimately lead to the level of the market being such as to give satisfactory results to producers generally.

## ABOUT CEYLON TEAS.

We are not claiming that our judgment in this line is always "infallible," but we have long experience coupled with the "distinct advantage" of having built a business without parallel in the history of the world's Tea Trade. Pretty safe proposition to pin your faith to—

**"SALADA"** Black or  
Green.

**"Salada"** Ceylon Green Tea will displace Japan just as sure as "Salada" black has displaced all other black teas.

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# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

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

## ONTARIO MARKETS.

Toronto, September 19, 1901.  
GROCERIES.

WHILE trade is not as brisk as it was a week ago, there is, nevertheless, a fair sorting-up trade being done. The falling-off is principally in sugars, and it is worthy of note that the demand for sugars in the United States has also fallen off. As far as prices are concerned, they are much the same on general groceries as they were a week ago. In canned goods of all descriptions, business is of a waiting character, neither wholesalers nor retailers now being disposed to make further purchases, except for immediate requirements, until something more definite is known in regard to the pack. The weather has so far continued favorable for tomatoes and corn, and a fair pack is practically certain. The situation in regard to canned salmon remains unchanged, the lower prices only being quoted on other than standard. There is a fair trade being done in coffees, and the market is rather firmer than it was. The demand for syrups and molasses is still quiet, and a moderate business is being done in rice and tapioca. In spices the market continues to rule steady. There has been quite an interest taken in the tea market during the past week, on account of a firmer tone which has developed in the Indian and Ceylon descriptions. In Japan teas, on the other hand, the tone of the market is rather unsettled. Nuts, as a rule, are steady in price, but naturally very little business is being done. Further weakness has been shown in currants in the primary market. Valencia raisins are steady according to advices from Denia, but spot goods are weak. Some business is being done locally in new season's mat figs to arrive. Wholesalers are beginning to book orders for candied peels, and prices are slightly higher than a year ago. The general outlook for trade continues to be of a promising character.

### CANNED GOODS.

Nothing particularly new has developed in the canned vegetable trade during the past week. The weather continues favorable for the tomato and corn pack, and there is a general indisposition on the part of both the wholesale and retail trade to operate further until the packing season is over. The little that is being done in spot goods is for immediate requirements only,

and there is no disposition whatever, to speculate. Prices on all kinds of canned vegetables are steady. It seems to be a foregone conclusion that throughout the coming season there will be little or nothing done in the way of anticipating requirements, particularly as there has been quite a little canned vegetables carried over from last season. The ruling prices from stock are 85c. for tomatoes, 80c. up for peas and 75c. up for corn. Little or nothing is being done in canned fruits. Canned apples are scarce and prices firm, ruling from 90c. to \$1 for 3's and \$2.25 to \$2.40 for gallons, according to quality. There is a fair sorting-up demand for canned salmon, but there is practically nothing being done just now on future account. Of course, a good many orders have already been taken for futures. According to an official statement by the secretary of the Fraser River Cannery Association, the pack of sockeye salmon on that river this season is 873,639 cases. Quotations on futures are: Fraser River sockeyes, \$1.42½ for 5-case lots and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30; pink salmon, 95c. to \$1; cohoes, \$1.05 to \$1.10.

### COFFEE.

The market for Rio coffee has been stronger this week, mainly due, it is believed,

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

to the advance in exchange. Locally, trade is fairly good. We quote: Green Rio, No. 7, 7½c. per lb.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9½c.

### SYRUPS AND MOLASSES.

Business in both syrups and molasses continues light, and there is yet no material evidence of an improvement. Prices remain much as before.

### RICE AND TAPIOCA.

The foreign rice markets continue firm and prices locally are steady and unchanged. Just a steady trade is being done in tapioca. We quote: Standard B rice at 3¾ to 3½c., and Japan at 5½ to 6c., Tapioca rules at 3¾ to 4c.

### SPICES.

The market is without any specially new features this week. According to advices from the outside markets, prices generally rule steady to firm. Locally, business is just moderate.

### NUTS.

The market for all kinds of nuts appears to be fairly steady. Advices from the primary market report that prices are being well sustained for Valencia and Jordan shelled almonds, although rather easier prices are looked for when supplies improve.

### SUGAR.

During the past week there have been further declines in the raw sugar market, and beet sugar has touched a still lower record point, being down to 7s. 10½d. It will be remembered that 8s. was the previously lowest figure. Raw cane sugar is dull and unchanged. The American Sugar Refining Co. was a buyer one day this week of raw sugar, but again quickly withdrew from the market, and centrifugals 96 degree test are now quoted in New York at 3¾c. The receipts in the United States last week were 39,847 tons, and the meltings 31,000 tons. The stock of raw sugar in Europe and America at the end of last week was 984,732 tons, against 664,400 tons the same time last year. The demand for sugar in Canada has fallen off during the past week, although there is still a good quantity moving, and prices are unchanged. The quotation in Toronto is \$4.53 to \$4.58 for granulated, and \$3.73 upwards for yellows. The demand for refined sugar has also fallen off in the United States, and lower prices are looked for there shortly, on account of the condition of the raw market. One of the features of the trade in the United States is the withdrawal by the Trust of the 30 day guarantee. The parity over there between the price of refined and raw sugar is now 1¼c. per lb., so that the United States refiners are earning a nice profit.

CANDIED PEELS—The wholesalers are beginning to book orders for new candied peels. The prices, to arrive about Christmas, are as follows: Lemon peel, 11 to 12½c.; orange, 12½ to 13c.; citron, 16 to 18c. Quite a number of orders have been booked.

### TEAS.

The feature of the tea market is a firmer tone in Indian and Ceylon descriptions. Mail advices from London, under date of September 6, state that the previous Wednesday's auction of Indian teas passed at fairly steady rates, and that the market was strong, with prices hardening, especially for the better-liquoring kinds in Ceylon teas. On Tuesday of this week, a cable was received in Toronto which read: "Market decidedly firmer. Tendency upward." Brokers report that quite a number of Toronto offers are being refused by their principals, on account of the high prices which are ruling. Another advice states that Ceylon teas from 6 to 6½d. are up ¼d., and teas from 8½ to 10½d. are 1d. dearer. Indian teas are also higher. The strength of the market is due to the shortage in the crop of both Indian and Ceylon teas. The shortage in the Ceylon crop, which was a short time ago estimated at 12,000,000 lb., is said to be further increasing, and some authorities claim that it will ultimately reach about 30,000,000 lb. There has been quite a little buying of Indian and Ceylon teas on this market at about 9d. for bright-liquoring descriptions, and buyers are not pay-



ing as much attention as they were to style. The last English mail has brought upon this market some fine samples of Darjeeling teas, and as the quality of later shipments of these teas is not likely to be as good buyers are urged to make their purchases from the samples now to hand.

Reports in regard to Japan teas are somewhat conflicting, the market being in some instances reported 2c. lower than a year ago, while others again, report slight advances. The real state of affairs seems to be that medium teas, which are the kind wanted here for the 25c. trade, are firm, and that the lower prices are on low-grade descriptions. According to advices from China a steady price is looked for on country greens, pingsueys.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—The market in Greece has again further declined during the past week. The weakness in the market, according to advices from Greece, is due to the want of demand from the European Continent. At the lower prices ruling there has been quite a little buying on the local market on importation account during the past week. According to mail advices received this week it is estimated that the crop in Greece available for export will be only 120,000 tons, which is a reduction of about 10 per cent. in the previous recent estimate. The demand for currants on the local market on retail account is still of a hand-to-mouth character at 9c. for Filiatras, 10½c. for Patras and 12½c. for Vostizzas. To arrive wholesalers quote 7 to 7½c. for fine Filiatras, 7¾ to 8½c. for Patras.

**VALENCIA RAISINS**—Mail advices from Denia state that very little fruit had so far been received and packed, and that the market ruled firm. Very little business is being done on the local market on importation account, and prices continue very weak for spot goods. Wholesalers, at the prices now ruling, are losing from 85c. to \$1 or more per box. Ruling quotations are 4c. for fine off stalk, and 4½ to 5c. for selected. New fruit to arrive about end of the week via Liverpool, is quoted at 7½c. for selected, and 6¾ to 7c. for fine off stalk. That to arrive by first direct steamer, which sailed from Denia, August 22, 6 to 6½c. for fine off stalk, and 6½ to 7c. for selected.

**FIGS**—Quite a few orders have been taken during the past week or ten days for new tapnet figs at 3¾ to 3½c. per lb. to arrive. There are some Eleme figs which have been held in cold storage being offered at 10c. in 10 lb. boxes.

**PRUNES**—There is scarcely anything being done, and quotations are practically nominal. Californian prunes are quoted at the following: 30 40's, 8 to 8½c.; 40-50's, 7½ to 8c.; 50 60's, 7 to 7½c.; 60 70's, 6½ to 7c.; 70 80's, 6 to 6½c.; 80 90's, 5½ to 6c.; 90 100's, 5 to 5½c. French prunes, 3½ to 4c.

#### GREEN FRUITS.

Owing to the moderate supply of berries early in the season there is now an excellent demand for peaches, plums and pears for preserving. Therefore, as the supply is liberal, there is an excellent movement in these lines. Grapes, tomatoes and apples are also selling freely. Jamaica oranges are arriving in barrels, and are in good

demand at \$6.50 to \$7 per bbl. Some houses are repacking them in boxes which are sold at \$4 to \$4.25 each. Bananas are 25c. dearer. We quote: Pears, 20 to 40c. per basket; peaches, Crawfords, 50c. to \$1.25; plums, 20 to 60c.; apples, 15 to 35c.; egg plant, 20 to 25c.; tomatoes, 10 to 18½c.; cucumbers, 10 to 15c.; gherkins, 40 to 65c.; peppers, 25 to 50c.; grapes, in 10-lb. baskets, 15 to 20c. for Champions and 20c. for Moore's Early and Moyer's; muskmelons, 25 to 35c. per crate of 12; watermelons, 15 to 25c. each; bananas, \$1.75 for 1st and 75c. to \$1 for eight-hands. New Verdilli lemons are offering at \$3.75 to \$4.25 per box, and Jamaica oranges at \$6.50 per bbl. or \$4 to \$4.25 per box.

#### COUNTRY PRODUCE.

**EGGS**—The market is in excellent condition, as the demand readily absorbs all supplies. Sound stock is steady at 13c. per doz., while other grades run from 8c. up.

**BEANS**—The market has declined 5 to 10c., but is now firm at \$2.10 for prime beans. This year's crop is not likely to arrive within a fortnight, and is not likely to cause much change when it does come in.

**HONEY**—The demand is keeping up nicely and prices are well maintained. We quote: 9 to 10c. for extracted clover and \$1.75 to \$2 for No. 1 clover comb.

**DRIED APPLES**—There is practically nothing doing in dried apples as last year's stock is cleaned up, and this year's stock has not yet arrived. A small quantity of last year's evaporated apples are offering at 8c., but there is little demand.

**POTATOES**—The market continues firm. While some potatoes can still be bought at 60c., others of superior quality are being sold as high as 75c. per bushel.

**DRESSED POULTRY**—There is not much doing. We quote: Chickens, 45 to 50c. per pair; hens, 45 to 50c. per pair; ducks, 60 to 70c. per pair.

**LIVE CHICKENS**—The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until October 3, for spring chickens, not less than two lb. each, 6c. per lb. For ducklings, not less than four lb. each, 4c. per lb. For hens (including last year's birds) 4c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

#### BUTTER AND CHEESE.

**BUTTER**—The market is weak as the demand is quiet, and stocks are accumulating. Creamery prints are the only grade which show any strength. They continue steady at 21 to 22c., but creamery boxes are 1c. lower than a week ago. Dairy grades are unchanged in prices. We quote as follows: Dairy prints, 17 to 18c.; best tubs, 16 to 16½c.; poor to medium grades, 12 to 15c.; creamery prints, 21 to 22c.; boxes, 19 to 20c.

**CHEESE**—The market is quiet, but as prices at country boards are unchanged, there is nothing new in prices here, the general quotation being 9¾c. for finest cheese.

#### VEGETABLES.

Cabbage, celery and cauliflower are 5 to 10c. cheaper. Butter beans are practically done. There is a good, steady demand.

We quote: Carrots and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 20 to 30c. per doz.; radishes, 15 to 20c.; watercress, mint and parsley, 20c.; cauliflower, 75c. to \$1; celery, 40 to 60c.; cabbage, 25 to 40c.; corn, 6 to 10c.; cucumbers, short, 10 to 15c.; tomatoes, 10 to 17½c. per basket; dry onions, \$1.25 per bush.; new potatoes, 60 to 75c. per bushel; gherkins, 15 to 20c. per 100; egg plant, 30 to 35c. per basket; sweet potatoes, \$3.50 to \$3.75 per bbl.; apples, \$2.50 to \$3.50 per bbl.

#### FISH.

Oysters are on the market, as are also Digby herring and new season's cod. Trout and white fish are still in chief request among the fresh fish. We quote: Fresh fish—Spanish mackerel, 12½c.; codfish, 6c.; whitefish, 7 to 7½c.; trout, 7½c.; halibut, 15c.; sea salmon, 20 to 25c.; haddock, 6c.; herring, 4c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 per basket; Digby herring, 75 to 80c. per bundle. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Oysters—standards, \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

#### HIDES, SKINS AND WOOL.

**HIDES**—The market is active, showing an advance of ¼c. for all green hides. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

**SKINS**—Lambskins and pelts are 10c. higher. The market is active. We quote: No. 1 veal, 8 lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; lambs and pelts, 50c.

**WOOL**—The market is decidedly dull. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—Manitoba and Ontario wheats are both 3c. per bushel lower. Manitoba No. 1 hard is quoted at 82c. grinding in transit, or 80c. Toronto and west. Ontario wheat is quoted at 67c. at outside points, middle freights. There is a fairly good delivery on the Toronto street markets. We quote: Wheat, white and red, 71 to 73c.; goose, 67 to 69c.; oats, new, 38 to 40c.; rye, 52c.; barley, 49 to 51c.; peas, 68 to 70c.

**FLOUR**—The market is easy on account of the decline in wheat, and the abundance of supplies. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4.00; Manitoba strong bakers', \$3.60; Ontario patents, \$3.50 to \$3.60; straight roller, \$3.00.

**BREAKFAST FOODS**—Rolled wheat is 10c. lower. Otherwise there is no change. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70

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P. O. BOX 382.

Toronto Commission Houses.

**New Messina Lemons**

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

**Pineapples**

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

**McWilliam & Everist,**

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

To  
**GROCCERS**  
IN SMALL TOWNS.

If you trade any of your goods to the farmers for Produce, you can get **CASH** for all your live chickens

from  
The Canadian Produce Co.,  
TORONTO.

**Butter Cheese  
Eggs Poultry**

Consignments Solicited.  
Highest Prices. Prompt Returns.

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

**Rutherford, Marshall & Co.**  
Produce and Commission Merchants  
68 Front Street East, Toronto.

**The Jones, Marshall, Rutherford Co.**  
Limited,  
Exporters and Dealers in  
**Butter, Cheese and Eggs**  
27 William St., MONTREAL, QUE.

The  
**DAWSON Commission**  
**Co., Limited**

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

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

in bbls.; rolled wheat, \$2.35 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

MARKET NOTES.

Wheat is 3c. per bush. lower.  
Creamery butter in boxes is 1c. lower  
Beans are now selling at \$2.10 for primes, a decline of 5 to 10c.  
New candied peels are being sold to arrive by local wholesalers.

New season's tapnet figs are being sold to arrive at 3¼ to 3½c. per lb.

The cable announced a further decline in currants in the primary market.

Jamaica oranges are freely offered at \$4 to \$4.25 per box and \$6.50 to \$7 per bbl.

Oysters are offering at \$1.50 per Imperial gal. for standards and \$2 per gal. for selected.

The feature of the tea market is the development of firmer prices with Indian and Ceylon descriptions.

QUEBEC MARKETS.

MONTREAL, September 19, 1901.

GROCERIES.

THE visit of their Royal Highnesses to the city this week has somewhat disturbed business, decorations being the chief topic of discussion. In the trade chief interest hangs about dried fruits, and it is noticeable that merchants are particularly desirous this year of having their goods delivered early. Some Valencia raisins are already to hand, a few passing into stock this week at rather high figures. The first direct steamer will arrive into port about the second week in October. The currant market has again weakened during the past few days and goods have been offered at 15s. or 1s. 6d. lower than a week ago. Since this point was touched there has been a reaction of 6d. and the market is now reported firm. Valencia raisins are also firm and Montreal merchants have bought fairly freely this week for shipment by the ss. Escalona. Sugars are steady at the recent decline, and the raw markets have recovered from their severe depression. Teas are steady. Patna rice is very firm. Canned goods are unchanged although fruits show a decided firmness. American pork is 50c. higher, while the lard market again shows advances on some brands.

SUGAR.

Since our last report the foreign raw sugar market has touched the lowest point on record, 7s. 9½d. Since then, however, the demand has improved and an advance of 2½d. has been scored. The New York market is now quoted the same as a week ago. Locally the demand for sugars is fairly good although buyers are operating lightly. Prices for refined sugar are firm on account of low stocks in refiners' hands.

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD OHUM.

SEAL OF NORTH CAROLINA

OLD GOLD

CIGARETTES

RIOHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY

...EVERY...

COMMISSION MERCHANT

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

Winnipeg Brokers.

**M. B. STEELE**

Wholesale Commission Merchant  
and Broker.

Correspondence and Agencies Solicited.

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

**JOSEPH CARMAN . . .**

WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.

Storage, Track Facilities.

**Foreign Shippers**

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

**E. NICHOLSON**

Wholesale Commission Merchant and  
Broker.

115 Bannatyne St. East, Winnipeg, Canada.

Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**  
LIMITED.

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

151 Bannatyne St., 11th St.,  
WINNIPEG, MAN. BRANDON, MAN.

Winnipeg Advertising Agents.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly  
attended to by

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

Montreal refiners sell at \$3.55 to \$4.25 for yellows and \$4.40 for granulated.

## TEAS.

There is a very fair import trade passing in teas at the present price of third crop Japans, but the shipments are no heavier than last year. Probably the feature of the Japan tea trade is the improved demand from the West. The run is on 18 to 20c. teas especially. China greens continue firm.

There are still few signs of trading in Indian and Ceylon teas as the market has been glutted with the cheap sales made from consignments.

## MOLASSES.

Although there is virtually no business doing, the market continues firm at 28 to 28½c. in 50 puncheon lots and 29c. for small shipments.

## CANNED GOODS.

There is a fair demand for canned goods, but it is not at all brisk and retailers seem determined not to buy heavily. The market continues firm and without change. Tomatoes are selling from 85 to 90c., corn, 80 to 85 and peas 80 to 85c. We quote fruits: Strawberries, \$1.50; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.90 for 2's and \$2.65 for 3's; sliced pineapple, \$2.30, and \$2.45 for grated; 3 lb. apples, 90c.; red pitted cherries, \$2.00, and whites, \$2.15. There is nothing new to report on salmon, the prices of the standard brands being fully maintained. The best Fraser river sockeye is selling at \$1.45 per dozen and private brands are quoted at \$5 per case. Rivers Inlet sockeye is selling from \$1.25 to \$1.32½.

## SPICES.

There is a fairly good inquiry reported for spices at steady prices. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 16c.; Jamaica, 25c.

## RICE AND TAPIOCA.

Patna rice is very firm and at present primary quotations it would cost ½c. more to lay it down than wholesalers are selling at to day. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¾c. per lb., and tapioca, 3¾ to 3¾c.

## FOREIGN DRIED FRUITS.

**VALENCIA RAISINS**—Some small early shipments of Valencia raisins of good quality came to hand this week and are selling at 6¼ to 6½c. The first shipments via Liverpool are expected next week, when prices will be put down ¼c. By first direct steamer fine off stalk Valentias are quoted at 6 to 6¼c.; selected, 6½ to 6¾c.; and layers, 7 to 7¼c. Since these prices went out the primary market has advanced ½c. and it will not be many days before our market will do likewise. The market is very firm. Spot goods continue to be slaughtered.

**CURRANTS**—Since our last report the currant market has declined another 1s. 6d. to 15s. and has reacted 6d. making the latest quotation 15s. 6d. The tendency is now upward. For delivery in the first half of October fine Filiatras are quoted at 5¾ to 6¼c., and cleaned, 6¼ to 6¾c.; cleaned in 1-lb. cartons, 8c., and finest Vostizza currants, in half cases, 7¾ to 8¼c. The Escalona with currants on board is this week at Denia taking on Valencia raisins.

**SULTANA RAISINS**—The Sultana raisin market is steady at 9¼ to 10c. for goods to arrive, first half of October.

**FIGS**—Comadre figs to arrive are worth 3¾ to 3¾c. in tapnets. Eleme figs will be sold at \$1.05 per 10 lb. XXX box, \$1.95 per 19 lb. XXX box, \$4.30 per 28-lb. XXXXX box, 8s. per 12 oz. box and 12c. per 16 oz. box.

**DATES**—Are quoted to arrive first half of December at 4¾ to 5¼c.

**PRUNES**—As yet no authoritative prices are out, but it is likely that smaller sizes will be about ½c. higher than last year and larger sizes about the same.

**EVAPORATED FRUITS**—Evaporated apples are worth 9c., which the factorymen are asking for new fruit. Prices on new Californian fruits are not yet announced, but, so far as we can judge, apricots will be about 3c. higher than last year, peaches about 1½ to 2c. and pears fully 3c. higher. It is not likely that fixed prices will be announced till the fruit is ready for shipment, about the last of September.

**PEELS**—English peels for late delivery are quoted at 10 to 11c. for lemon, 10½ to 11½c. for orange and 14½ to 15½c. for citron peel.

## NUTS.

Pure Mayette walnuts are worth 11 to 12c. to arrive in December. Sicily filberts, 8½ to 9½c. to arrive in November; Tarragona almonds, 10¾ to 11¾c., and shelled almonds, 26c. to arrive in November also.

## GREEN FRUITS.

The weather has been rather against movements of fruits, and prices are somewhat lower in peaches. We quote as follows: Californian Valentias, \$5 to \$6 per box; Messina lemons, 300's, \$3.25 to \$4.50; 360's, \$2.75 to \$3.50 per box; Verduli lemons, \$3.75 to \$4.75 per box;

pineapples, 20 to 30c.; Canadian apples, 15 to 25c. per basket; Californian plums, \$1.00 to \$2 per box; peaches, \$1.00 to \$1.25; limes, \$1.50 per box; Ontario peaches, 30 to 50c. per basket; Ontario plums, 30 to 40c.; cocoanuts, \$3.25 per bag of 100; Californian Bartlett pears, \$2.50 to \$3.00 per box; watermelons, 20 to 25c.; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.35 to \$1.50; Canadian pears (baskets), 30 to 40c.; Bartlett pears (bbles.), \$2.00 to \$4.50; Clapp's Favorite (bbles.), \$2.00 to \$3.75; Ontario muskmelons, 25 to 60c. per crate.

## COUNTRY PRODUCE.

**EGGS**—The demand for eggs is very satisfactory, and prices are somewhat higher. Sales of round lots of fresh stock have occurred at 13½ to 14c., and in a jobbing way at 14½ to 15c.

**HONEY**—A fair volume of business has been done in honey at 11 to 11½c., and strained at 7½ to 8c. per lb.

**POTATOES**—There has been no change in the market for potatoes, which are fairly active at 60c. per bag in carlots and 75c. in a jobbing way.

**ASHES**—Business is slow, and prices are unchanged. We quote: Firsts, \$4.25; seconds, \$3.85, and pearls, \$6.75 to \$7.25 per 100 lb.

## FLOUR AND GRAIN.

**FLOUR**—A fairly active business has been done in all grades of old wheat flour, and as supplies of such are somewhat limited the tone of the market is firm. We quote as follows: Manitoba spring wheat patents, \$4.10 to \$4.15; winter wheat patents, \$3.75 to \$3.90; straight roller, \$3.40 to \$3.50; in bags, \$1.65 to \$1.75 and Manitoba strong bakers', \$3.60 to \$3.90.

**GRAIN**—We quote: No. 1 spring wheat, 70c. afloat September; peas, 81c.; rye, 58 to 59c.; No. 2 barley, 54c.; oats, 39 to 39½c.; buckwheat, 56½ to 57c.; corn, 59 to 59½c.

**OATMEAL**—Business in rolled oats continues quiet and chiefly of a jobbing nature, at \$4.10 to \$4.20 per bbl. and \$1.95 to \$2.05 per bag.

**FED**—A fair trade was reported in feed and the market was moderately active. Ontario bran is selling at \$15.50, and shorts at \$18 to \$19 per ton, in bulk; Manitoba bran at \$16, and shorts at \$18 per ton.

**BALED HAY**—The demand for baled hay is good and the market continues active. There is a steady demand for old-crop hay at country points and it is being shipped to Africa as fast as it can be pressed. No. 1 is scarce and commands \$11 to \$11.50 easily, while \$10.50 is paid for No. 2. In new hay the market is quiet at \$9 for No. 2.

## BUTTER AND CHEESE.

**BUTTER**—The demand for butter was good, and considerable business transacted. The tone is firmer and prices have an upward tendency, some holders asking 21c. for finest late made creamery. We quote: Finest creamery 20¾ to 21c.; undergrades 19c., Western dairy, 16c.

**CHEESE**—The cheese market was quiet this morning on spot, but a firm undertone is being maintained. An advance of ¼c. is reported on last week's level. We quote:

prices are held at about 2½c. above opening prices of new goods. In the local market, peas have not advanced. The old goods bought this season are the only goods which show a profit. Canned pears and plums are low, but the sale is light. Blueberries are tending higher. There is a large western and American demand. Salmon is a light stock. There seems no sale for high-grade fish. The cheaper goods seem to give satisfaction. Kippered herring and haddies are very firm. Sardines are freely received.

**GREEN FRUITS** — Business is active. Apples are coming in freely. There is quite a good crop in Nova Scotia. Prices remain unchanged. Best eating stock is still scarce. In pears, the market is overstocked. Large quantities have been received from Nova Scotia. For really good stock, quite full figures are asked. Peaches are scarce. Prices are rather higher. Nova Scotian plums have been in large supply, but the quality has been good and the sale large. In oranges and lemons, there is little business. Bananas have been again rather scarce this week. Grapes from Ontario have a good sale, prices tending rather lower. Californian Tokays have a good sale, but the supply is not large. Sweet potatoes are offered freely.

**DRIED FRUITS**—Raisins are the subject of interest. While in Valencias and Malagas prices are reasonable, buyers are backward. They are anxious for prices on Californians. They are the raisins preferred. Things seem mixed on the Coast, but the outlook is for quite full prices though rather below last season. The advance and firm feeling in old fruit, both seeded and loose, in New York, has been a surprise. Seeded are considered good stock at present figures. Prunes are likely to be rather higher than last year. Spot business is light. New evaporated peaches and apricots are expected shortly. Package dates are rather higher. New figs cost less than last year. Evaporated apples are scarce and high. New are not yet quoted.

**DAIRY PRODUCE**—In butter the sale is active at higher prices, and the market is tending upward. Output in New Brunswick will be short. Local output of late cheese is short and local prices are rather higher. There is a fair sale for small cheese. Eggs are lower here than at other points, but there is a fair sale.

**SUGAR** — The new arrangement is working well. St. John merchants find they are selling sugar at points they could before seldom touch. In yellows, but two grades have yet been offered. A difference of 30c. is made. Business will be more satisfactory when a full line is offered.

## A Grocer

wouldn't be safe in closing his eyes, in either buying or selling most groceries—he would in buying or selling

# Clark's Meats

because their quality is always of the best.

60 Varieties.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

# COCOA

W. A. CARSON

J. ERLE CALDWELL

## Belleville Pottery Co.

SUCCESSORS  
TO...



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.

## PARAFFINE WAX

In "One Pound Cakes" for  
**HOUSEHOLD USE**  
Washing Clothes, Ironing, Sealing Canned Fruit, etc.

QUEEN CITY OIL COMPANY, Limited, - - - TORONTO, ONT.  
SAMUEL ROGERS, President.

**MOLASSES**—The sale is for Porto Rico, but it is light at present. The country is quite well stocked. Stock in St. John is quite large, and the low prices continue. Arrivals are much larger than last year. In some other lines they have not been as large.

**FISH**—There is but fair business. Little is doing in fresh fish. In dry fish, there is no change. Values are quite low. Smoked herring, new, are still quite firm, but lower figures are expected. Pickled herring are

good and prices lower than last year. There is an improved sale for boneless fish. Shad are particularly scarce this season. Finnan haddies and kippered herring are offered. We quote: Large and medium dry cod, \$3.25 to \$3.50; small, \$2.50 to \$2.60; haddies, 5 to 5½c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$1.75 to \$1.85 per half bbl.; Canso herring, \$5 per bbl.; kippered herring, \$1 per box.

# TEAS For the Wholesale Trade

Japans, Congous, Indian, Ceylon, Ootongs, Pingsuey, Gun-powders, China Greens.

WRITE FOR QUOTATIONS.

**S. H. EWING & SONS, 96 King St., MONTREAL**

**FLOUR, FEED AND MEAL**—In flour, values are unchanged. There is a fair business. Oats and oatmeal are quite high, though hardly as firm. Feed is particularly scarce. Cornmeal is held at the high prices, being higher than for some years. Beans are going off in price very quickly. The decline at time of writing is about 60c. They are likely to be as low as before the advance. Barley is higher. Peas are higher and scarce. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00; medium, \$3.60 to \$3.70; oatmeal, \$4.25 to \$4.30; cornmeal, \$3.00 to \$3.10; middlings, \$2.20 to \$2.30; oats, 48 to 50c.; hand-picked beans, \$2.25 to \$2.50; prime, \$2.20 to \$2.25; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.10 to \$4.15; barley, \$4.10 to \$4.25; hay, \$12 to \$14.

#### ST. JOHN NOTES.

C. E. Macmichael is representing The Imperial Extract Co.

Barton Gandy is landing a cargo of Liverpool coarse salt this week.

Northrup & Co. have received a large quantity of particularly nice dulce.

A. F. Randolph & Sons, Fredericton, have received a car of Fairbank's lard.

"Sunlight" soap is having increased sale. The Canadian package is popular.

New gallon apples were received by the trade this week. They were shipped by J. G. Rood & Co., Nova Scotia.

T. H. Estabrooks is in Ontario. Since putting his travellers in that Province in the spring his shipments of tea west have been large.

#### HE SOLD THE COFFEE.

A SALESMAN for a coffee house which does a large business in Brooklyn, N.Y., has hit, according to a contemporary, upon a scheme to get orders which has the merit of cleverness. How he works it is best told in the words of a charming young housewife, who lives at what some Manhattanites call "the foolish end of the bridge."

"I saw his wagon stop at the door before the bell rang," said she, "and I knew it was one of those persistent coffee men. I had tried twice before to use their coffee, but it wasn't as good as the coffee my grocer sells. I went to the door myself, prepared to be awfully cross. The man stood with his hat in his hand. He gave me one look and started back a step with his hand on his heart. I thought the poor fellow was going to faint. He recovered himself in a moment, and looked very much embarrassed.

"'Pardon me,' he said, 'but I was so startled. I have recently lost a sister, and you looked so much like her that I thought, as you opened the door, she had come back to life.'

"The man was apparently much affected, and I felt so sorry for him. When he began talking coffee I tried to steel myself against him; but he looked at me so wistfully that I hadn't the heart to be disagreeable. He was evidently so well bred, too, that I couldn't shut the door in his face. Well,

before I realized it I had bought a pound of his coffee.

"I didn't feel so badly about having broken my resolve until next day, when a woman in the apartment across the hall dropped in to tell me how sorry she felt for a poor coffee salesman who nearly fainted when she opened the door, because, as he said, she was the living image of his dead sister."

#### THE FRUIT AREA OF ONTARIO.

Professor Macoun, of the Dominion Geological Survey, who has been, during the past four months, examining the flora of the land along the shores of Lakes Erie and Huron, from Niagara to the peninsula between Lake Huron and Georgian Bay, returned to Ottawa last week.

While on the tour, Professor Macoun paid particular attention to the forests of the district through which he passed. As a result of this examination, he is convinced that the fruit area of Ontario can be greatly increased; that, in fact, apples, pears, peaches, plums and cherries can be grown all through the district. Not only are the climatic conditions favorable, but the soil is light enough even for peaches. Professor Macoun declares that there is ample room for millions of trees.

The Peterboro', Ont., council has passed a by-law prohibiting the giving or selling of trading stamps in that city.

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

# Save Money

By buying your Paper,  
Paper Bags, Twines,  
etc., etc., from

## Douglas <sup>AND</sup> Ratcliff,

PAPER DEALERS  
AND IMPORTERS

Phone 1773.

30-34 Church Street

TORONTO.

### THE WRITING OF AN "AD."

There is a widespread idea that a good advertisement must be one that is very novel, very striking—one that exhibits a good deal of ingenuity in its construction, that contains a flash of wit, an epigrammatic phrase, or a clever word illustrated connection between the article in question and its practical qualities. The advertisement writer that is constantly evolving some of these "cunning" ideas is popularly supposed to be a clever advertisement writer.

Now, these things have their uses, but this idea is overtaxed. Now and then, some epigrammatic phrase, some clever idea or illustration along this line is so good, so happily hits off the idea to be conveyed, that it is a good, a very good advertisement, and serves very successfully, but these successes are the exception, not the rule.

A really-good advertisement, outside of the technical knowledge that may be displayed in the arrangement, contrasts in type, in black and white, etc., is really a very simple thing. It consists in simply making use of the real, the practical, the truly valuable point or points of the article advertised, the feature or features which make it of plain worth and value to the prospective buyer, and of stating this in a clear, reasonable and logical way, stating where it excels, and then giving the reason why it does, so that the statement bears the stamp of truth, in a way that shows it must be so. This is the underlying principle of a good advertisement.

### LOOK AT HOME.

If retail grocers wish to make a success especially small dealers), they must get rid of the everlasting jealousies which seem to exist among them, remarks an exchange. Instead of each man trying to build up his trade on strictly business principles, his whole aim seems to be the ruination of his competitors. If Brown puts out a card announcing that he sells eggs for 14c. per doz., Jones, across the street, meets it with a price of 13c. If Brown advertises sugar at 5½c., Jones goes him ½c. better.

The latter does not stop to consider whether he can afford it, or to take into consideration quality, etc., of the goods offered by his competitor. Consequently at the end of the year when he foots up profit and loss he finds but little reward for his 12 months of hard work. Attend to your own business; keep good goods; teach your customers to have confidence in you, and don't bother about the other man.

### TRADE CHAT.

Fred Smye, of Balfour & Co., grocers, Hamilton, Ont., has gone on a trip to Europe.

George B. Cooney, grocer, Peterboro', Ont., has sold out to Wm. Metheral, of the same place.

John Jones, grocer, Sarnia, Ont., spent part of last week at the Pan-American Exposition with his wife and daughter.

### TEAS IN NEW YORK.

Country greens and Pingsueys were in small spot supply, and according to the advices coming to hand there will be no excessive supplies from this season's crop. The market for these grades of teas showed a tendency to harden, and in a quiet way a moderate volume of business was transacted at firm prices. Sales reported for the day were 1,700 packages Pingsuey. Congous also were somewhat firmer, with Sc. in bond being quoted as an inside figure. Business reported was 500 packages Congous. Other teas were unchanged and steady. The line business was reported as fairly active.—N. Y. Journal of Commerce, September 17.

### COMPLICATED PRUNE CONDITIONS.

In connection with prunes The Fruit Grower says: "The association matters are getting more complicated every day, and it is hard to see a favorable outcome. The association has in the neighborhood of 30,000,000 pounds of old prunes carried over from last year, and many think these holdings will not be materially added by this season's crop. The quantity of prunes to be controlled by the association this year depends largely on the actions of the smaller growers' unions, which are at present discussing their future course."

Include with first order from wholesale grocer  
a trial lot of

# H AND H

TRADE MARK

the unequalled cleaner. Steady growth. **seasonable**, well advertised and have letters daily from consumers.  
34 Yonge Street, Toronto.

## A "Busy" Telephone Line

is a Telephone line in use. If you receive many complaints that your line is always "Busy," it shows that while someone is talking to you someone else wants to talk to you—that your correspondence is too much for your Telephone facilities. For details apply to the local manager.

THE BELL TELEPHONE CO.  
OF CANADA.

BUY

## Star Brand

## COTTON CLOTHES LINES

— AND —

## COTTON TWINE

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

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

G. B. Elliott, grocer, etc., Galt, Ont., has bought out George Dryborough, grocer, of the same place.

Damage to the extent of about \$140 was done to the premises and stock of R. J. Ryan, fruiterer, Queen street west, Toronto, on Monday by fire.

# BETTER THAN EVER!

The demand for advertising space is already large, and some forms have been sent to press with advertisements in choice positions. Those who want to have careful and leisurely attention given to their advertisements should let us have them early, as, in a week or two, we will be "in a rush" and will have to handle all matters as quickly as we can, and we do not want any of our advertisements to be of the set up in a hurry kind. ❁ ❁ ❁ ❁ ❁

## The Special Autumn Number

of

## The Canadian Grocer

is now in active  
preparation

It combines all the features that go to make up a first-class ADVERTISING MEDIUM—REPUTATION, CIRCULATION, APPEARANCE, Etc.





# JAMES' "DOME" BLACK LEAD

Gives an instant and lasting polish to stoves, Grates, etc., without labour.



## ROWAT'S Pickles and Worcester Sauce.

The most popular in Canada.

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



	Montreal.	Toronto.	St. John, Halifax.		Montreal.	Toronto.	St. John, Halifax.
<b>COFFEE</b>				<b>PETROLEUM</b>			
Green -				Canadian water white.....	14½	15½	16
Mocha.....	24	23 28	25 30	Sarnia water white.....	16	17	16
Old Government Java.....	27	22 30	25 30	Sarnia prime white.....	18	15	15½
Rio.....	10	7½ 9½	12 13	American water white.....	19	17½	17½
Santos.....		9½ 10½		Pratt's Astral (barrels extra)	18½	19	18
Plantation Ceylon.....	29	26 30	29 31				
Porto Rico.....		22 25	24 28	<b>Black - TEAS</b>			
Gaatemala.....		22 25	24 26	Congou--Half-chests Kalsow			
Jamaica.....	18	15 20	18 22	Moning, Paking.....	13	60	12 60
Maracaibo.....	13	13 18	13 15	Caddies Paking, Kalsow..	17	40	18 50
				Indian--Darjeelings.....	35	55	35 55
<b>NUTS</b>				Assam Pekoes.....	20	40	20 40
Brazil.....		15 16	8½ 9	Pekoe Souchong.....	18	25	18 25
Valencia shelled almonds.....	31 32	30 35	22 25	Ceylon--Broken Pekoes.....	35	42	35 42
Tarragona almonds.....	11½ 12½	13 14	13 15	Pekoes.....	20	30	20 30
Formegetta almonds.....		14½		Pekoe Souchong.....	17½	40	17 35
Jordan shelled almonds.....	40	40 43		China Greens			
Peanuts (roasted).....	7½ 8	8 10	9 10	Gunpowder--Cases, extra first	42	50	42 50
" (green).....	6½ 7	7 9		Half-chests, ordinary firsts	22	28	22 28
Cocoanuts, per sack.....	3 00	3 75	3 50 4 00	Young Hyson--Cases, sifted			
per doz.....		60 70		extra firsts.....	42	50	42 50
Grenoble walnuts.....	9½ 10	12½	9 12	Cases, small leaf, firsts.....	35	40	35 40
Marbot walnuts.....	7 9½	11½	9 10	Half-chests, ordinary firsts	22	28	22 28
Bordeaux walnuts.....	7 8	9 10	9 10	Half-chests, seconds.....	17	19	17 19
Sicily filberts.....	9 10	10 11½	9 10	" thirds.....	15	17	15 17
Naples filberts.....	10 12	13 15	12 14	common.....	13	14	13 14
Pecans.....	19 20	20 25		<b>Pingsueys--</b>			
Shelled Walnuts.....				Young Hyson, ½-chests, firsts	28	32	38 32
				" " seconds	16	19	16 19
<b>SODA</b>				" Half-boxes, firsts ..	28	32	28 32
Bl-carb. standard, 112-lb. keg	1 65 1 80	2 00 2 25	1 70 1 75	" " seconds	16	19	16 19
Sal soda, per bbl.....	70 75	80 90	85 90	Japans--			
Sal Soda, per keg.....	95 1 00	1 00	95 1 00	½-chests, finest May pickings	38	40	38 40
Granulated Sal Soda, per lb..		1		Choice.....	32	36	32 36
				Finest.....	25	30	25 30
<b>SPICES</b>				Fine.....	25	27	25 27
Pepper, black, ground, in kegs				Good medium.....	22	24	22 24
pails, boxes.....	16 18	18	14 15	Medium common.....	19	20	21 23
" in 5-lb. cans.....	14 17	19	15 16	Good common.....	16	18	18 20
" whole.....	15 17	19	12 13	Common.....	13	15	15 17
Pepper, white, ground, in kegs				Nagasaki, ½-chests, Pekoe..	16	22	
pails, boxes.....	26 27	26 27	24 26	" " Oolong.....	14	15	
" 5-lb. cans.....	25 26	25 26	20 22	" " Gunpowder.....	16	19	
" whole.....	23 25	23 25	20 22	" " Siftings.....	7½	11	
Ginger, Jamaica.....	19 25	22 25	20 25				
Cloves, whole.....	12 30	14 35	18 20	<b>RICE, MACARONI, SAGO, TAPIOCA.</b>			
Pure mixed spice.....	25 30	25 30	25 30	Rice--Standard B.....	3 00	3 10	
Cassia.....	13 18	20 40	16 20	Patna, per lb.....	4 25	4 50	4½ 5
Cream tartar, French.....	25 24	25 20	22 22	Japan.....	4 40	4 90	5½ 6
" " best.....	28 25	30 25	30 25	Imperial Seeta.....	4 60	4 90	4½ 5
Allspice.....	10 15	13 16	16 18	Extra Burmah.....			4½ 4
				Java, extra.....		5½	6 6½
<b>WOODENWARE</b>				Macaroni, dom'ic, per lb., bulk	5	6	7 7½
Pails, No. 1, 2-hoop.....	1 90	1 60	1 90	" imp'd, 1-lb. pkg., French..	8	10	9 10
" " 3-hoop.....	2 05	1 75	2 05	" " Italian.....	8	10	11 12½
" half, and covers.....	1 75	1 70	1 75	Sago.....	3½	4	4½ 4½
" quarter, jam and covers	1 45	1 20	1 45	Tapioca.....	3½	4	4½ 4½
" candy, and covers.....	2 70	1 75	2 70				
Tubs No. 0.....	11 00	8 50	11 00				
" " 1.....	9 00	7 00	9 00				
" " 2.....	8 00	6 25	8 00				
" " 3.....	7 00	5 35	7 00				

**BUSINESS CHANGES.**

**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

**J**OSEPH TREMBLAY, general merchant, St. Bruno (Chicoutimi) Que., has assigned and V. E. Paradis has been appointed provisional guardian.

H. W. Mockler, general merchant, Durham, Ont., is asking an extension.

Barbara C. Morlock, grocer, Hespeler, Ont., has assigned to Winnifield Brewster.

J. D. Sowerby, general merchant, etc., Oak Point, Ont., is offering to compromise.

A. Dumesnil, general merchant, Cascades Point, Que., is offering 40c. on the dollar.

Mrs. H. Dubois, general merchant, St. Didace, Que., has assigned to Lamarre & Galaiz.

Inness, Hemeon & Co., lobster packers, Liverpool, N.S., are offering 25c. on the dollar.

J. H. Montgomery, grocer, Edmonton, N.W.T., has assigned to Joshua Montgomery.

Jacob Rosen, general merchant, Selkirk West, Man., has assigned to Wm. Watson, Winnipeg.

Wm. MacPherson, general merchant, Williamstown, Ont., has compromised at 25c. on the dollar.

G. A. Labelle, general merchant, Washam Mills, Que., has assigned and F. A. Labelle, Hull, has been appointed provisional guardian.

A meeting of the creditors of Barbara C. Marlock, grocer, Hespeler, Ont., was held yesterday (Thursday).

**PARTNERSHIPS FORMED AND DISSOLVED.**

Messier & Freres, grocers, Montreal, have dissolved.

McNeill Bros., grocers, Nelson, B.C., have dissolved. A. McNeill continues.

Moekkel & Course, confectioners and fruiterers, Macgregor, Man., have dissolved.

Demers & Larose have registered partnership as general merchants in Thetford Mines, Que.

**SALES MADE AND PENDING.**

Burgess & Smith, grocers, Halifax, have sold out.

Bradford & Hessel, confectioners, etc., London, Ont., are advertising their business for sale.

The stock of James Lyder, grocer, Newcastle, N.B., has been sold by sheriff under execution.

The assets of the estate of J. Verret, general merchant, Becancour, Que., have been sold.

The stock of J. C. Gagnon, general merchant, St. Flavie Station, Que., has been sold at 65c. on the dollar.

The stock of the estate of Geo. E. Nugent, general merchant, Hazel Cliffe and Wapella,

N.W.T., has been sold. The Hazel Cliffe stock was bought at 80c. and the Wapella stock at 70c. on the dollar.

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

Miss A. Chalifoux, general merchant, Wendover, Ont., has sold out.

Alex. Young, general merchant, Summerville, N.S., is advertising to sell out.

D. Nerrie, general merchant, Springbrook, Ont., is advertising his business for sale.

The stock of J. R. Boyd, general merchant, West Lake Vale, N.S., has been sold by assignee.

**CHANGES.**

Anetta Trebilcock, grocer, London, Ont., has sold out to Wm. T. Hall.

Mrs. Arthur Lalonde has registered under the style of A. Lalonde & Co., tobacconists and cigar dealers, Montreal.

Robert Forward, cigar dealer, etc., North Sydney, N.S., has sold out to Charles Ross.

Albert Peart, confectioner, Leamington, Ont., has been succeeded by Peart & Miller.

N. B. & D. Howden, grocers, etc., Watford, Ont., have been succeeded by N. B. Howden & Son.

M. Richardson & Co., general merchants, etc., Flesherton, Ont., have sold out to Boyd, Hickling & Co.

The style of the Creme de la Creme Cigar Co., Limited, has been changed to J. M. Fortier, Limited.

Robert Armstrong, grocer and blacksmith, Makinak, Man., is advertising his blacksmith shop for sale.

Lucius B. Currie has registered as sole proprietor of L. B. Currie & Co., general merchants, La Have, N.S.

W. T. Harris, grocer, Sydney, N.S., has registered consent for his wife, Mamie Harris, to do business in her own name.

The style of Lawry & Son, Limited, pork packers, Hamilton, Ont., has been changed to the Fowlers' Canadian Co., Limited.

Folis & Consentino have bought out Lechtzier & Co., fruiterers, and W. Rodgers & Co., fruiterers and confectioners, Winnipeg.

**FIRES.**

A. F. Hawke, general merchant, Grimsby, Ont., has suffered loss by fire.

W. H. Brown, general merchant, Pugwash, N.S., has been burned out; no insurance.

The property of C. W. Stewart, grist miller, St. John, N.B., has been damaged by fire; insurance \$3,000.

**DEATHS.**

James Pearson, general merchant, Lytton, B.C., is dead.

Abel C. Robbins, of Parker, Eakins & Co., wholesale grocers, etc., Yarmouth, N.S., is dead.

**Enterprise**  
**RENOVATOR.**

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

**ENTERPRISE SPECIALTY CO.,**  
83 Bay Street, TORONTO.

**AN INTRODUCTION**

MR. GROCER,

Permit us to introduce to you our

**N. & B.**  
**Jelly Powder**

We know the acquaintance will prove mutually profitable—

**Price, 90c. doz. Retails 10c. package**

A good profit to the merchant.

Satisfaction for the consumer.

If you have never seen the goods write us on your letter paper. We will send you by return mail a sample package **FREE.**

IT'S WORTH TRYING.

**NICHOLSON & BROCK,**  
**TORONTO.**

**Ross'**  
**Tea**

We persist in telling you, that ROSS' High Grade is the only pure Ceylon tea on the market. All others, without exception, are mixed with China and other teas.

The grocer who supplies his trade with good, pure articles, is the one who "gets there."

You say you give your customers what they ask for, that's all right, but when you are recommending a better and purer article than the one they ask for, you are safe in doing it every time.

ROSS' High Grade Ceylon Tea is the best tea that has ever been put up in Canada. Send for samples and prove it for yourself.

5, 10, 25 and 50c. packages.  
The 25c. package contains 10 ounces.  
The 50c. package contains 20 ounces.  
Black, Green or Mixed.

**THE ROSS TEA CO., - - TORONTO.**

## THE PROVISION TRADE.

The Markets—Provisions in the United States—Miscellaneous Notes.

### PROVISIONS IN THE UNITED STATES.

PROVISIONS are higher than a month ago, when corn was almost 7c., and wheat 6c. higher than at present. The grains have receded and provisions have moved up. The best advances have been in the near-by product, because it has had the help of an excellent cash demand. Hogs are at 7c., the top figure so far. The live animal is above a parity with the manufactured product. The outsider is as much afraid of the present high level of products as he is timid over corn and oats, and he has been in the provision market for 60 days. The packers are generally friendly to the near-by futures, but are divided over the January. There is one large long line of January lard; but the manufacturers generally are disposed ahead of last year for the same two months, but the liquidation is apparently ending. With all the extra hog supply the stocks of lard have decreased. The stocks of meats have not increased on this hog liquidation, but they are considerably larger than they were last year. The position of the fats is substantially stronger than the meats.—National Provisioner.

### BUTTER FROM VEGETABLE MATTER.

Is the cow to be altogether eliminated from the dairy? The British Consul-General at Marseilles hears that "a new fatty substance for consumption in the United Kingdom, to take the place of butter, is being put on the British market. It is called vegetaline, and is nothing else than the oil extracted from coprah (dried coconut), refined, and with all smell and taste neutralized by a patented process. It becomes like sweet lard, and is intended to compete with margarine on the breakfast table, as a substitute for butter." A Liverpool firm, we are told, will this year help in an effort to popularize the stuff.

### THE PROPOSED GERMAN TARIFF.

The domestic food conditions of Germany must be very poor and very alarming to call for so drastic a prohibitive tariff as that for 1904, which raises the duty on imported meats, etc., from 50 to 300 per cent., as proposed.

If the internal conditions of Germany improve by the time it is contemplated to put the exclusion tariff in force, there will not be the same howl and demand, in certain quarters for it. If these domestic conditions in the Fatherland do not so

improve there is reason to believe that the oppressed condition of the people will not stand or permit the exclusion of the necessities of life or of their importation at far greater cost and expense to the people of that country.

Tariffs do not breed live stock. They could not encourage the replenishing of the German herds under food conditions which would call for a heavier killing of the home herds.

With a proposed duty of nearly \$4 per head on calves, \$6 per head on cows, \$2 40 per head on hogs and \$75 per ton on meat coming into Germany, it can readily be seen that there is a purely selfish speculative move behind this tariff schedule, and an ulterior concert purpose beyond. After the pockets of those closely in interest is satisfied and the temporary assist to diplomacy has been played to the limit we feel confident that this tariff will either lapse or be very materially modified.—National Provisioner.

### TO MAKE THEIR CUSTOMERS PAY.

The retail butchers and provision dealers of Saginaw, Mich., are uniting to enforce payment of their customers' accounts, and have formed an association. Among the rules adopted are the following:

1. All customers receiving credit to pay accounts in full on each regular pay day.
2. That customers not paying their accounts in full to be reported to the association.
3. That further credit shall be refused them at all markets until such account is settled in full.
4. All butchers having such accounts shall notify the secretary of the association, and the account will be referred to a committee appointed to investigate the same.
5. Any member giving such person credit shall be fined \$2 for first offence, and \$5 for every offence afterward.

Provision dealers throughout Canada might find it good policy to adopt similar means to get payment of their accounts.

### THE EVIL OF FROZEN MEATS.

Refrigerator fresh meat has a decided advantage over frozen meat, says the National Provisioner. It is a singular fact, however, that meat which has been frozen and subjected to a temperature of 50 to 60 degrees F. decomposes much more rapidly than meat which has been subjected to a temperature below the freezing point.

A cut of beef or a leg of mutton which has been frozen loses a very large part of its juices or gravy when cooked. This is due to the structural change in the cells. Refrigerated or fresh meats do not have this evil of insipidness; neither are these meats flabby or ropy. Cold will loosen and extract the albumen from meats, while cooking hardens and seals it in the meat body.

### THE PROVISION MARKETS.

#### TORONTO.

Dressed hogs are 10c. higher. Calves are 50c. dearer. Lambs are ¼c., beef carcasses ½c., and hind quarters 1c. lower. Otherwise there is no change in dressed meats. There is not much doing, as the fall demand has not yet properly opened up. We quote as follows: Dressed hogs, \$9.25 to \$9.60 per cwt.; mutton, \$5.50 to \$6.50 per cwt.; lambs, 7½ to 8½c. per lb.; beef carcasses, \$7.25 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8.50 for best and \$6 to \$7 for mediums.

The market for all pork products continues stiff, though the only change is an advance of ¼c. in lard in tierces. We quote: Long clear bacon, 11½ to 12c. Smoked meats: Breakfast bacon, 15c.; rolls, 12½c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams, 12c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20.50; Canadian short cut, \$22. Lard—Tierces, 11½c. tubs, 11¼c.; pails, 12c.

#### ST. JOHN, N. B.

Barrelled pork continues to advance. The local packed is chiefly mess and will be used as far as it goes. Beef is very firm, particularly Boston prices which are usually below Chicago. Ontario beef shows improved sale. Lard is also higher.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

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

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

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

D. GUNN, BROTHERS & CO.  
76-78-80 Front St. E. - TORONTO.

**Buy...**

*REGISTERED*  
**Bow Park**  
*BRANDS*

**PICKLES** for your  
best trade.

PREPARED BY

**Shuttleworth & Harris,**  
BRANTFORD, ONT.

The demand for

*REGISTERED*  
**Bow Park**  
*BRAND*  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
BRANTFORD, ONT. LIMITED

**HAMS**

**Sugar Cured  
Bright  
Juicy  
Well Flavored**

There are no better Hams made than Fearman's "Star Brand." If you have not proved this, send us a sample order.

**F. W. FEARMAN CO.**  
Limited

Pork Packers and Lard Refiners,  
Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.  
**COLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house.

**THE BEET-SUGAR INDUSTRY.**

At a well-attended meeting of farmers who live in the vicinity of Galt, Ont., a suggestion to establish a large beet-sugar factory was favorably considered, and a deputation was sent to Michigan to inquire into the conditions of the sugar-making industry in that State. It is stated that American capitalists have offered to furnish \$40,000 capital if an \$80,000 factory is erected.

The board of directors of the Warton Beet Sugar Manufacturing Company has awarded the contract for the erection of buildings and plant for next fall. The buildings and part of the plant are to be of 700 tons of beets capacity per day, the mean capacity being 350 tons. It is understood the contract price is almost \$350,000. The following officers were reelected at a meeting of the shareholders of this company last week: President, B. B. Freeman; vice-president, J. Flett; directors, J. C. Siemon, J. Young and J. A. Simmers.

The Ontario Beet Root Sugar Co., Limited, Toronto, have been incorporated with a capital stock of \$1,000,000, and the following provisional directors: Hugh Blain, Robert Jaffray, M. J. Hay, M. McLaughlin, H. M. Pellatt, Arch. Campbell, Jas. Fowler, W. J. Gage, John Flett, S. F. McKinnon, S. H. Janes and N. B. Gash, all of Toronto; and Wm. Henry, of Hamilton; F. J. Denison, Dunnville, and John Brown, Dunnville. It is probable that this concern will erect a factory at Dunnville, Ont.

**CORDIALTY.**

Turn to your Webster and you find that "cordiality" means "sincere affection and kindness; warmth of regard; heartiness." Cordiality, therefore, would seem a mighty handy quality to mix with one's business, says New York Merchants' Review.

How often is one rebuffed or repelled by coldness, stiffness, gruffness, surliness, brusqueness or simple absence of politeness, and then just when one is almost ready to register a solemn oath that one will never enter the store again, one meets a cordial glance, a cordial manner and a cordial inquiry, and the ill-humor evaporates, the natural irritation is allayed and a customer is preserved to the business who may continue as a constant patron for many years.

A really cordial manner is worth going some distance to meet. He that has it as a birthright is born with a gold spoon in his mouth, and yet it is a simple matter to acquire it, it costs nothing, but in the retail store it is more precious than rubies, more fragrant than spikenard.

Cultivate a cordial reception of customers, esteemed readers, and the price at which you sell will have less power to make or mar your prospects.

# COWAN'S FINE SWEET COATINGS

Beaver, Ebony,  
Maple Leaf,  
Empress, etc.

**UNSWEETENED Gem, Superior, Ruby, Amber,  
Hero, Golden and Extra Golden.**

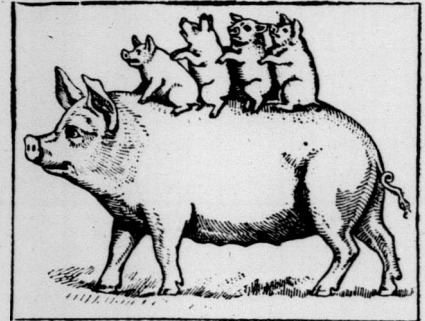
COWAN'S fine Cocoa for Soda Fountains, in 5-lb. tins.  
The best and purest.

## THE COWAN CO., Limited, TORONTO

## THE FARMERS' CO-OPERATIVE PACKING CO. OF BRANTFORD, LIMITED.

**Absolutely  
Pure**

# LARD



Is indispensable in the kitchen, therefore an absolute necessity on the Grocer's shelves.

**WE GUARANTEE OUR LARD TO BE ABSOLUTELY PURE.**

*Lard in Tierces, in 50-lb. Tubs, in 20-lb. Palls,  
in 5-lb. Tins, in 3-lb. Tins.*

A trial order will convince you of its high quality and purity.

## Our Brands Give Satisfaction.

**SUGAR-CURED HAMs,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD**

### Hot Weather Specials

READY FOR LUNCHEON:

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

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

## The Park, Blackwell Co., Limited

Packers and Exporters, TORONTO, CANADA.

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

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

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.

IT doesn't matter whether it is a case of being **TOO FAT** or **TOO THIN** Bread, Cakes, etc., made from

**"SUPERIOR GLUTEN FLOUR"**

Will restore nature to its normal condition.

Samples and prices on application to

**E. A. SHOEBOTHAM**  
CANADIAN AGENT,

St. James' Park, LONDON, Canada.

**Seely's  
Flavoring  
Extracts  
Best  
on Earth**

ESTABLISHED 1869

**Geo. Stanway & Co.**

Brokers and  
General Commission Merchants

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

Correspondence Solicited.

**ROCK SALT FOR HORSES  
and CATTLE.**



**TORONTO SALT WORKS, Toronto, Ont.**

**GOVERS  
MAPLE BLEND SYRUP**

A good seller. Every can  
guaranteed. No loss.

**WARREN BROS. & CO.**  
**TORONTO.**

**QUICKMAID  
RENNET  
TABLETS**



Make delicious desserts in  
ten minutes.

A book of recipes goes  
with each package.

The most reliable Rennet  
Tablets on the market. For  
sale by all wholesalers.

Retails at \_\_\_\_\_  
10 Tablets for 10 Cents.

**SLEE, SLEE & CO.,**  
Limited

Tower Bridge Brewery,  
LONDON, ENG.

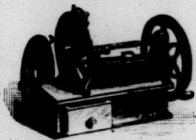
**FOR  
English Malt  
Vinegars.**

Ontario Agents

**John W. Bickle & Greening.**  
HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

Rotary  
Smoked Beef Shaver  
with Patented  
Self-Sharpening Device



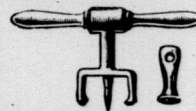
No. 123, 2 Blades, \$18.00  
No. 129, 1 Blade, 18.00

Self-Priming and  
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

**"ENTERPRISE"**

**Rapid Grinding and Pulverizing Mill**

Fitted with General Electric Co's. 1/2 H. P. Motor

The Machine is self-contained and is ready for connection to feed  
wire as shipped from factory

Will be furnished with Motor suitable for all  
conditions as to Current, Voltage, etc.

**GRINDING CAPACITY**

**FAST SPEED**

Granulating 3 pounds of Coffee per minute

**SLOW SPEED**

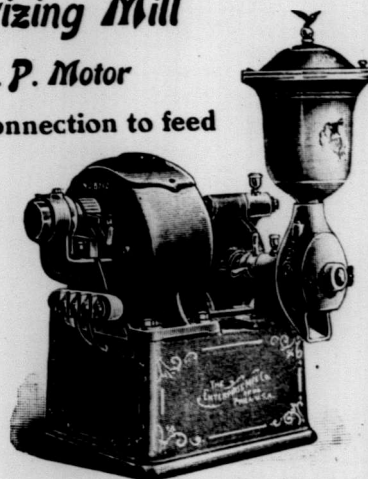
Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding  
while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.  
Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper  
4 lbs. of Coffee

PRICE ON APPLICATION

**The Enterprise Manufacturing Co. of Pa.**

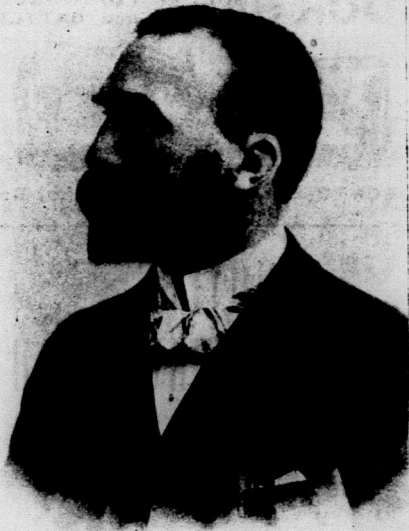
Philadelphia, Pa., U. S. A.

## New Officers of the Maritime Board of Trade



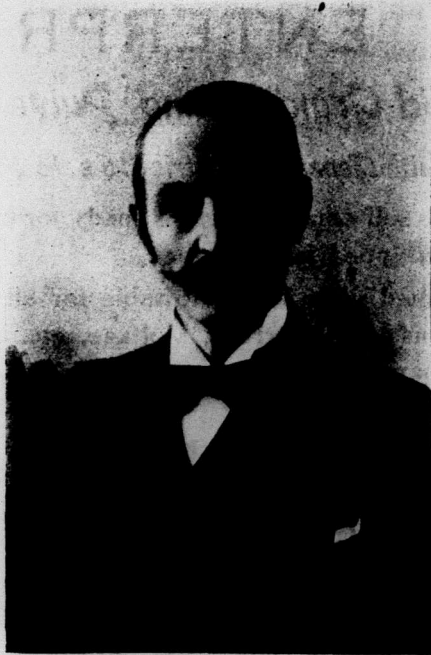
**G. D. Longworth, Vice-President for P.E.I.**

Mr. Longworth is senior member of the firm of G. D. Longworth & Co., lobster packers, Charlottetown, P.E.I.



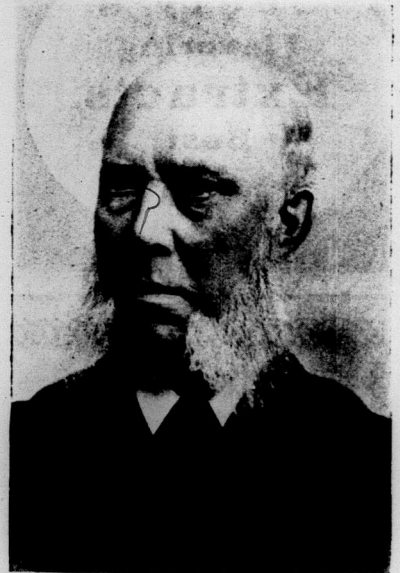
**W. A. Black, President, Halifax, N.S.**

Mr. Black is a member of the well-known firm of Pickford & Black, whose steamers run regularly between Canada and the West Indies. He was one time a member of the Nova Scotia Legislature.



**W. S. Fisher, St. John, Vice-President for N.B.**

Mr. Fisher is a member of the firm of Emerson & Fisher, wholesale hardware, St. John, and of the Enterprise Stove Co., Sackville. He is financially interested in other industries besides, and is president of the New Brunswick Tourist Association.



**Charles M. Creed, Secretary.**

Mr. Creed has for a number of years been secretary of the Halifax Board of Trade, and he has, during the seven years of the Maritime Board of Trade's existence, been thrice elected its secretary.

Elected at the Annual Meeting in Chatham, N.B., August 22 and 23.

# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorius growths.

## OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.



## THE DRUMMER'S CIGAR.

"O H, old Jones is an easy mark," said one drummer to another, as they sat talking in the hotel office. By this he meant that it an easy thing to sell goods to Jones. Happening to overhear the remark, and being acquainted with the speaker, I asked him to tell me why he considered Jones an easy customer to sell to. He replied that Jones bought a good many things that he did not really need, and that he seemed to have a mania for buying. "Why," said he, "I have sold Jones goods enough of one kind to do him two years, when he had no possible use for more than enough to do him for three months." Not long after this conversation occurred, Jones failed in business, and his creditors said the reason for the failure was "overstocked in unseasonable goods." The fact was that Jones invested his money in goods he did not need, and when he needed the money to buy other goods with, or to pay other bills, he could not realize it from his foolish purchases. There are lots of Joneses in business yet, and in time they will fail, unless they quit buying goods they do not need. It will be as bad with them if they buy more than a reasonable quantity of anything, no matter how saleable it is.

"That cigar will be worth \$100 to me," said another drummer, as he bought a 15c. cigar of the newsboy at the hotel. The next time I met the man I asked him to explain how a single cigar would be worth \$100. "That is easy enough," he replied. It's this way: Smith is partial to that particular make of cigars, and when I give him one of them he invariably orders more goods of me than he would without the cigar. When I get him in a buying humor, it is no trick at all to sell him an extra \$100 worth of goods." "But do you consider it honest to impose on him in that way?" I asked. "Of course it is honest, if Smith is fool enough to bite at such bait," the man replied.

"If Smith is fool enough"—that tells the whole story. The man is on the road to sell goods, and he does not scruple about selling a dealer an overstock, or about selling him goods that he will find hard to dispose of. If the dealer refuses to buy more than he needs, the salesman tells his neighbors that he is a hard buyer. If he buys too much, he is known as an easy mark. If he has prejudices that the salesman can impose upon, or if he has weaknesses that can be taken advantage of, the salesman is very likely to offer him innocent bribes.

A dealer in our town has a weakness for good dinners. A certain salesman knows

it, and makes a habit of inviting the merchant to take dinner with him whenever he is in town. The dinner costs the salesman 50c. It sells \$50 worth of goods for him. For the salesman it is a good investment; for the merchant it is an expensive dinner, when he calculates how many dollars' worth of goods he has bought that he would not have bought without the dinner. Usually, he does not need the extra goods, and they are hard to dispose of.

Occasionally, a salesman is unfair to his customer, but, as a general rule, he will not impose on a customer who knows what he needs, who buys nothing he does not need, and who will not accept or be influenced by cigars, treats, dinners, theatre tickets, free rides or other bribes. All these things are bribes—offered to the man for his own trade. They are usually expensive for the man who accepts them. If you want a hotel dinner it is cheaper to go and buy it for 50c. than it is to pay the salesman the profit on \$100 worth of goods you do not want nor need.

Have you ever taken time to think of these matters? If you have not done so, now is a good time to sit down alone and carefully calculate how very costly a drummer's cigar may be for you.—"Yours Truly," in Merchants Journal.

## CLOTH AND CARPET CLEANER.

How many times has the storekeeper been asked for some article good for cleaning carpets on the floor, or for removing stains and soils from clothing? The Enterprise Specialty Co., of 83 Bay street,

Toronto, has solved the problem of a long-felt want, by giving to the public a preparation named "Enterprise Renovator," which is guaranteed to fill a variety of requirements in this respect. The makers claim for it that it will clean carpets, rugs, etc., restoring the colors; will make lace curtains white and save wear from rubbing; will improve the appearance of the general wash; will clean and remove stains from clothing, including silks and dress goods of the finest material. In addition to these attainments, "Enterprise Renovator" is useful for polishing glass, oilcloth, etc. It is guaranteed not to injure the finest fabrics, and is also said to be a preventative of moths. The Renovator has met with a large sale wherever introduced, and it has now come to be that enterprising grocers and "Enterprise Renovator" go hand in hand.

## INQUIRIES REGARDING CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's Office in London, Eng.:

1. An Antwerp importer asks for names of British Columbian packers of canned salmon.
2. The agency for one or two large packers in Canada of canned goods is required by a London firm who are prepared to push the sale of these goods.
3. The engineer and surveyor of an important district in London makes inquiry respecting the suitability of Canadian woods for paving purposes.

[The names of the firms making the above inquiries, can be obtained on application to the editor of THE CANADIAN GROCER.]

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED  
MONTREAL, QUE.

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

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.  
14 Place Royale  
(Customs House Sq.) MONTREAL.

"Chief Keokuk"  
Pickles and Condiments.

"Montrose"  
Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

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



CLOTHES  
PINS...

Selected and full count, in  
packages of 4 doz.—6 doz.  
—12 each to a case.

This makes a very attractive  
shelf display line. Also in  
cases of 5 gross, large and  
small sizes. Ask for quotations.

BOECKH BROS. & COMPANY,  
TORONTO.

Manufactured by  
WM. CANE & SONS MFG. CO  
Limited,  
NEWMARKET.

KEEP COOL! Georgia Watermelons

First car of the season just arrived.

Extra Fancy Bananas, Pineapples, Oranges, Lemons.

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

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

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

GRIMBLE'S English Malt  
Six GOLD Medals VINEGAR

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



"CAPSTAN" BRAND

Package and Bulk MINCE MEAT.

PACKAGES— $\frac{1}{4}$  gross in case.

BULK— $\frac{1}{4}$  pails, 6 in crate.

60 lb. TUBS

100 lb. "

25 lb. PAILS

75 lb. TUBS

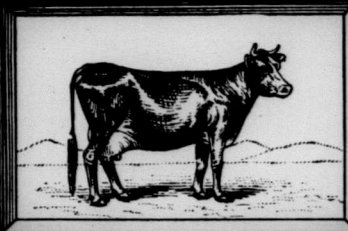
500 lb. BARRELS.

Sold by all wholesale grocers.

Sole Manufacturers—

The Capstan Mfg. Co., - Toronto.

DWIGHT'S



SODA

Almost Sold

—What with our advertising, our free cook  
books, our show cards, and the handsome  
appearance of our packages, you can know  
that there is no better seller than

Dwight's Cow Brand Soda

Don't let your stock run too low!

JOHN DWIGHT & CO.,  
34 Yonge St., TORONTO.

Agencies in all leading centres.



LICORICE..

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

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

Reliable goods bring you new customers.

# Southwell's Pure Fruit Jams



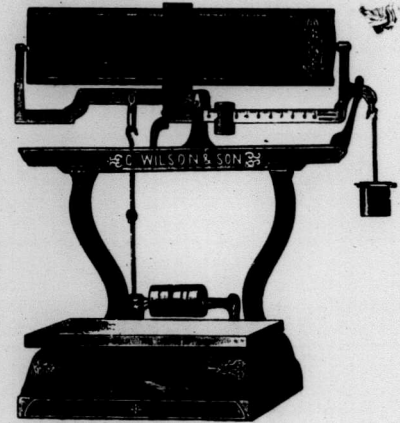
Are always reliable.  
They stand at the head.  
Send for reduced price list.

**FRANK MAGOR & CO.**  
AGENTS FOR CANADA.  
16 St. John St., MONTREAL.

# WILSON'S SCALES

ARE AS GOOD AS A GOVERNMENT BOND.

The grocer can get a Tea Scale that will turn with a postage stamp, or a Computing Scale that will count the money and show the weight of goods at the same time.



Easy terms of payment.  
Highest Medal at Chicago, and Paris, France.

**C. WILSON & SON**  
69 Esplanade St. East, - Toronto, Ont.  
GET PRICES.

## Current Market Quotations for Proprietary Articles

September 19, 1901.

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.

Cook's Friend—		
Size 1, in 2 and 4 doz. boxes.....		\$ 2 40
" 10, in 4 doz. boxes.....		2 10
" 2, in 6 ".....		70
" 3, in 4 ".....		45
Pound tins, 3 doz. in case.....		3 00
12oz. tins, 3 ".....		3 40
9oz. tins, 4 ".....		1 10
5lb. tins, 1/2 ".....		4 00
Diamond—		
W. H. GILLARD & CO.		
1 lb. tins, 2 doz. in case.....	per doz.	3 00
1/2 lb. tins, 3 ".....	"	1 25
1/4 lb. tins, 4 ".....	"	0 75

### IMPERIAL BAKING POWDER.

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	10c.	\$0 85
3 "	6-oz.	1 75
2 and 3 doz.	12-oz.	3 40
2 and 1 3 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 40
1/2 and 1 doz.	5-lb.	19 50

### MAGIC BAKING POWDER.

Contain.	Sizes of Cans.	Per Doz.
4 doz.	4-oz.	\$0 85
4 "	6-oz.	0 80
4 "	8-oz.	1 00
4 "	12-oz.	1 50
4 "	16-oz.	1 80
1 "	2 1/2-lb.	4 50
1 "	5-lb.	7 75

### JERSEY CREAM BAKING POWDER.

1/2 size, 5 doz. in case.....	40
3/4 size, 4 doz. in case.....	75
1/2 " 3 " ".....	1 25
1 " 2 " ".....	3 25

### BLACKING.

#### SHOE POLISH.

HENRI JONAS & Co. Per gross.		
Jonas'.....		\$9 00
Froments.....		7 50
Military dressing.....		24 00

### BLUE.

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
Nixey's "Cervus" in squares, 1 oz. in bags, 1/2 and 1 oz. and in pepper boxes, 2c. and 10c.	
Cooney's Royal Windsor, per gross.....	4 80
Universal, bag, per gross.....	4 80

### BLACK LEAD.

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.	
Nixey's Refined 1d. 2d. and 1s. pkts.	
" Silver Moonlight 5 and 1c. pkts.	
" Nixelene Paste 1d. 2 1/2d. 5d. size.	
Nixey's Jubilee, round in 1 and 2 oz. blocks.	
Cooney's Universal, per gross.....	4 80

### COEN BROOMS

BOEKH BROS & COMPANY doz. net		
Bamboo Handles, A, 4 strings.....		4 35
" " B, 4 strings.....		4 10
" " C, 3 strings.....		3 85
" " D, 3 strings.....		3 60
" " E, 3 strings.....		3 35
" " G, 3 strings.....		3 10
" " I, 3 strings.....		2 85

### BISCUITS.

CARR & CO., LIMITED.		
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.

#### MUSHROOMS.

HENRI JONAS & Co.		
Mushrooms, Rionel.....	\$15 50	
" 1st choice Dubheil.....	18 50	
" 1st choice Lenoir.....	19 50	
" extra Lenoir.....	22 00	
Per case, 100 tins.		

### FRENCH PEAS—DELORY'S

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	

### FRENCH SARDINES.

HENRI JONAS & Co.		
1/2 Trefavenues.....	\$9 50	
1/2 Rolland.....	9 50	
1/2 Delory.....	10 50	
1/2 Club Alpins.....	12 50	

### CHOCOLATES & COCOAS.

Epps's cocoa, case of 14 lbs., per lb.....	0 35	
Smaller quantities.....	0 37 1/2	
CADBURY'S.		
Frank Magor & Co., Agents per doz.		
Cocoa essence, 3 oz. packages.....	\$1 65	
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40	
Rock Chocolate, loose.....	0 40	
" 1-lb. tins.....	0 42	
Nibs, 11-lb. tins.....	0 35 1/2	

Chocolate—		
FRY'S.		
Caracac, 1/4's, 8-lb. boxes.....	0 42	
Vanilla, 1/4's.....	0 42	
"Gold Medal" Sweet, 1/4's, 8 lb. bxs	0 29	
Pure, unsweetened, 1/4's, 8 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	
Cocoas—		
Concentrated, 1/4's 1 doz. in box.....	2 40	
" 1/2 " ".....	4 50	
" 1 lb. ".....	8 25	
Homoeopathic, 1/4's 14lb. boxes.....		
1/2 lbs. 12 lb. boxes.....		

### JOHN P. MOTT & CO.'S.

E. S. McIndoe, Agent, Toronto.		
Mott's Broms.....	per lb.	0 30
Mott's Prepared Cocoas.....		0 28
Mott's Homeopathic Cocoas (1/4's).....		0 28
Mott's Breakfast Cocoas (in tins).....		0 40
Mott's No. 1 Chocolate.....		0 20
Mott's Breakfast Chocolate.....		0 28
Mott's Caracac Chocolate.....		0 40
Mott's Diamond Chocolate.....		0 28
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

### THE COWAN CO., LIMITED.

Cocoa—		
Hygienic, 1-lb. tins, per doz.....	\$7 25	
" 1/2-lb. tins.....	3 75	
" 1/4-lb. tins.....	2 25	
" fancy tins.....	6 90	
Hygienic, 5-lb. tins, for soda water fountains, 1c. taurants, etc. per lb.....	0 55	
P. perfection, 1/2-lb. tins, per doz.....	3 00	
Cocoa Essence, sweet, 1/2-lb. tins, per doz.....	2 25	

Chocolate—		
per lb.		
Queen's Desert, 1/4's and 1/2's.....	\$0 40	
" 8's.....	0 42	
Mexican Vanilla, 1/4's and 1/2's.....	0 35	
Royal Navy Rock.....	0 30	
" Diamond.....	0 25	
" 8's.....	0 23	

### CHEESE.

Imperial—Large size jars, per doz.....	\$8 25
Medium size jars.....	4 50
Small size jars.....	3 40
Individual size jars.....	1 00
Imperial Holder—Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
Roquefort—Large size, per doz.....	2 40
Small size.....	1 40
Paragon—Large size, per doz.....	8 25
Medium size.....	4 50
Small size.....	2 40
Individual size.....	1 00

### COFFEE

JAMES TURNER & CO. per lb		
Mocca.....		0 32
Damascus.....		0 28
Calro.....		0 20
Sirdar.....		0 17
Old Dutch Rio.....		0 12 1/2

### CLOTHES PINS

BOEKH BROS. & CO.		
Clothes Pins (full count), 5 gross in case, per case.....		0 55
4 doz. packages 12 to a case.....		0 70
6 doz. packages (12 to a case).....		0 90

# Edwardsburg Silver Gloss Starch.

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

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

*Edwardsburg Starch Co'y, Limited*  
Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

**COUPON BOOKS—ALLISON'S.**

\$2, \$3, \$5, \$10 and \$20 books.		
50 books, one kind or assorted	\$1 50	\$1 75
100 books, one kind or assorted	2 50	3 00
500 books, one kind or assorted	11 50	14 00
1,000 books, one kind or assorted	20 00	25 00

**Allison's Coupon Pass Book.**

\$ 1 07 books	2 cents each
2 03 books	2 cents each
3 00 books	2 cents each
5 00 books	2½ cents each
10 00 books	3 cents each
15 03 books	3½ cents each
20 00 books	4 cents each
25 00 books	5 cents each
30 00 books	8 cents each

**EXTRACTS.**

**HENRI JONAS & Co. Per gross.**

1 oz. London Extracts	\$5 00
1 oz. " (no corkscrews)	5 50
2 oz. " "	9 00
2 oz. Spruce essence	6 00
2 oz. " "	9 00
2 oz. Anchor extracts	13 00
4 oz. " "	21 00
8 oz. " "	35 00
1 lb. " "	70 00
1 oz. Flat	9 00
2 oz. Flat, bottle extracts	18 00
2 oz. Square	21 00
4 oz. " (corked)	35 00
8 oz. " "	72 00

8 oz. " glass stop extracts	3 50
8 oz. " " "	7 00
2½ oz. Round quinquessence extracts	2 00
4 oz. Jockey decanters	3 50

**FOOD.**

Robinson's Patent Barley ¼ lb. tins	1 25
" " " 1 lb. tins	2 25
" " " ½ lb. tins	1 25
" " " 1 lb. tins	2 25

**GILLETT'S POWDERED LYE.**

4 doz. in case	\$3 50
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**JAMS AND JELLIES**

**SOUTHWELL'S GOODS. per doz.**

Frank Magor & Co., Agents.

Orange Marmalade	1 50
Clear Jelly Marmalade	1 50
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

**Jams— T. UPTON & CO.**

1-lb. glass jars 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb	0 06¼
7-lb. wood pails, 6 "	0 06¼
14-lb. wood pails, per lb	0 06¼
30-lb. " "	0 06¼

**Jellies—**

1-lb. glass jars, per doz.	\$1 00
7-lb. wood pails, per lb.	0 06¼
14-lb. " "	0 06¼
30-lb. " "	0 06¼

**KNIFE POLISH.**

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

**LICORICE.**

**YOUNG & SMYLYE'S LIST.**

5-lb. boxes, wood or paper, per lb	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 20 5 lb. cans	1 50
"Purity" Licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box.	

**MUSTARD.**

**COLMAN'S OR KEEN'S.**

D. S. F., ¼ lb. tins, per doz.	\$1 40
" ½ lb. tins, " "	2 50
" 1 lb. tins, " "	5 00
Durham, 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
F. D., ¼ lb. tins, per doz.	0 85
" ½ lb. tins, " "	1 45

**JONAS' FRENCH MUSTARDS**

**HENRI JONAS & Co. Per gross.**

Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	13 00

Mugs	13 20
Pint jars	18 00
Quart jars	24 00

**MATCHES.**

Eddy's Telegraph, 5-case lots	\$4 00
" " single cases	4 23
Telephone, 5-case lots	3 90
" " single cases	4 10
Eagle Parlors, 200s, 5-case lots	1 60
" " single cases	1 70
" " 100s, 5-case lots	1 80
" " single cases	1 90
Victoria Parlors, 5-case lots	2 90
" " single cases	3 00

**MINCE MEAT.**

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

**ORANGE MARMALADE.**

**T. UPTON & CO.**

1-lb. glass 2 doz. case, per doz.	\$1 00
7-lb. pails and 5 and 7 lb. tins	0 07

**PICKLES.**

**STEPHENS'.**

**A. P. Tippet & Co., Agents.**

Patent stoppers (pints), per doz.	2 30
Corked pints, " "	1 90

SODA. COW BRAND



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



STARCH.

EDWARDSBURG STARCH CO., LTD.  
 Laundry Starches— per lb.  
 No. 1 White or Blue, 4-lb. cartons 0 05 3/4  
 No. 1 " " 3-lb. " 0 05 3/4  
 Canada Laundry " " " 0 04 3/4  
 Silver Gloss, 6-lb. draw-lid boxes 0 07 1/2  
 Silver Gloss, 6-lb. tin canisters.. 0 07 1/2  
 Edwards'g Silver Gloss, 1-lb. pkg. 0 07 1/2  
 Kegs Silver Gloss, large crystal 0 08 1/2  
 Benson's Satin, 1-lb. cartons.... 0 08  
 No. 1 White, bbls. and kegs.... 0 05  
 Benson's Enamel, per box..... 3 00  
 Culinary Starch—  
 Benson & Co.'s Prep. Corn..... 0 06 1/2  
 Canada Pure Corn..... 0 05  
 Rice Starch—  
 Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 08

KINGSFORD'S OSWEGO STARCH



SILVER } 40-lb. boxes, 1-lb. pkgs. 0 07 1/2  
 GLOSS } 6-lb. boxes, sliding cover (12-lb. boxes each crates) 0 08  
 PURE } 40-lb. boxes 1-lb. pack... 0 07  
 " } 48-lb. " 16 3-lb. boxes For puddings, custards, etc.  
 OSWEGO } 40-lb. boxes, 1-lb. packages ..... 0 07 1/2  
 CORN STARCH }  
 ONTARIO } 88-lb. to 45-lb. boxes, STARCH } 6 bundles ..... 0 08  
 STARCH IN } Silver Gloss ..... 0 07 1/2  
 BARRELS } Pure ..... 0 06 1/2  
 BEE STARCH.  
 Cases, 64 pkgs. 48's ..... \$5.00  
 1/2 Cases, 32 pkgs. 24's ..... 2.50  
 Packages 10c. each.

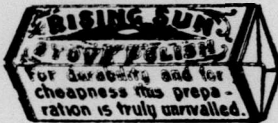


Gloriola Soap, per gross..... 12 00  
 Straw Hat Polish, per gross..... 10 20

STOVE POLISH.



No. 4—3 dozen in case, per gross .. 4 80  
 " 6—3 dozen in case " " .. 4 80



Rising Sun 6-oz. cakes, 1/4-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

BRANTFORD STARCH WORKS, LIMITED.  
 Ontario and Quebec.

Laundry Starches—  
 Canada Laundry, boxes of 40 lbs. \$0 04 1/2  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lbs.... 0 05 1/2  
 Finest Quality White Laundry—  
 3-lb. Canisters, cases of 48 lbs... 0 05 1/2  
 4-lb. " " " " " 0 05 1/2  
 Barrels, 175 lbs. .... 0 05  
 Kegs, 100 lbs. .... 0 05  
 Lily White Gloss—  
 1-lb. fancy cartons, cases 30 lbs. 0 07 1/2  
 6-lb. toy trunks, 8 in case 0 07 1/2  
 6-lb. enameled tin canisters, 8 in case ..... 0 07 1/2  
 Kegs, ex. large crystals, 100 lbs. 0 06 1/2  
 Brantford Gloss—  
 1-lb. fancy boxes, cases 36 lbs... 0 08  
 Canadian Electric Starch—  
 Boxes of 40 fancy pkgs, per case 3 00  
 Celluloid Starch—  
 Boxes of 45 cartons, per case .. 3 50  
 Culinary Starches—  
 Challenge Prepared Corn—  
 1-lb. packages, boxes 40 lbs.... 0 05  
 No. 1 Brantford Prepared Corn—  
 1-lb. packages, boxes 40 lbs.... 0 06 1/2  
 Crystal Maize Corn—  
 1-lb. packages, boxes 40 lbs.... 0 06 1/2

"SNELLINGS PATENT"



English Breakfast Hopped Tea, 39c., retail, 40c.  
 A. Waddell & Co. Agents, Toronto.  
 Samples on application.



Cases each 60 1-lb..... 0 35  
 " " 60 1/2-lb..... } 0 35  
 " " 30 1-lb..... }  
 " " 120 1/2-lb..... } 0 36



LUDELLA CEYLON, 1 lb AND 1/2'S PKGS.

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, 1/2's ..... 0 30 0 40  
 Green Label, 1's and 1/2's... 0 35 0 50  
 Red Label, 1/2's ..... 0 40 0 60

TEAS.



SALADA CEYLON.  
 Wholesale. Retail

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



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

Black Label, 1-lb., retail at 25c.... 0 19  
 " " 1/2-lb. " " " 0 20  
 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

CROWN BRAND

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

TOBACCO.

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

WOODENWARE

BOROKH BROS. & COMPANY.  
 Washboards Leader Globe..... 1 55  
 " Improved Globe..... 1 65  
 " Standard Globe..... 1 80  
 " Solid Back Globe..... 1 90  
 " Jubilee (perforated)... 2 10  
 " Crown ..... 1 45  
 F.o.b. Toronto.

Matches, Kodak, per case (200's) 9 boxes to packages, 40 packages to case..... 3 30  
 YEAST.  
 Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB. Co., Limited  
 Montreal. Toronto.

WE STOCK  
 NO. 197  
 SYRUP PUMP  
 AND MEASURE.

Highly commended by those who KNOW. (Ask for circular).

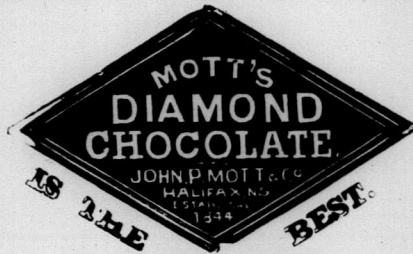
WALTER WOODS & CO.  
 HAMILTON.

Soap

"IMPERIAL" and  
 "SNOW"

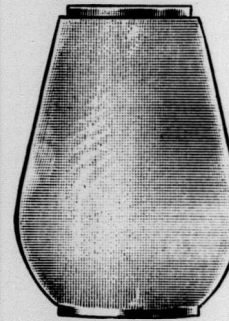
Twin Cakes.  
 NOW IN STORE.

Perkins, Ince & Co., - Toronto.



ASK FOR  
 MOTT'S

ARE YOU USING OUR



Cold Blast  
 or Jubilee  
 Globes

Aetna or  
 Quaker Flint  
 Chimneys?


Give them a Trial.  
 THE SYDENHAM GLASS CO.,  
 of WALLACEBURG, Limited

Shredded Whole  
 Wheat Biscuit

For sale by all  
 Wholesale Grocers.

J. HEWITT, Agent  
 61 Front St. E., TORONTO.

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**SATISFACTION GUARANTEED**  
**REFUND OR YOUR MONEY RETURNED**  
**SEEK FOR BEST AND TRADE DISCOUNTS**  
**ALLEN LINDY CO., 107 Water Street St., MONTREAL**  
 Representing the Province of  
 QUEBEC

# MOLASSES

P.Q., May 24th, 1901  
 The Dominion Molasses Co.,  
 Halifax, N.S.

Dear Sir,—I beg to advise receipt of the  
 200 cases which were by hand in good order  
 and condition, and as a proof I am enclosed with  
 the quality, now after some days for two cases  
 have been tried.

This is an extract from a letter received a few  
 days ago referring to a consignment of Barbados ship-  
 molasses of the largest sizes to the Province of  
 Quebec.

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

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

## POTATOES and ONIONS

R. W. ...  
 Board of ...

## THE ...

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 Write ...

## Jamaica Oranges Sweet Potatoes

The season is now beginning for the above.  
 Prices are reasonable.

Send name and address for weekly price list.  
 Apples, Figs, Dates, Nuts, Spanish  
 Peaches, etc. (100 tubs of choice)  
 Price given in catalog.

## THE ... TOMATO

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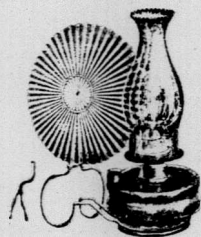
## BUSINESS NEWS

If you find that it is of value to business men  
 supplied by our service. We can give you  
 regular quotations from any town in Can-  
 ada, Montreal from the city market, about  
 quotations etc. You can get quotations  
 from any Canadian paper through us.  
 We are giving the particulars of what  
 you want and where you want it done, and  
 the charges are given by return.

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**CLIPPING BUREAU,**  
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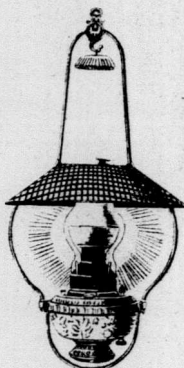
**The Best Grocers make**  
**a point of Keeping it**  
**Always in Stock.**



**Lamps AND  
Lamp Goods.**

If you are in need of anything in above lines, entrust your order to us or write for prices.

Order a quarter or half dozen sample lot of our new hummer, the "Duke of York" Lamp, complete at \$12.00 per dozen. A tall stand lamp with best finished brass-plated base and spinnings, tinted ball cylinder and glass fount, fitted with "B" burner, chimney, and tinted No. 7 shade, on which is printed a nicely colored portrait of the Duke and Duchess of York. You will want more, but try a sample lot.



**GOWANS, KENT & CO.**  
TORONTO and WINNIPEG.

**HERE IS**

an opportunity for you to make friends and money during this Fall and Winter. Order a supply of that famous and popular

**Wethey's Condensed  
Mince Meat**

and make up a novel display of it on your shelves or in the window. It is certain to attract the attention of your customers, for they all want Mince Meat these days, and "WETHEY'S" pleases every time.

SOLD BY ALL WHOLESALERS  
AND MANUFACTURED BY

**J. H. WETHEY,**  
ST. CATHARINES, ONT

**CROSSE & BLACKWELL'S**  
New Season's **Candied Peels**

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

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

**C. E. COLSON & SON,**

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

**BRADSTREET'S**

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

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

— OFFICES IN CANADA —

HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER B.C.

HAMILTON, ONT.  
QUEBEC, QUE.  
VICTORIA, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

**Oakey's**

The original and only Genuine Preparation for Cleaning Cutlery 8d. and 1s. Canisters.

**'WELLINGTON'  
KNIFE POLISH**

**JOHN Oakey & Sons, Limited**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street  
MONTREAL**