

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

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



"IMPERIAL" White Wine Vinegar . . .

Most Perfect in Manufacture.
 Most Satisfactory in Results.

Your customers can be absolutely assured that they are getting the highest quality of Vinegar—unexcelled as a keeper of pickles—adding flavor to all sauces, catsups, etc.

Have you ordered your Vinegar for the winter months? If not, ask your grocery house for particulars. Should they suggest another Vinegar, **insist on seeing samples, and convince yourself of the decided superiority of "IMPERIAL" over ordinary Vinegar.**

We find this brand of Table and Dairy

SALT
 rapidly increasing in favor—
WHY?
BRUSSELS

Because

1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

R. & J. RANSFORD,

Established 1868

Clinton, Ont.



LICORICE...

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

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING
 AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

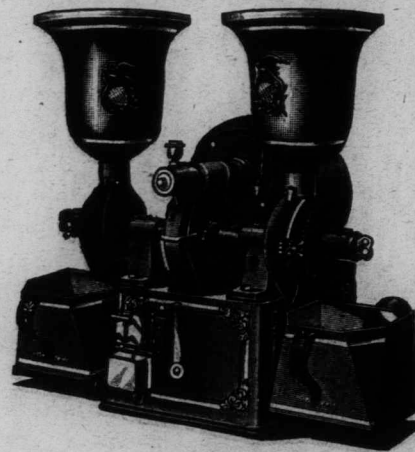
CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade,
 I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA.
 U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches; Width 32 inches;
 Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
 Granulating, 2 pounds per minute
 Pulverizing, ½ pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
 Capacity of Nickel-Plated Hoppers, 7½ lbs. "

MacUrquarht's Worcester Sauce.

A rich, full-bodied Sauce, brewed with the utmost care and allowed to mature for many months in the vats before it is bottled. *Not shipped to this country and bottled here, but bottled in England.* Its rich, round, full "body" gives great strength, piquancy and delicacy of flavor making it the most economical Sauce to use, because a little of it goes a great ways. A Sauce of high quality, and "high quality draws high class trade" you know.

"Griffin" Brand Dried Fruits.

There is nothing finer in Prunes, Seeded Raisins, Dried Apricots, Peaches and Pears than the Griffin & Skelley "Griffin" Brand. The conscientious selection of only the best fruits, from the largest vineyards and orchards on the Pacific Coast—the cleanliness—the skill of the growers and packers make the "Griffin" Brand a peerless one.

It reaches you in the original package, just as it leaves the hands of the vineyard owners. It has a record for high quality that is unsurpassed.

Order for Fall delivery.

ARTHUR P. TIPPET & CO., Agts.,
8 Place Royale, Montreal. 23 Scott St., Toronto.

High
Quality
Draws
High-
Class
Trade

grocery,
licorice,
nages, in
sticks;
ORICE,
1, 100 to
boxes;

N.Y.

FRASER
GROWS
RUIT

WRITE OR WIRE
J. D. FRASER
Leamington,

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

GOLD MEDAL, PARIS, 1900.

Walter Baker & Co.'s
PURE, HIGH GRADE
Cocoas and Chocolates.



TRADE-MARK.

Breakfast Cocoa.—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

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

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

WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

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

TRADE-MARK ON EVERY PACKAGE.



Downweight is a Thief

Stealing Your Profits
Every Time You Use
Your Scales.

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

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

Toledo Computing Scale Co.

DEAN & McLEOD,
Canadian Agents, HAMILTON, ONT.

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

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

HIRES' ROOT BEER

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



Price, in lots of one gross and over per gross \$20.40
Price, in 5-gross lots and over " \$19.40
Freight Prepaid on Two Gross and Upwards.

SEND YOUR
ORDER TO....

W. P. DOWNEY, Sole Canadian Agent,

20 and 22 St. Peter Street, - MONTREAL.

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

We want your judgment.



We want to have our Marguerite Cigars judged by every grocer in Canada. If there's a groceryman anywhere, selling tobaccos and cigars, who hasn't handled "Marguerites" we'd like to hear from him.

Our firm belief is that this cigar represents the very best value obtainable. We've been long enough in the business to know all about tobacco, and there isn't a leaf put into a Marguerite Cigar we'd be ashamed to show any customer. Take a trial lot. Test them, and let your customers do the same. We stake our reputation

ON "**Marguerite**"
Cigars.

Geo. E. Tuckett & Son Co., Limited

HAMILTON.

**TRADE
WINNERS.**

Do you want to increase the business of your cigar department? Do you want to get a permanent trade of satisfied customers?

My cigars will do this for you—and the start is very simple and costs you nothing. I will send you a trial order of 1,000 cigars, including one or two hundred each of my two leaders, "Pharaoh" at 10 cents and "Pebble" at 5 cents, and I prepay all charges. If at any time within six months you don't like the bargain, send me the cigars and get your money back.

I know that the smokers who buy my cigars of you will buy them regularly.

J. Bruce Payne,
Cigar Mfr. GRANBY, QUE.

**"Sterling"
Brand
Pickles.**

That a high-class pickle can catch and hold the trade is proved by the popularity of our "Sterling" Brand Pickles and relishes. A grocer stocking up with this brand may be assured of steady and satisfactory sales.

T. A. LYTLE & CO.

124-128 Richmond St., West, TORONTO.

**A
Steady
Rise**

MOLINA BREAKFAST FOOD

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

Grocers, your customers will appreciate

MOLINA BREAKFAST FOOD.

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

THE TILLSON CO., Limited, Tillsonburg, Ont.

GET YOUR CUSTOMERS
TO TRY SOME SAMPLES OF
JAPAN TEAS

Permanent demand for the pure, delicately-flavored Japan product is sure to result.

You will soon find the tea-business of your town coming your way. Users of Japan tea are constantly advertising it for you among their friends, and the demand is always increasing.

Permanent, profitable tea trade cannot be built up on any better product than

JAPAN TEA

PURE. WHOLESOME. HEALTHFUL.

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.

Trafalgar Chambers, Sun Life Building
Annex.

Tel. Main 4142. MONTREAL, CANADA.



IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

Merit Acknowledged
Superiority Admitted.

YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
Montreal.

"IT MUST PLEASE"

in order that

IVORY GLOSS STARCH

gain the recognition necessary to make it a success. Our maxim from the beginning of its manufacture has been, "IT MUST PLEASE"—please the consumer, and thereby make it a profitable article for the retailer to handle.

The present popularity of IVORY GLOSS STARCH is altogether due to its many good qualities, recognized by all who use it.

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

WHITEMORE'S POLISHES.

THE WORLD'S STANDARD.

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



"GILT EDGE"

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

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

MOLASSES

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

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



Choicest Productions from the Most Favored Districts in Greece. Fine Flavored. Full. Blue Fruit. Just the kind of currants to please your trade and win the confidence. Our contracts with growers enable us to offer these at about the price of ordinary currants. To sell Haycastle and Paradise means to give unequalled satisfaction. Our range of fruits is full and contains exceptional values. **W. H. GILLARD & CO., Wholesale Grocers, Tea and Coffee Importers, HAMILTON**



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



REGISTERED

TEA



REGISTERED

We offer to the trade on the basis of the best value obtainable (realizing that our samples are not protected by a personal argument, we are obliged to have them at least equal in value to all others), an assortment of the finest qualities in Teas, consisting of: Finest Formosa Oolong, Finest Darjeelings, Finest Ceylons, Finest British India Products, and Finest Scented Orange Pekoe; also Japan Teas, China Young Hysons and Ceylon Green Teas. These teas have been selected with the greatest care, and have been chosen for their cup qualities only.

Grocers' Wholesale Company, Limited, Hamilton.

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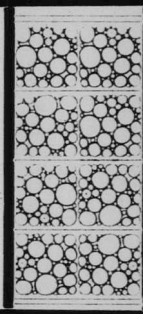
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The Canadian Grocer

AND GENERAL STOREKEEPER.



Vol. XVI.

MONTREAL AND TORONTO, SEPTEMBER 19, 1902.

No. 38.

WHAT IS SALESMANSHIP?

From Mahin's Magazine.

THE offer of \$25 made in the July issue of this magazine for the best definition of salesmanship brought many interesting replies. Copies of the definitions, without the names of the contestants, were placed in the hands of Mr. James B. McMahon, second vice-president and general sales manager of The N. K. Fairbank Company, who consented to act as judge. His decision, which awards the prize to Mr. George C. Hatt, 978 Broughton street, Vancouver, British Columbia, is given below, with his own interpretation of the subject:

Editor Mahin's Magazine, Chicago:

Dear Sir,—I return herewith the various definitions of "Salesmanship" which you submitted for my judgment as to the best.

I have chosen the following definition as embracing the most essential qualifications of a good salesman:

Salesmanship is that quality in a man, partly inherent, partly acquired, whereby he is able to successfully introduce to, interest in and sell to a prospective customer any article or commodity.

In considering this proposition, I have been embarrassed by the feeling that "salesmanship" is a very comprehensive term, and that there are different classes of salesmen, varying according to the requirements of the different businesses. These distinctions among salesmen are due to the evolution in the modern methods of conducting business, and this evolution now embraces most industries of the country. This is due to the widespread growth of so-called proprietary articles, which are largely developed and mainly sustained by advertising of one form or another. As a consequence, salesmen in the proprietary business, while prerequisite and indispensable, are nevertheless really an auxiliary force to advertising. In other lines of business, such as the marketing of staples, salesmen are still preeminent, and their

duties in such lines differ from those of the specialty salesmen, inasmuch as they are the main, if not the sole, reliance of the producers or distributors.

In viewing "salesmanship," therefore, I have chosen to look at it from the advertising standpoint, considering that the proposition has emanated from an advertising source, and, consequently, it seems to me that the qualities that go to make a salesman are those which will introduce in the average store any article of passable merit at approximate market prices. I have always contended with our salesmen for this interpretation of "salesmanship," and I have always insisted that "salesmanship" can place any article for the first time in the average store anywhere. There are other considerations which formerly would have had a controlling influence in determining what constitutes "salesmanship," but, in the sense of selling advertised proprietary goods of fixed value, the proposition is reduced to a simpler form, and involves principally, in my opinion, the ability to persuade a dealer to invest in a proposition which is "cut and dried" for him by his employer. This may be taking a narrow view of the subject, but, as I have said before, a choice must be made of one class of salesmen, and I have chosen this type by reason of its relation to the advertiser. Neither does the type represent the simplest or easiest form of "salesmanship," because the proprietary field is flooded with articles of every class, and it takes a high quality of "salesmanship" to convince a merchant that there is going to be a demand created for every new brand that is offered on the market. I only recently read a report in The Commercial Tribune, of Denver, that there are 163 separate brands of baking powder (or mixtures called such) upon the shelves of grocers in

the State of Iowa, yet that every one of these brands were sold to the grocer with a plausible story as to its quality and ready sale. Of course, every grocer had not all these brands on sale, but the average dealer has many of them, no doubt, and, in my judgment, it takes more than average ability to make such an addition to the average dealer's stock; in fact, more ability, perhaps, than it would have taken to have sold him some ordinary staple that he bought periodically and required only a given quantity of at a time. In the latter case the sale would depend largely on the timeliness of the visit or the personal acquaintance with the dealer.

Other favorable definitions, viewing them from this standpoint, are the following:

The ability to sell goods or other property in a straightforward manner, with satisfaction to all concerned and with the least expenditure of time and money, but having always chiefly in view the benefit to be derived by the person for whom the property is sold. (George L. Beam, Denver, Colorado.)

Salesmanship is the subtle art by which a man who sells property of any description induces his customers first to desire and then to purchase. (William P. Perkins, Brooklyn, New York.)

Ability to gain confidence. Judgment to comprehend a customer. Tact to win and hold progress, and wisdom to determine when a transaction is completed. (W. G. Peters, Chicago.)

Salesmanship is the art of influencing the mind of people. Making them believe it would be to their advantage to have certain things. This may be done either verbally or by means of advertising. (A. C. Eddy, Chicago.)

Yours truly,
J. B. McMAHON,
Second Vice-President,
The N. K. Fairbank Company.

Mr. F. C. Letts, president of The Western Grocery Co., which controls nine of the largest wholesale houses in the country, was also requested to express his understanding of salesmanship as a general term. His reply presents views of more than ordinary interest, and is as follows:

I find many good points in nearly all of these answers on salesmanship. If I had

Don't forget that we guarantee the

Sun Paste Stove Polish.

If these goods are not perfect in every way we shall protect our guaranty.

MORSE BROTHERS, CANTON, MASS.,

Proprietors Rising Sun Stove Polish and Sun Paste Stove Polish.

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

time I would pick words out of several and make one to suit myself. In going over these definitions and reading them hastily, I find several that are par excellence. The following is a good one and covers many good points.

Salesmanship is that quality in a salesman which enables him within the shortest space of time to place in possession of his customer the greatest amount of satisfactory merchandise, and in the coffers of his employers the greatest amount of profits, while at the same time preserving the lasting respect and good-will of the customer. (D. M. Carter, Jackson, Michigan.)

That definition is almost par excellence. Note that within the shortest space of time he places in possession of his customers the greatest amount of satisfactory merchandise, and, at the same time, and the very thing that he is working for, in the coffers of his employers the greatest amount of profit. A salesman is no good unless he can make profit for his employer, and he cannot continue to be a good salesman unless he does what this definition says—preserve the lasting respect and good-will of the customer. Bearing in mind, please, that he has made a good profit for his employer.

Another good one :

To tell all the truth about a commodity and portray its advantages so convincingly as to produce the absolute conviction and confidence necessary to make a sale, and to maintain such interest and increase sales by educating the purchaser in successful methods of disposing of or using the goods. (A. M. Woodward, Gen. Sales Agt., Acme White Lead and Color Works, Detroit, Michigan.)

There are many good points in this definition, because a good salesman must learn to educate the purchaser in a way so that he can successfully get rid of the goods. Many a man can go out and sell goods to a retailer, we will say; but, then, the retailer may have the goods on his shelf for a long time. So it is necessary that he should educate the purchaser in the successful methods of disposing of or using the goods.

Another definition that contains many good points :

Salesmanship is the science of putting into each day's work honesty in speech, loyalty to employer, the hustle of modern civilization, of being on time, of watching your weak points and strengthening them; of not only keeping your customers, but gaining new ones; of being at all times a gentle-

man. (H. D. Thurston, Colorado Springs, Colorado.)

This is a good one. For a salesman to be continually successful he must first be honest. Next, he must be loyal to his employers; he must be a hustler; he must be on time. Too many travelling men and salesmen do not realize the necessity of being on time. When they make an engagement, to be there on the moment; when they promise a customer to be in their town on a certain time, to be there right on the dot. And the successful salesman must not only keep his customers, but gain new ones. And a successful salesman nowadays must be a gentleman to succeed.

Another good one :

Salesmanship is best defined by the two words, prudence, magnetism; the exercise of sagacity in securing business, knowledge of the most suitable means to secure new trade; the ability to retain patronage. (Christian Eckhard, St. Louis, Mo.)

As a rule a good salesman does have, and must have, prudence and magnetism; and without the latter, particularly, he does not amount to very much as a salesman.

Another good one :

To convince the merchant against his convictions that he needs the goods, by presenting your sample and calling his attention to the space it occupies in the circular press. Thus to enthrone him to the point of purchasing and pushing them, especially when the sale is introductory, is salesmanship. (Charles A. Humphrey, Oklahoma City, Oklahoma Territory.)

I agree with this last fellow. A good salesman should know his goods so well that he can convince the merchant, even against his convictions, that he needs the goods; then he must enthrone him in such a way that after he does once purchase them, he will push them.

Very truly yours,
F. C. Letts.

OTHER DEFINITIONS RECEIVED.

That state of being wherein one personality so persuades another that sales are promoted to the profit of the party represented (who may be the producer) and at the same time pleasing to the purchaser. Warren Randolph Yeakel, Philadelphia, Pa.

Salesmanship is the art of selling, combining, at its best, a high degree of tact and shrewdness with a thorough knowledge of the thing sold. Donald McDonald, Chicago.

Salesmanship is the ability to make sales. Its attributes are health, honesty, courtesy, tact, energy, source, reserve power, facility of expression, a firm and unshakable confidence in oneself, a thorough knowledge of the thing offered, the art of reading the customer, and confidence in the goods one is selling. Fred J. Maher, New Haven, Conn.

Salesmanship means the possession of the ability to present the thing offered in such a manner as to make it seem desirable; together with a thorough knowledge of the thing offered, the art of reading human nature, the power of mastering the situation and consummating a sale. W. W. Cooper, Kenosha, Wis. Gen. Mgr. Chicago-Rockford Hosiery Co.

Salesmanship is the ability to bring about an exchange between two parties to their mutual advantage; likewise to prevent an exchange when such would tend to sever or affect materially further business relations. Morton Hiscox, Westerlo, R. I.

Courtesy and tact in placing wares before the trade, with a view of effecting a sale, and, in failing to do so, persistently and systematically keeping after a prospective customer, either by personal calls or by a follow-up system or correspondence, until a sale has been made. W. B. Bottolfsen, Bay State Milling Co., Winona, Minn.

Salesmanship is the ability to acquire and retain intelligent patronage. Howard F. Marston, Boston, Mass.

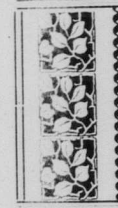
Salesmanship is the ability to sell the largest possible quantity of goods, to sell an increasing quantity of goods, to get the greatest possible results from the advertising done by his house, to make a regular customer of a new buyer and to hold the friendship of a regular customer. H. E. Bowman, Chattanooga, Tenn.

Salesmanship is indicated by a character marked by integrity, congeniality, energy, perseverance, punctuality; tact to know whom to address, when, what and how to speak, and when to remain silent; and strenuously using these qualities in creating a well as supplying a demand for legitimate goods for value received. Edward A. Spear, Skowhegan, Me.

The art of thorough knowledge of his stock; of imparting to his customer such portion of this knowledge as pertains to goods desired; and, when satisfied that the customer thoroughly understands the quality of the different grades of the desired goods, of allowing him to make his selection without comment. W. Werner, Chicago.

"Selling the goods"—"getting there"—"picking out the best accounts"; establishing a sound understanding between "seller and buyer"; being in sympathy with the firm's (sellers) advertising and thoroughly cognizant of the vital importance of impressing

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.



In last sat Pic we qu

"In for



FUTURE CHRISTMAS FRUITS

at lowest prices.

Lucas, Steele & Bristol, Wholesale Grocers, Hamilton, Ont.

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

A large number of merchants report that they are unable to get JERSEY CREAM YEAST CAKES—that when they order they find that it is not sent—also, that some travellers report we are not making JERSEY CREAM YEAST CAKES. We want it understood we are still manufacturing, selling (and you can sell) JERSEY CREAM as usual. When appeal is decided you will find no men more loyal to that decision than we will be. If your Wholesale Grocer will not fill your order send us a card and will send it to you by express, pre-paid. We will stand back of every package of JERSEY CREAM YEAST CAKE sold. We will continue to make the best Yeast, the most wholesome Yeast, and intend to make it the best-selling Yeast in Canada. Remember, JERSEY CREAM YEAST is not only made in Canada, but **THAT ALL** profits remain in Canada. We received our first Sample Order for JERSEY CREAM YEAST CAKES for South Africa this week. Canada's Greatest Yeast Cake must have merits, as this order came to us unsolicited. Do not remain without, but write or telegraph to us direct, and your orders will have prompt attention. Send Yeast orders to Hamilton.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

Lumsden Bros., Hamilton and Toronto.

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

“Imperial” Vinegar.

In the history of the vinegar business, no one other year records the enormous output of last year. Never before have the merchants and the consumers of Canada been so well satisfied with this choice condiment. Since the inauguration of the Imperial Vinegar and Pickling Company's Works, at Hamilton, the merchants of Ontario, Manitoba, the North-west Territories and British Columbia are a unit in awarding the palm for excellency of quality and flavor to the “Imperial.”

The leading pickle manufacturers of Ontario tell us that, since the inception of “Imperial” Vinegar, the quality of their goods has improved very much, and the demand for them greatly increased.

A bargain is not always what you pay.
It is what you get for what you pay.
“Imperial” Vinegar is always a bargain.

For Sale by

James Turner & Co.

HAMILTON.

**NEW
GOODS
1902
PACK**

Now in Store

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

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

upon the buyer's mind the necessity of, and the good which accrues from the same.

A. A. Whiting,
Los Angeles, Cal.

The art of compelling or inducing a buyer to realize the advantages over the disadvantages of a sales proposition, giving the buyer fair value at the price he pays while making a profit for the seller.

Jas. J. Heckin,
Cincinnati, Ohio.

Personal magnetism with gift of gab.

H. S. Downs,
The N. K. Fairbank Company, Chicago.

The art of creating demand and forcing sales, often beyond apparent needs, without overloading customers to their detriment; of landing the line offered without misrepresenting; of leaving a good impression to the end that the salesman will be welcomed on his return or that customers will return to him.

D. B. Jones,
New York Life Ins. Co., New York.

Salesmanship is the possession of such characteristics as enable the possessor to win and hold the confidence of the prospective purchaser and create in him such an appreciation of the goods offered as leads the will to act promptly in accordance with the advice of the salesman.

L. H. Darling,
Baltimore, Md.

The faculty of creating among persons possessing the requisite, a desire for and action toward that which one has for disposal.

W. Percy Crenshaw,
Mutual Life Ins. Co., Chicago.

The office of a salesman; art of selling. Salesman's ability—meeting with equal cheerfulness and confidence, conditions arising during sale. Fact—falling into customer's ways and ideas yet holding his own. Skill—presenting self assertive arguments of complete adequacy that clinches a sale and makes a customer for the future.

Wm. W. Atwill,
Kansas City, Mo.
Emery, Bird, Thayer Dry Goods Co.

The science of selling things corporeal, incorporeal, tangible, or intangible. This science consists in seller's ability to sell things at highest price commensurate with merit in thing sold, without violating basic principle of this science, namely; mutual confidence and reciprocal obligations necessary to exist between parties in continuing trade relations.

R. W. Saley,
Columbus, Neb.

Salesmanship is the art of finding a market for the goods of another.

In it is embodied the qualities of tact, courtesy, reserve power, resource, facility of expression, honesty, a firm and unshakable confidence in oneself and the goods offered for sale, with the ability to close.

J. W. Lloyd,
Toronto, Ont.

The art of exercising that consummate tact and diplomacy which keeps a customer interested, conquers every obstacle and results in securing business, making new customers and extending the boundary line of trade.

F. P. Hayden,
Chicago.

Ability to sell at a greater net profit, in larger quantities, any article or product possessing equal merit or value.

E. Tyner,
Ed. V. Price & Co., tailors, Chicago.

Is the combination in one person of energy, adaptability, resourcefulness and the faculty of a quick perception of character.

T. J. Reynolds,
The N. K. Fairbank Company, Chicago.

Salesmanship is that quality by which a man in any line of business can so understand the needs of the people that he will successfully make sales to customers or find a market for the goods offered. Salesmanship comprises all the virtues that go to make a true man.

Miss Bella Millar,
Alliston, Ont.

Salesmanship is the psychological exploitation of the merits, either quality, utility or money-making

properties of something to be transferred from one ownership to another.

Chas. E. Ruggles,
Lynn, Mass.

Ability to fathom the wants of a vacillating customer, sell him goods and impress his personality so that he is the one sought whenever the customer returns.

Ella Robinson,
San Francisco, Cal.

Salesmanship is impressing the worth of the article in question upon a possible customer.

Ralph B. Miller,
The Goodhair Remedy Co., Newark, Ohio.

Truth and tact, plus ground to stand on.

E. C. Thurnau,
Chicago.

Salesmanship is the ability to find, create, increase and supply the demand for property in a manner that benefits both buyer and seller.

E. S. Gile,
Boston, Mass.

Salesmanship is a quality of mind, comprehending an attractive personality, adaptability of temperament to men and conditions, patience, never-failing courtesy, sequence of ideas and fluency of speech. Supplement the natural gifts with a comprehensive knowledge of the special field.

B. K. Adams,
Cleveland, Ohio.

The Adams, Snyder Purchasing Agency.

Salesmanship is the ability to make sales:

(a) By convincing prospective purchasers as to what they should buy;

(b) By making partly-formed demands definite and immediate and supplying them; and

(c) By seeing opportunities of creating demands where none previously existed, creating such demands, and following them up successfully.

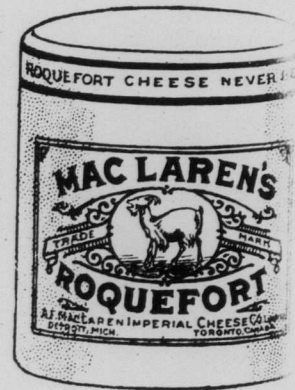
E. F. Walker,
Evanston, Ill.

Salesmanship is the art of presenting a proposition so attractively as to induce the middleman



The Mistakes of others should protect every grocer from similar blunders.

Some have purchased imitations of **MacLaren's** Imperial Cheese and now wish they had not.



NOW IN STOCK
NEW CHOICE
EVAPORATED PEACHES and APRICOTS
THE DAVIDSON & HAY, LIMITED
Wholesale Grocers. TORONTO.

purchase merchandise which he needs and knows he needs, or making him think he needs what he almost knows he needs not.

G. H. E. Hawkins,
The N. K. Fairbank Company, Chicago.

Salesmanship consists in convincing the buyer of all and singular the merits possessed by the article; a zealous and energetic manner in showing that the article is of the very best material and will better serve the purpose for which it is intended than any or all others.

Corp. G. Wilson,
Palestine, Tex.

Salesmanship is instructing, interesting and pleasing the buying public. Courtesy, tact, reserve power, honesty, confidence in oneself, a thorough knowledge of the goods one is selling, are needed qualities of good salesmanship. Firmly grasping the hand, meeting the eye steadily, offering introductory remarks briefly and showing positiveness, characterize salesmanship.

C. L. Pancoast,
Cleveland, Ohio.

Salesmanship; the inherent quality of selling ability existing in an individual, and expressed as the art or skill in the art of making sales.

Harry C. Mosher,
Dowagiac, Mich.

P. D. Beckwith, Stoves, Furnaces and Ranges.

That quality or gift which inspires respect and confidence. Respect because of inherent traits which mark the true gentleman, and confidence because representing nothing which cannot be borne out by facts. Good salesmanship not only gets but keeps trade.

Cora B. Adams,
Jackson, Mich.

Ability to adapt oneself to varying conditions and moods of others; to know the minds of and influence others to think they need, can use to advantage or should buy what a salesman desires to sell.

A. L. Johns,
Fort Wayne, Ind.

A. L. Johns & Co., Harness, etc.

Salesmanship is such application of a correct understanding of the real merits of the goods for sale and an adequate knowledge of the real wants of a possible customer, that, as a result, the goods are sold with satisfaction both to the customer and the salesman.

F. W. Leavitt,
Minneapolis, Minn.

Salesmanship is the specific qualifications of the salesman, and not simply the employment of such an agent, but the specific qualifications that bring success invariably to a salesman and the employer.

R. S. Walker,
Chattanooga, Tenn.

Business Manager, Sou. Fruit Grower.

Salesmanship is the art of selling that which is hard to sell.

G. H. E. Hawkins,
Chicago.

Adv. Mgr. The N. K. Fairbank Company.

To be able to focus attention, to know when to quit talking; to have keen judgment as regards credits; to assist his buyers in moving goods when the sale is made; ability to hold customers year after year; first and finally to sell goods honestly. These constitute salesmanship.

H. A. Johnson,
Chicago.

Henry Bright.

Salesmanship consists in having a thorough knowledge of the goods to be handled and an interest in the handling; a desire to dispose of goods in such a way as to be satisfactory to both customer and employer, so that one who buys once will return to buy again.

Jennie Bixby,
Beaumont, Texas.

Is the ability to so interest another in a business proposition that he will lose his indifference or opposition; feel it essential to his own interests to comply; and prefer to deal with no other in future.

Wm. H. Young,
Athens, Ga.

Salesmanship is the art of inducing persons by argument (written, printed or personal), to avail themselves of certain things by purchase or exchange. It consists in employing methods to educate individuals into investing by bringing before them such forceful and honest argumentation that to resist would be a moral impossibility.

Charles M. Beer,
Ashland, Ohio.

Salesmanship consists in possessing and exercising such power over a prospective buyer as to make him think, feel and see things in the same light as you do, provided you are sincere; otherwise it is "gold-bricking."

Allan Diemer,
Cleveland, Ohio.

Mgr. Co-Operative Advertising & Distributing Co.

The quality that creates or increases a want and supplies the demand for any commodity; with a minimum of friction and maximum of satisfaction, to both buyer and seller; creating through every transaction a reciprocal desire for future dealings.

James F. Waters,
Charlestown, Mass.

Salesmanship is the science of convincing people by speech or advertising, why it is to their advantage to buy certain goods. Through human or verbal salesmanship, but one person is influenced at a time. Through silent salesmanship or advertising, thousands of persons are influenced at one time.

Maxwell Eddy,
Chicago.

Salesmanship is that faculty possessed by one which enables him to dispose of any commodity with profit to the seller and to the satisfaction of the buyer; which makes of every customer a friend, and in turn leads to a remunerative trade from a pleased public.

James M. Irvine,
St. Joseph, Mo.

Ed. Western Fruit Grower.



Every grocer should carry goods that he can recommend with a clear conscience.

He is always safe in recommending

UPTON'S
JAMS, JELLIES AND MARMALADE.

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

AGENTS, TORONTO, CANADA.

THE PROVISION TRADE.

Waste in the Meat Trade—The Markets—Miscellaneous Notes.

WASTE IN THE MEAT TRADE.

MR. ANDREW WEBB, a large cattle dealer of England, is on a visit to Canada for the purpose of investigating the system of utilizing the offal from cattle slaughtered here. In an interview with a newspaper reporter he said:

"When I arrived in Montreal, I was shown over the abattoir, and was utterly amazed to see the waste that was incurred through the laxity of the wholesale butchers using it. I made inquiries and was informed that the offal was merely used as a land fertilizer.

SAME SYSTEM HERE.

"When I arrived in Toronto I found the same system in vogue. I thought it was useless going farther into the country to investigate, when the two leading cities of Canada showed the smaller cities such a bad example of waste. Well might the American, when he arrives and is shown over your abattoirs, smile, and go away satisfied, and stick to that old adage, 'Silence is golden,' knowing full well that so long as Canada is kept in ignorance of the value of her waste they (the Americans) can have the full run of all our English markets to reap a golden harvest from what is classed as waste in this country.

WHAT IS DONE IN ENGLAND.

"In England the guts of every beast slaughtered is contracted for at the rate of 2s. 6d. (60c.) per set, and then the company who buys will also send an experienced man to the abattoir to take them out of the fat. The next item is the liver, which is usually sold at from 5 to 10c. each, and then only a few, the others being destroyed. In England these same livers are worth, wholesale, 6 to 7c. per lb., an average liver weighing 10 lb., making 65c., thus being a good profit of 55c. on each liver, and then I am putting the livers down at their lowest possible weight, and leaving a good margin for further profit. Again, the tripe, which is another article for the waste tub, nicely cleansed and sent to England, would fetch a ready sale at 50c. each, showing you by a rough estimate the loose manner in which you conduct one of the largest business concerns in the country.

\$1.65 LOST ON EACH BEAST.

"In three articles alone you lose \$1.65 on each beast you slaughter, without taking

the extra profit you would reap by cleansing the gut of the beast, and, therefore, doing away with the middleman's profit. In two cities, Toronto and Montreal, the average slaughter of meat is about 2,000 per week, for a population of 600,000 persons. Your population of Canada (being at a guess) 6,000,000, it would take 20,000 beasts per week, or over 1,000,000 of beasts every year to feed the population of your country, and here I show you a waste of \$1.65 on every beast slaughtered, which would show that profit, and show it easily, if carefully handled, and I would not have the least hesitation in saying that if the butchers of Canada could be brought together (or their representatives) a system could be introduced on the simplest plan imaginable, which would reach from one end of the Dominion to the other, whereby the small butcher killing from one to five beasts per week, up to the large wholesale butcher, killing 500 to 600 head of cattle weekly, would be able to take their share in the profit according to the number of cattle slaughtered by each person, and I have not the least fear in saying the profits would reach \$2,000,000 per annum, and that without taking into account the enormous waste that is incurred in the sheep trade.

CANADIANS SHOULD VISIT ENGLAND.

"If a few butchers were to visit England and see the hundreds of thousands of livers, hearts, guts, brains, tongues (3s., 75c.) and tails that are put on our market every week by the large American and Australian packing firms, and find a ready sale there, you will be quite ready to admit that you are a long way behind the times, and that you throw away over \$2,000,000 annually in waste.

WHO SUFFERS THE LOSS?

"And now comes the question, Who suffers the loss, and upon whose shoulders does it fall, the wholesale cattle dealer, the retail butcher or the farmer? I will leave you at this point and let you discuss the situation between yourselves, and see if it really is worth while to try and rectify the wanton waste, and if you want any further information, I shall be glad to be of any service to you."

CHILLING MEATS.

Refrigerating meat is a vital process and should be carefully attended to after


slaughtering. The carcass should be well washed down with warm water in which has been dissolved a small quantity of good purifying agent such as borax; then, before going to cooler, be allowed to drip clean, and cool off somewhat. The fresh carcass should be in the cooler not less than 48 hours; better still, 60 or 70 hours. In any case until every vestige of animal heat has been gradually extracted. This is effected when the heat centre of the meat shows 40 deg. Fah. on thermometer when inserted. This is one of the most essential points towards the successful handling and curing of any kind of meats.

Freezing is exceedingly injurious to fresh meats as such action solidifies the liquid parts and seals the outer parts first, slowly closing in on the heat centre, which, as a rule, is beginning to decompose. However, this is arrested by the freezing process for the time being, but goes on as the meat thaws out. Thus, before curing material can reach the effected point, the meat is spoiled. Frozen meats will not admit of the action of salt, etc., which, to enter, must displace some of the liquids. This fact accounts for the colored pickle when meats have been therein some time. National Provisioner.

U.S. CATTLE FOR CANADA.

The West Texas Stockman states the following to be the number of cattle that will be brought into Canada for the purpose of feeding: Littlefield Cattle Co., 2,000; Merchant & Parramore, 10,000; Woott & Robertson, 15,000; Turkey Track, 15,000; Reynolds Bros., 10,000; Daugherty, 8,000; Cowden & Pemberton, 6,000—making a total of 150,000 head. The report was that 1,000,000 head would go from Texas. As the paper is the official organ of the Texas Cattle Raisers' Association, the above figures should be accurate.

Referring to the above, the National Provisioner, New York, says: "The moving of 150,000 Texas cattle to Canada for grass means more than seems at first sight. It means that the American ranges are being overstocked and overgrazed; it means that the Canadian Northwest is a future factor in our beef raising, unless American ranchers and ranch conditions are better conserved and improved; it means that the invasion of Mexico for

Are you selling 

REGISTERED
Bow Park
BRAND
Cream Cheese?

Just the thing this hot weather. It sells fast.

Send us your order or ask your wholesaler.

The Brantford Packing Co.
LIMITED
BRANTFORD, ONT.

When you have any

BUTTER
OR **EGGS**

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

HAMS

that are good hams.

If you have not had a shipment of

Three Star Hams

we solicit a trial order for them. Unequalled for the family that stays at home or goes to the summer cottage. Just the thing for camp or excursion. A little higher in price but worth it.

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

Long Clear Bacon.

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

Quotations on Case or Car-load lots on application.

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

grass is reaching the agistment limit. It means, also, that the grass of the public lands of the United States should be a matter for national concern and that the devastation of the nation's untenanted domain by the 'free range' practice should be stopped by lease and conservation conditions under the Forestry Division of the Interior Department."

THE PROVISION MARKETS.

TORONTO.

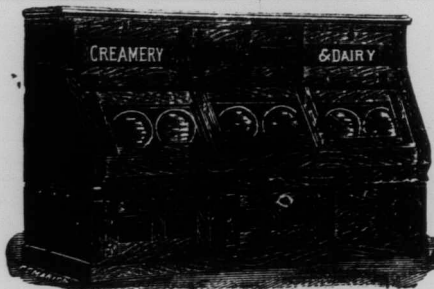
The market for dressed hogs has advanced 25 to 50c. per 100 lb. owing to the good demand that has lately sprung up for them. The receipts are small. Hind-quarters of beef are down 50c. to \$1 per 100 lb., and all kinds of beef are active. The live hog market is 12½c. easier than last week owing to a slight decline on the English market. The arrivals are free and the buying fairly active. We quote: Dressed hogs, \$9.25 to \$9.75; beef carcasses, \$6.50 to \$8.00 per 100 lb.; hind quarters, \$7.50 to \$9.00 per 100 lb.; front quarters, \$4.50 to \$5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 7 to 8c. Select live hogs are worth \$7.12½ and fat and lights, \$6.87½ per 100 lb. Choice export cattle are worth \$5.25 to \$5.75 per 100 lb., and lights, \$4.25 to \$5.

Business in all lines of provisions is active, and stocks of cured meats are getting light. In view of the heavy demand for lard that has recently sprung up the market for it is strong. Quotations follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, \$21.50; short cut, \$23.50 to \$24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10¼c.; plate beef, \$15 per 200 lb. bbl.

MONTREAL.

Trade in provisions continued to be fairly satisfactory during the week. In smoked meats business is up to the average for this season of the year. Lard is in some demand, both pure and compound moving fairly well, and at unchanged prices. It is reported that on account of a large quantity of American pork being put on this market that a very little Canadian short cut mess pork has appeared on the market.

In dressed hogs there has been an advance of 25c., and the market is firm at the new figure. A fair jobbing trade is doing in fresh-killed abattoir dressed hogs, there being a good demand from butchers for



C. P. FABIEN

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

3169 Notre Dame St., MONTREAL.

People all over the Dominion of Canada are using our

Wrapping Papers.

We sell an extra fine quality of Brown or Manilla. When you buy here you get full weight and full count.

PROMPT ATTENTION TO ORDERS.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

THIS BRAND

ON
BACON
—AND—
HAMS



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

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

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

All first-class Grocers and Provision dealers should handle the

**"L. & S." and
"Imperial"**

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

Long Clear Bacon.

New cured, free from rust, light or medium weight.
Write or wire us for quotations in case or car lot.

Fowler's Canadian Company, Limited

HAMILTON.

small lots, at
to \$9.75 per
low: Pure
to \$2.40 per
Head lard
with extras a
over tierce:
wood pails,
tins, 34c.;
and Globe
pail, Cottol
and 11½c. fo
Ontario; han
short cut n
Canadian sh
\$25.00; Ame
to \$24.50;
\$25.00; bacc
extra plate 1

DRESSED
market is st
Beef, 6½ to
8c.; lamb 12
to 15c. per
15½c.; ba
11¼c.; long
12c.; dry
11½c.; 50-l

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small lots, and sales were made at \$9.50 to \$9.75 per 100 lb. We quote as follows: Pure Canadian lard, \$2.37½ to \$2.40 per pail. Fairbank's "Boar's Head" lard compound, 9½c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20 lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, \$1.80 to \$1.90 per pail. Cottolene, 11¼c. for 20-lb. pails, and 11⅞c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, \$24.50 to \$25.00; Canadian short cut clear pork, \$23.50 to \$25.00; American short cut clear pork, \$24 to \$24.50; American fat back, \$24.50 to \$25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, \$14.50 to \$15.00 per bbl.

WINNIPEG.

DRESSED AND CURED MEATS—The market is steady. We quote as follows: Beef, 6½ to 7c.; veal, 8 to 9c.; mutton, 8c.; lamb 12½c. Hams, sugar cured, 14½ to 15c. per lb.; breakfast bacon, bellies, 15½c.; backs, 14c.; spiced rolls, short, 11¼c.; long, 12½c.; dry salt long clear 12c.; dry salt backs, 12½c.; lard, tins, 11½c.; 50-lb. tubs, \$6.05; 20-lb. pails,

\$2.50; 10-lb. tins, in cases, \$7.60; 5-lb. tins, \$7.70; 3-lb. tins, \$7.75.

PROVISION NOTES.

J. H. McLean, butcher, Hamiota, Man., has sold out to Allan Eby.

E. N. Lefebvre, butcher, Montreal, has assigned to Alex. Desmarteau.

A. D. Marshall, butcher, Roland, Man., is advertising his business for sale.

P. Burns & Co., dealers in meats, etc., Rossland, B.C., have sustained loss by fire.

Roy & Cie, cattle dealers, Delorimer, Que., have dissolved, and Rouer Roy is now registered.

P. Gallagher & Sons, Limited, wholesale and retail meat merchants, Winnipeg, have sold their business to The Holman Meat Co.

IMMIGRATION OF AMERICANS TO CANADA.

According to a Winnipeg, Man., special to The Evening Post, the extent of immigration into Manitoba and the Northwest Territories from the United States is little understood in the east. Sir Charles Dilke's prophecy of 12 years ago that these fertile lands would become the wealth centre

of the Dominion is already being fulfilled. For the year ending June 30, 1902, 19,570 persons from the United States took up homesteads in Manitoba and the Northwest Territories, against 5,197 in the preceding year. Actual settlers number five times as many, as only heads of families can take up homesteads. In 1900 land along the C.P.R. was worth \$3 an acre; now there are few obtainable lots close to the line, while the price of the nearest is \$7 to \$8 an acre. An examination of Winnipeg hotel registers shows that 40 per cent. of the visitors are from the United States. It is said that the cheapness of land makes it possible to produce wheat and flour at less cost than in Minnesota or the Dakotas. Millers of Minneapolis and St. Paul are anxious to get Canadian wheat, and are advocating reciprocity with Canada with the idea of having the grain duty removed. This influx of Americans is proving of great benefit to Canadian development, especially in the line of capital, as the American settlers are bringing millions with them into the country.

George Rupert Payzant, of F. C. Palmer Co., Dorchester, was united in marriage to Miss Blanche Vickers Hanington, youngest daughter of Justice Hanington.

Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system.

See here:

If a Man Wants Credit

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

For Sale in Canada by **The Eby, Blain Co., Limited, Toronto.**
C. O. Beauchemin & Fils, Montreal.

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.



IT IS NOT TOO EARLY TO BEGIN
YOUR INQUIRIES ABOUT THAT TRIP
YOU ARE GOING TO TAKE TO THE

British West Indies

this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.

THERE IS NO MORE DELIGHTFUL
WAY OF SPENDING SIX OR SEVEN
WEEKS THAN ON SUCH A TRIP AS
THIS THE WHOLE COST FROM
HALIFAX AND RETURN IS \$130.00.

Pickford & Black - Halifax.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

A PRIVATE cable received in New York from Smyrna withdrew offerings of all descriptions of figs. One operator has advanced prices on goods to arrive 1c. above original quotations on layers.

Dodwell & Co., Limited, Colombo, Ceylon, under date of August 13, advise as follows regarding the tea auction of that date: "Of 11,658 packages equal to 953,674 lb., brought forward, 9,986 packages, equal to 778,581 lb., passed the hammer. The general tone of the market was firmer all round. Common to medium grades received more attention, especially medium broken, and prices were dearer. There was a good inquiry for fine teas, which were well competed for, and last week's rates were fully maintained. Quality. Some of the high district teas showed a further improvement. Low-country teas no change. The average price for the sale held on the 30th ultimo was 30c., as compared with 31c. for the previous auction."

CALIFORNIAN DRIED FRUITS.

The San Francisco Trade Journal has the following on dried fruits: "There is a continued good export demand for prunes. This is due to the light crop of all kinds of fruits in Europe. Two years ago when California had a large crop of prunes there was a large crop of apples abroad; this year we have a large crop of prunes, but Europe has a light crop of apples, and it is the cooking apples which can be kept fresh throughout the winter that cut into the consumption of both dried and canned fruits. Our market for apricots, apples and peaches is very dull and highly unsatisfactory. Advances of continued rejections of fruits shipped east, although the quality in nearly every instance is up to the regular grades, make shippers weary and offish. The losses through rejections will be heavy."

CANNED SALMON SITUATION.

Writing from Chicago under date of the 11th inst., The J. K. Armsby Co. have the following on salmon: "It is needless to say a great deal more in regard to the shortage of red salmon, the shortage is now a fact, and no longer a theory; 75 per cent. of all the salmon packed in the world is the so-called red fish, which comprises sockeyes and red Alaska; insomuch as this grade is anywhere from 1,700,000 to 1,900,000 cases short as compared with last season, and with 90 per cent. of this year's pack of sockeye already sold to Europe and Australia, it leaves practically no red salmon for the domestic market, with the exception of the Alaska red. Already a large

number of Alaska packers have notified their buyers of short delivery; some of them are delivering 25 per cent., some 40 per cent., some 50 per cent.; other packers have withdrawn altogether; still others have advanced their price to \$1."

CANNED SALMON IN LONDON.

The position of the better grades of salmon on the spot has materially improved during the past week, principally owing to cable confirmation from Vancouver that the fishing on the Fraser had already closed, and that the 1902 pack will not exceed 260,000 cases, compared with 960,000 cases last year, which was an exceptional one. Notwithstanding the large pack in 1901, there is very little of first-class quality remaining in importers' hands, the bulk of the goods being second rate. Large sales have been made within the past few days at advanced rates, and a further improvement in prices is anticipated. Prices for the new pack have not as yet been fixed, but they are expected to be much higher than those of last year, not only because the pack is a small one, but that the fish have cost the canners nearly twice as much as they did last season. The cheapest quality of salmon at the present moment are the finest brands of Alaska, and buyers would do well not to allow present prices to pass before securing their requirements. Produce Markets' Review, August 30.

TOMATOES AND CORN IN BALTIMORE.

The condition of corn and tomatoes in the market remains about the same. In other words, tomatoes are satisfactory both to packers and distributors, and the situation in corn is not so. The season is so nearly closed on tomatoes and the corn condition is so well understood that the community has about become accustomed to the prevailing conditions; and we believe through a large part of the country, among the canners, there is more interest in beans than in any other staples at present.

Of the quotations in the markets there are few or no changes. No. 3 standard tomatoes are quoted now at 90c., which shows the market is steadily hardening. The increase in the value of material has caused an advance in the quotations of okra and tomatoes, which are quoted now at 75 to 80c. for No. 2 and 95c. to \$1 for No. 3.—The Trade, Baltimore, August 30, September 12.

NEW VALENCIA RAISINS IN LONDON.

The first arrival of new Valentias, per Arana, was placed on the market on Monday last, and met with a good reception. The fruit, although somewhat lacking in size, is satisfactory as regards

quality and condition. Half-boxes realized from 40 to 42s., 1/4 boxes, 44 to 50s. An equally good demand from the trade was apparently experienced, as the market has displayed a hardening tendency during the week, and the shipment is now practically cleared. The ss. Pinta and Ruby are due on Monday, together bringing about 50 tons, and the end of next week should see the arrival of the ss. Certes, with about 150 tons. Although shipments are by no means heavy and the fruit afloat has been shipped at high costs, a hand-to-mouth policy of buying would appear to be the only safe course to adopt.—Produce Markets' Review, August 30.

CURRENTS IN LONDON.

The market for currants has been characterized by a general desire to clear out remnants to make way for new fruit. Some holders of Provincial, however, still refuse to accept ruling prices, apparently in the expectation that sooner or later the present quotations for the new crop will change in an upward direction. Reports of general rain in Greece were received at the beginning of the week, and as fully one-third of the crop was then still exposed on the drying grounds, a temporary stiffening in prices occurred. As this advance has now again been lost, it would seem that little or no damage was done—a matter for congratulation for all concerned. The London market will be well supplied for nearly all grades of new currants early next week, from the cargoes of ss. Henry Fisher, Naranja, Lusitania and Rescue. The Genoa, with the first shipment of Pyrgos fruit is due a few days later. Prices of all currants are so reasonable as compared with those which have characterized the opening of recent seasons, and in relation to the estimate of the crop, grocers may reasonably be expected to replenish their exceptionally depleted stocks with more liberality than usual.—Produce Markets' Review, August 30.

NEWFOUNDLAND LOBSTER PACK.

Speaking of the lobster pack, The Trade Review, St. John's, says: "Inferior goods are not looked for at all, and we are pleased to learn that there are very few poor lobsters packed this year. The inducement to turn out a good article on this line is becoming greater every year."

"Let us make the capital stock \$1,000,000,000," said the first promoter.

"All right," said the second, who was preparing the prospectus on the typewriter.

"Will it be hard to increase that capital?" asked the first.

"No, indeed. All I have to do is to hit this 0 key a few more times."

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Contributors are goods they l that everyon goods at cl unusually la

THISTL sauce store

They also ha enes in tins.

Sea Island Lucas, Steel

A shipme week for H.

Attention & Bristol's

H. P. Ec "Neptune"

E. Z. E pound is sol

Dold's sc by Lucas, S per dozen.

Lucas, S 16-oz. glass top, only \$1

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FIRST OF THE SEASON.

Our first shipment of this season's Peels now in store.

"ANCHOR" BRAND FINEST PEELS

DRIPPED

"STERLING" BRAND CANDIED PEELS.

We guarantee these Brands equal to any imported.

SEE OUR TRAVELLERS OR WRITE US FOR PRICES.

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

HINTS TO BUYERS.

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

THISTLE hads, herrings in tomato sauce and kippered herrings are in store with Lucas, Steele & Bristol. They also have a further supply of kipperenes in tins.

Sea Island twine may be procured from Lucas, Steele & Bristol.

A shipment of Spanish onions arrived this week for H. P. Eckardt & Co.

Attention is called to Lucas, Steele & Bristol's ad. in this week's issue.

H. P. Eckardt & Co. are selling their "Neptune" brand prunes at a low price.

"E. Z. E." ammonia and washing compound is sold by Lucas, Steele & Bristol.

Dodd's soups are delivered in 5-case lots by Lucas, Steele & Bristol; price, \$1.00 per dozen.

Lucas, Steele & Bristol have Upton's 16-oz. glass marmalade and jams, patent top, only \$1.50 per doz.

The Eby, Blain Co., Limited, received on Thursday their first shipment of new Valencia raisins.

PROFIT IN HANDLING OIL.

The storing and retailing of oil and gasoline has always been a vexatious problem to merchants who have not as yet recognized the advantages of applying up-to-date methods to this part of their business. There is always more or less evaporation and waste of oil through the use of dirty, stoppy measures, leaky barrels, etc. A great deal of time is lost in running to the back room or down cellar, which necessitates leaving the store uncared for. There are always disagreeable oil odors, oily floors, oily hands, and a considerable amount of delicate groceries spoiled. Every

one who has handled oils in the old way knows how disagreeable it is.

There have, however, been great advances made in the handling of oil, and those who have installed the Bowser self-measuring and computing outfits find it as easy and agreeable to handle oil as any other article.

S. F. Bowser & Co. (Incorporated), Fort Wayne, Ind., are the manufacturers, and have but recently made several very important changes, which they fully explain in their printed matter, which, like their outfit, is of the highest class.

This firm has always had the reputation of making the best, most convenient, economical and satisfactory outfit on the market, and of representing it exactly as it was, so that their statement that their present outfit is the best in every way that they have ever put out will be widely accepted.

Attention is called to the advertisement of this firm on another page of this issue.

FIRE AT SPANISH STATION.

The village of Spanish Station is about wiped out by fire. F. E. Lang's store and dwelling and about all his stock were burned; no insurance.

W. H. Graham's store and part of his stock were burned; partly insured.

H. J. Hamilton has registered as sole owner, under the style of Hamilton & Co., and will commence business as general merchant at Spanish Station.

F. E. Lang and W. H. Graham will both go out of business.

SULTANA RAISINS HIGHER.

A cable from Smyrna reports an advance of 1s. 6d. per cwt. in Sultana raisins due to heavy buying in that market for England.

The A. F. MacLaren Imperial Cheese Co. secured a gold medal for their cheese at the Toronto Industrial Exhibition.

THE FIRST VALENCIA RAISINS.

The first shipment of new season's Valencia raisins arrived on the Toronto market on Wednesday night. The shipment was a fairly large one and the quality of the fruit reported to be good. Thomas Wilson, manager of The Trading Agency of Canada, was the importer, and he has another carload close at hand.

BALTIMORE CANNED PEACHES.

Baltimore mail advices under date of Saturday, September 13, say: "Certainly the peach market has shown its ability all along to take care of itself, and right from the very first all the indications pointed strongly toward a higher market for all grades, which has come to pass. For instance, 3-lb. pie peaches, which were 50 to 55c. early in the season, are now 65c., and within the last three days gallon pie peaches have jumped from \$1.90 to \$2.25 per dozen."

TO DISPLAY HOLIDAY GOODS.

Among merchants, it is the general opinion that holiday goods especially should be well displayed. If visitors do not see the desired article before them they do not take the trouble to ask for it. Frequently, too, the would-be purchaser hardly knows what he desires, so that a gift-article is half sold when displayed properly in a suggestive manner. A most suitable device for the correct and artistic display of nearly all classes of merchandise is the adjustable stand or table. It can be moved about from place to place and makes a splendid and economical substitute for the old-fashioned counter. It can be used as a table, or in five different positions as shelves, and the goods do not have to be removed to alter positions as each shelf remains on a level while the stand is changed. United Factories, Limited, Toronto, will cheerfully furnish any information required regarding this splendid invention which they highly recommend for the Christmas trade.

In Business To Make Money?

The grocer who sells pure, white, dry, crystalline Windsor Salt is absolutely sure of satisfying the man or woman who buys it. Satisfaction is a pearl of great price, but you can't measure it in dollars and cents, because you can't sell it. Since "Windsor Salt" and "satisfaction" mean exactly the same thing, you sell a pearl of great price when you sell Windsor Salt.

If you are in business to make money there is no safer way to do it than to sell the best of its kind in staple goods—Salt is one of the staples. Windsor Salt is best by test!

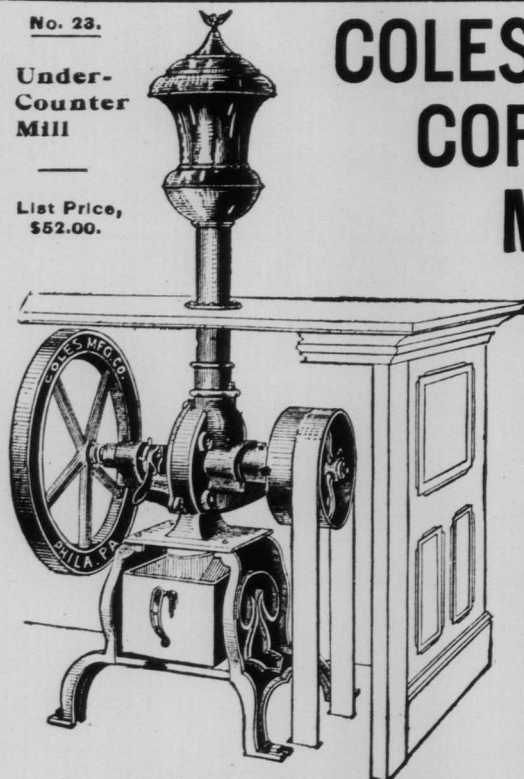
Windsor Salt Will Help!

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

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.



ON TOP.

The grocer who comes out on top in the gamble of business is usually a pretty shrewd sort of a man. He doesn't "run out" of goods that give him a good profit. How's your stock of

Paterson's Camp Coffee Essence?

ROSE & LAFLAMME,
Agents, Montreal.

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Publishers of
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THE CANADIAN GROCER

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

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

OFFICES.

MONTREAL	- - -	232 McGill Street. Telephone 1255.
TORONTO	- - -	10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG.	- - -	109 Fleet Street, E.C. W. H. Miln.
MANCHESTER, ENG.	- - -	18 St. Ann Street. H. S. Ashburner.
WINNIPEG	- - -	Western Canada Block. J. J. Roberts.
VANCOUVER, B.C.	- - -	Flack Block. J. A. Macdonald.
ST. JOHN, N.B.	- - -	No. 3 Market Wharf. J. Hunter White.
NEW YORK	- - -	Room 443 New York Life Bldg. Subscription, Canada and United States, \$2.00. Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

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

FOOD INSPECTION.

THE chief food inspector of Montreal has issued his report for the month of August. It contains some paragraphs of particular interest to grocers.

Two grocers were warned that they must not expose bread for sale outside the store or at the doors. This warning has been given before to other grocers, but there appears to be still a number who do not take the hint. Almost every thinking grocer has pronounced against the placing of such goods in the way of all the dirt that must naturally come from the street. Some grocers will not even display goods in cans, or cases of any kind on the street, objecting to their being soiled by sun or dust. And bread should be the last of all things to expose in that manner.

Included in the food confiscated as not fit to be eaten, according to the inspector's report, was 500 lb. of fruit, candies, etc., from grocery, fruit and candy stores. At various butcher shops and wholesale stores in Montreal 300 lb. of beef were seized;

115 lb. of veal; 20 head of poultry, 90 lb. of pork; 35 lb. of fish, and 160 lb. of bruised meat.

Fourteen bakers were notified that their drivers must deliver the bread in baskets, not in their hands.

The inspector had his suspicions aroused by the appearance of some foods, and 20 samples were sent to the city analyst to be analyzed.

These efforts of the inspector to prevent the sale of impure foods will, in time, produce good results.

CANADIAN BEEF IGNORED.

THE CANADIAN GROCER is in receipt of a price list issued by The Army & Navy Auxiliary Co Operative Supply, Limited, of London, England. As our readers are well aware, this is a large retail concern in England which does an enormous business in all kinds of food products.

In this price list quite a little space is devoted to meats of different kinds. But one thing that strikes a Canadian in perusing it is the entire absence of any reference to Canadian beef. In the list of colonial beef, New Zealand and Australia are given quite a little prominence, while Canada is ignored entirely. Again, in the matter of American beef, it is set forth that "fresh beef available in London is provided from the importation of American cattle alive." Canada is again ignored.

Why Canada is thus ignored we are unable to say. During the year ending June 30 last we exported to Great Britain nearly 148,000 head of cattle, valued at \$9,742,000. According to the British trade returns, the number of cattle imported into Great Britain from all countries in 1901 was 494,222, valued at \$42,909,000. It is evident from these figures that Great Britain imports from Canada a respectable quantity of live cattle, which, of course, have to be slaughtered immediately on arrival on the other side. How the Army & Navy stores can, therefore, ignore the position of Canadian meat on the English market is problematical, and it seems to us that the matter is worthy the attention of the High Commissioner's office in London.

IMPROVEMENT WITH NEW REGIME.

IT is the general opinion that the recent Exhibition at Toronto, from an industrial point of view, was an improvement over its immediate predecessors. How much the credit of this is due to the new executive head we are not prepared to say. It is, however, significant that the improvement has come with the accession of Mr. McNaught, a successful business man, to the presidency.

THE CANADIAN GROCER has had occasion during the last two or three years to take exception to the neglect of the industrial features of the Toronto Exhibition, and it is therefore with some degree of satisfaction it observes that the cause for adverse criticism in this respect is much less evident than it was. And this improvement has been accomplished without in anyway impairing the entertainment features of the Exhibition. The trouble hitherto has been that more effort appeared to be concentrated on the entertainment than on the industrial features of the exhibit.

The management is certainly to be congratulated on the arrangements made for the exhibit of dairy products. Dairying is one of the chief industries of the country; but until this year one not acquainted with the fact could have easily concluded, from the way it was treated by the management, that it was insignificant and unimportant. There was no exhibit at the Fair this year that excited more general interest than the dairy exhibit with its daily practical demonstrations.

In the exhibit of machinery and electrical goods another improvement was to be seen. It has been a standing complaint with the manufacturers of machinery that the treatment accorded them by the management was simply cavalier. While all the irritation caused thereby may not have been removed, it is evident that a great deal of it has.

The main purpose of an exhibition is to hold forth to the gaze of the public the industrial life of the country as revealed in the products of the factory and field. President McNaught, with his business instinct, evidently recognizes this, and, as a result, his regime opened auspiciously.

UNFAIR TO MERCHANTS IN SMALL TOWNS.

It is a worthy ambition that merchants of certain towns and cities have to attract customers from other places. And they cannot be blamed when, having this end in view, they endeavor to secure special rates from the railway and steamboat companies to assist them. At the same time, however, it must be remembered that the merchants from the towns whose customers they try to attract are also entitled to some consideration.

At the meeting of the Union of Canadian Municipalities in Montreal this week this was one of the questions which came up for discussion, and was referred to a committee for consideration. It seems to us, however, that questions like this are outside the province of such an organization as that of the Union of Canadian Municipalities.

In championing such schemes they are only assisting the merchants in the large cities in their efforts to attract customers from the merchants in the smaller towns and villages throughout the country. If the merchants in such cities as Toronto, Montreal, Ottawa, and other places that might be mentioned, desire special rates, let them secure them on their own volition, and not call to their aid large organized bodies.

The more trade that is taken away from the smaller towns the less merchandise will the railways have to carry to the points thus affected, and it does not, therefore, seem to us in the interest of the railway companies that any such special rates should be accorded.

In the competition between the merchants of different cities and towns, it appears to us that they should be allowed to fight it out for themselves without any one of them being given the support of the railway companies, which they practically are when one is accorded special rates to the disadvantage of the other.

Let every town stand upon its own bottom on such matters. Discriminating passenger rates are no fairer than discriminating freight rates.

THE BONUSING EVIL.

During the convention in Montreal this week of the Union of Canadian Municipalities quite a little discussion ensued on the question of bonuses to manufacturers

by municipalities, and a resolution was adopted by 24 to 1 condemning the principle.

This is a question which has occupied a great deal of attention in the Provincial Legislature of Ontario, and while laws have been placed on the statute books designed to minimize what is obviously an evil, the evil still exists in an unmodified form.

While very little may be done by such resolutions as that passed in Montreal a few days ago, it will have the effect of assisting to educate the public to put a stop to the bonusing system. It is a fact worthy of notice that some of the smaller municipalities in the country, which have been the most persistent in granting bonuses with a view to coaxing industries from other parts to their neighborhood, are to-day in a most unsatisfactory condition financially.

MANITOBA'S FRUIT REQUIREMENTS.

At a recent banquet given in Winnipeg to Mr. Phillips, the fruit inspector for the Northwest, it was stated that the amount of fresh fruit consumed in Winnipeg annually was valued at about \$168,000.

As our readers are well aware very little fruit is produced in Manitoba. Consequently the people there have to depend altogether on what they bring in from Ontario, British Columbia and California. Unfortunately for Ontario's credit, the fruit which has been brought into Manitoba from that Province has not turned out well, not that the fruit was inferior, but that the method of packing and shipping was decidedly so, causing a great deal of loss and dissatisfaction. The result has been so unsatisfactory, as THE CANADIAN GROCER pointed out in a previous issue, that some of the large firms in Winnipeg have decided not to handle Ontario fruit for the present.

It is evident from the figures we have quoted that the market is worth cultivating, for not only is there a large quantity of fruit consumed there now, but the market is a growing one, and no one can say what its extent will be in a very few years. As we have already pointed out, the dissatisfaction with Ontario fruit is not on account of its

quality. We have not, therefore, to call upon Nature, but to the shippers of fruit to employ better methods of packing and shipping their product. We are glad to note that some of them are already doing this, as our Winnipeg correspondent pointed out last week. California has already secured the lion's share of the Winnipeg market, and British Columbian fruit promises to long to be no small factor in the market. It, therefore, behooves the shippers of Ontario to bestir themselves if their position in the Manitoba market is not to be made worse rather than better.

CANADA AND NEWFOUNDLAND.

SIR ROBERT BOND, the Newfoundland Premier, has returned from Washington, where he has been with a view to reopening reciprocity negotiations with the United States.

Canada can scarcely view with equanimity the reopening of these negotiations. A dozen years ago what is commonly known as the Bond-Blaine Treaty only needed the approval of the British Government to give it effect. This, it will be remembered, was withheld at the instigation of the Canadian Government.

If a commercial treaty between Newfoundland and the United States was distasteful to the Dominion 12 years ago, it can scarcely be less so now. Our trade with Newfoundland is larger than it was then. Our exports to that colony, for example, are over \$1,000,000 larger. But should the present efforts to secure a treaty with the United States be successful, it is practically certain to receive the approval of the Imperial authorities, for we have it upon the word of Sir Robert Bond himself that he has the consent of the Home Government in his present negotiations with Washington.

Nothing as far as we are aware has been publicly said in regard to the attitude of the Dominion Government on the question. But it certainly cannot afford to be unconcerned.

At the same time, however, it is questionable whether it should take the same stand as it did in regard to the Bond-Blaine treaty. It is contrary to the spirit that rules within the British Empire to-day. What it should do, however, is to take time by the forelock and open negotiations with Newfoundland with a view to accomplishing what we failed to do when the Confederation of the Dominion was consummated.

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In an interview of Seattle, September 1, 1900, of the Pacific one of the salmon, says for the year 1900 and Skeena Naas River in Sound, and follows:

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Skeena River
River Inlet
Naas River
Puget Sound (S. Columbia River)

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The Province
September
The following

THE COAST SALMON PACK.

In an interview published in *The Times*, of Seattle, Washington, under date of September 7, Charles Corby, manager of the Pacific Selling Co., at Seattle, Wash., one of the best-informed authorities on salmon, says: "The total packs in cases for the year 1901 in Alaska, on the Fraser and Skeena Rivers, Rivers Inlet and the Naas River in British Columbia, and Puget Sound, and on the Columbia River, were as follows:

Alaska.....	2,022,704
Fraser River.....	949,879
Skeena River.....	127,374
Rivers Inlet.....	73,536
Naas River.....	22,500
Puget Sound (sockeye pack).....	1,116,207
Columbia River.....	249,600

Total pack 1901.....4,549,800

Packs of the outside rivers of Washington and Oregon, together with the Sacramento River, brought the total for the season of 1901 to about 5,024,538 cases.

The pack for the season of 1902, so far as it can be ascertained, will be about as follows:

Alaska (following Col. Kutchin's estimate of over 2,000,000 cases, say about).....	2,200,000
Fraser River.....	265,000
Skeena River.....	140,000
Rivers Inlet.....	71,000
Naas River.....	21,000
Puget Sound (sockeye pack).....	309,000
Columbia River.....	275,000

Pack for 1902 to date.....3,281,000

Thus the estimated shortage this year, compared with last, at the figures given, will be in the neighborhood of 1,300,000 cases.

Notwithstanding the fact that the pack in Alaska last season was more than half a million cases greater than in 1900, the total quantity of red fish packed was sold before March 1 of this year, and a premium was paid in Eastern markets for early shipments of this year's pack, which were brought down specially by steamers to fill the demand.

The phenomenal demand for salmon, which has increased more than 100 per cent since 1898, is due to the fact that new markets have been opened in China, Japan, and the Orient generally, Australia and South Africa. This, with the increased consumption in the United Kingdom and in the domestic markets of the United States, will undoubtedly make the present pack, as now estimated, insufficient to fill the world's requirements until the pack of next season is ready for the market. The spring pack on the Columbia River is reported as entirely sold up and prices have already been withdrawn."

The Province, Vancouver, in its issue of September 3, said:

"The Fraser River fishermen find that, according to the pack returns to-day made

by the canners, they caught just 2,418 cases of fish too many to entitle them to 18c. per fish under the sliding scale of prices agreed upon at the commencement of the fishing season.

"The returns submitted to the fishermen showed that the total pack of the canneries amounted to 282,630 cases. The pack of trapped fish was set out as being 30,212 cases, and that number deducted from the total left 252,418 cases of fish, upon which basis the canners stated they were prepared to make payment.

"Had the season's pack amounted to 249,999 cases the fishermen would have been entitled to 18c. per fish, but as the pack returns made this morning show that the quarter million mark has been slightly exceeded, the sliding scale agreed upon calls for settlement at 16½c. per fish.

"The fisherman, however, are not satisfied with the count made by the canners, and arrangements have accordingly been made for representatives of the men to visit the canneries and check the pack. G. Mackie and A. Halcrow, members of the New Westminster Fishermen's Union, left this afternoon for Steveston to commence the checking. They will be assisted by a member of the Japanese Union. Charles Durham, secretary of the Grand Lodge, and Mr. Nekeshima, representing the Japanese Union, this afternoon commenced the checking of the written returns from the canneries, upon which count the total submitted by the canners this morning was figured."

PERSONAL MENTION.

Messrs. S. W. Moore, general merchant, Churchill, Ont.; T. A. Fisher, grocer, Lindsay, Ont.; James Row, general merchant, Avon P.O., Ont., were in Toronto last week.

A few Fair visitors at E. W. Gillett Company Limited: J. A. Dawson, Peterborough; Mrs. J. A. Dawson, Peterborough; W. A. Sillick, Teeswater; Dr. R. M. Bateman, Pickering; Herman Becker, (D. & H. Becker), New Hamburg; P. L. M. Egan (Egan Bros.), St. Thomas; John Pratt, Heathcote; Dr. A. F. Pirie, Cartago, Costa Rica, C. A.; Dr. G. Wild, Dundas, Ont.; R. McQuarrie (McQuarrie & Co.), Alton.

EXHIBIT OF SUGAR BEETS.

The beet-sugar exhibit under the direction of Mr. Harcourt, Minister of Agriculture, attracted many visitors of the Toronto Exposition. In this exhibit was an illustration plot showing beets in various stages of development, from those just ready to thin

to the full grown beet which had been planted in April. Samples were also given inside the building of beets grown experimentally from Brantford, Markham, Brussels, Guelph, Orangeville and St. Catharines. Methods of cultivating beets so as to prevent waste were also shown. There was also a complete display of the instruments necessary for the cultivation of this industry. The rapid progress made in the sugar-beet industry is shown by a chart. From 1900 to the present year the acreage in beets has increased from 600 to 20,000 acres. Four new factories with an aggregate capacity of 2,200 tons of beets per day will be in operation in the fall. Next year it is calculated \$1,000,000 will be paid to the farmers of Ontario for sugar beets.

BACK FROM COLOMBO.

J. M. Lobb, of Rodenwald & Heath, Colombo and Shanghai, arrived in Toronto this week. Mr. Lobb has many friends in Toronto and they are warmly welcoming him on his return to his native city.

TRADE CHAT.

THE peach crop of Essex this year is the largest since the freeze-out in 1898 and heavy shipments are being made. The season will be at its height in about a week, but the latest peaches will not be ready for the market for three weeks yet.

Mr. Christopher, one of the oldest and most esteemed merchants of Sydney, died last week in Antigonish.

Theo. Ruggle, who has a general store at Floradale, Ont., was married recently near Wallenstein, to Miss Henrietta Powell.

A. E. Mullett, of the J. H. Laird grocery establishment, Galt, has been appointed travelling agent for The Acetylene Co., of St. Thomas, Ont.

The old firm of Tweed & Ewart, wholesale and retail general store, of Medicine Hat, is retiring from business and will be succeeded by Stewart, Clark & Co.

Reports from Louisburg state that the cod fishing season is especially good there this year. The fisheries of Newfoundland and Labrador are also exceptionally good and the catch will greatly exceed that of last year.

Some fish merchants of St. John's, considering the problem of shipping fresh caplin to the United States and Canadian markets. They propose packing with fresh fish boxes of 50 to 60 lb. capacity which are then to be placed in boxes of slightly larger dimensions, the interspace being firmly packed with ice.

FOR PARTICULAR GROCERS

You have no customers too fastidious—too exacting—for

"SALADA" Ceylon Tea

Black or Green

Generally your chief apprehension is over your customers who are hard to please. You carry nothing in your stock that is judged more severely than tea.

Now step over into a quiet corner and ask yourself this very natural question: "If I sell my customers 'SALADA' what advantage shall I get?"

Let us tell you that no matter where you search, you will never find a tea so high in the esteem of the people as "SALADA" Ceylon Tea.

It is the tea of liberal margin to you.

It is a good will maker.

It is quality and price your customers will appreciate.

Aren't you about ready to write for samples if you are not handling it now?

"SALADA," TEA CO., Toronto and Montreal

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



Have **YOU** bought the

Old Reliable?

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

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.

LILY WHITE GLOSS STARCH

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

This beautiful and useful package will be appreciated by every householder.

Try a case or two with your next ten-box order.

The Brantford Starch Works
LIMITED,
Brantford, Ont.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, September 18, 1902.

GROCERIES.

BUSINESS in the wholesale grocery trade this week continues active. The fall business is nicely setting in and the inquiries coming forward for all lines of goods are on the increase. The travellers who were in town during Exhibition, welcoming visitors, have returned to their fields and are busy obtaining orders for fall delivery. The market is steady in all lines and the prospects are for higher prices in pickles, if there is no immediate improvement in the crop of pickling vegetables. Macdonald tobaccos have advanced 1c. per lb. Private communications from the United States report a scarcity of corn there and say that the new crop will not be obtainable until the latter part of December for starch and glucose factories. At present only old corn is offering at low prices and the conditions daily are growing more serious. Sufficient corn cannot be secured to keep the factories in operation and only enough starch and glucose are being turned out to supply the present needs of the country. Shipments of peanuts are coming to hand, and the prices are from 1 to 2c. higher than they were last year. Sugar is in heavy demand and a scarcity of supplies for the next week or ten days is feared by the agencies of the sugar refineries. Teas are quiet. Californian apricots of this year's crop are coming forward and prices have declined 1c. per lb.

CANNED GOODS.

Advices from the United States report the situation in corn unchanged. The crop has been very light and the short crops therefore large, so that prices will be high for some time to come. Peas also will be firm. No offerings are being made in tomatoes for future delivery, although many inquiries are coming in for them from all parts of the country. The crop this year is said to be a failure in many sections, the vines having all grown to stock. The fruit keeps dropping off before it is ripe, so that the yield on the whole, it is claimed, is small. Little information is obtainable as to what the growers are doing, but it is certain that they are paying much higher prices than last year for their tomatoes. Quotations this week are 82½c. upwards for peas, 80c. up for corn and \$1.15 up for tomatoes. The prospect of a big crop of apples this year has caused the prices of gallon ap-

ples to decline 75 to 85c. The trade doing in fruits is light. Sardines, haddies and kippered herring are moderately active. Salmon is stationary in price, but it is expected here that the market will advance sharply as soon as the London, Eng., market opens. We quote: Salmon, Fraser River sockeye, \$1.50 to \$1.52½; Horseshoe, \$1.50 to \$1.52½ and Northern, \$1.40 to \$1.45.

COFFEES.

There continues a fair amount of business doing in all lines of coffees, the biggest portion of the trade being in green Rios. The outside markets are steady in tone and prices continue to improve. The September flowering of Santos was reported by a cablegram to be a failure, hence the upward tendency of the outside markets. Prices here are unchanged. We quote: Green Rio, No. 7, 7½c.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

The nut market, locally, is quiet. New crop peanuts are commencing to come

See pages 39 and 40 for
Toronto, Montreal, St. John
and Halifax prices current.

forward and the prices are from 1 to 2c. per lb. higher than last year. Advices from the primary markets state that quotations on Valencia shelled almonds show an advance of about 25 per cent. on last year's prices. Advices from the Coast figure an output of 667 carloads of Californian walnuts, and very heavy buying is in order in nearly all trade centres in the United States.

RICE AND TAPIOCA.

A fair volume of business is doing in rice and tapioca. Advices from New Orleans report a fairly brisk demand for the better grades of the river crop at firm prices. The crop of Louisiana and Texas is estimated to amount to from 3,000,000 to 4,000,000 sacks. We quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3½ to 4c.; tapioca, 3½ to 3¾c.

SYRUPS AND MOLASSES.

Trade continues to improve in syrups, and molasses is experiencing a fair demand. The offerings on the outside markets of the grocery grades of New Orleans molasses were limited, as dealers

have no surplus stocks to market. Black strap continues steady at 6 to 6½c. f.o.b. New Orleans.

SPICES.

Grades of pickling spices on the local market are still moderately active. The other lines are quiet. The outside pepper market continues strong and the available supplies are small.

SUGAR.

A heavy business is doing in sugars on the local market. The supplies on spot are small and the local agency of The St. Lawrence Sugar Refinery Company reports that there is likely to be a shortage in sugar here for the next week or ten days. The outside markets are firm, and in the United States advances of 5 and 10 points were made in some lines of softs. A later cable despatch reported an advance of 5 points in all hard sugars. London cable advices reported a firm market for beet sugar, with prices unchanged; refined was steady. The stocks of raw sugars in the United States and Cuba together amount to 341,274 tons against 348,651 tons last week and 270,246 tons last year, an increase of 71,058 tons over last year. The arrivals of raws in the Republic amounted to 54,623 tons for the week against 53,037 tons for the preceding week, and giving a surplus of 9,623 tons over the meltings. The steady demand for refined sugars a few weeks ago has continued up till now and promises to last some weeks longer, but the business lately transacted does not seem as heavy as it was a week ago. As far as new business is concerned, the volume is not heavy, but the withdrawals on outstanding contracts are large. It is expected that country dealers will soon settle down to a hand to mouth basis, as the beet sugar industry will offer large supplies on the markets of the United States and the desire to sell will lead to much competition among the refineries. The total stocks of refined sugar in the United States are at present 165,274 tons as against 187,232 tons last year.

TEAS.

Business on the local market in teas this week is of a light nature, the principal call being still for Indian and Ceylon blacks, with a fair amount of Ceylon greens going out. Very little is doing in Chinas or Japans by reason of the high prices at which they are held. Advices from London, Eng., state that there was a strong demand for really good liquoring Indian teas, and a slackness in the bidding for poorer descrip-

trons. Good liquoring kinds of Ceylon teas attracted attention, but poor liquoring and commonest grades showed a weaker market. Medium grades of Ceylons were unchanged. Anything in Java teas with quality sold well, but the market for medium and poor teas was slightly weaker.

FOREIGN DRIED FRUITS.

CURRENTS. Advice from Patras, Greece, report a firmer market. Some quotations are showing higher prices, but others are unchanged. There is likely to be great variations in the quality of the fruit this year in view of the fact. Local trade is fair. We quote: Filiatras, 5½ to 6c. and Patras, 6¼ to 7c. per lb.

VALENCIA RAISINS. The primary market is reported steady with a fair demand from all parts of Western and Northern Europe. We quote selects, 8½ to 9c. per lb.

DATES. Business in this line has not fairly set in yet and the prices are unchanged. We quote: Dates, in bulk, 1½c. and in packages, 6¼ to 6½c. per lb.

PRUNES. These are quiet and steady in price. We quote: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7½c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8½ to 10c.

CALIFORNIAN EVAPORATED FRUITS

Apricots are being received on the local market and the quotations this week show a decline of 1c. In peaches, Coast advices report a little firmness. We quote as follows: 11 to 16c. for peaches and 9 to 12c. per lb. for apricots. Santa Clara apricots are quoted 10c. the Coast at 2c. in 50 lb. boxes and 7½c. in 25 lb. boxes in carload lots.

GREEN FRUITS.

There is a good market for all descriptions of fruits. Peaches are firmer than they were and the season for plums, which are being well cleaned up and are scarce, will soon be over. The market for tomatoes is very stiff and they are high in price. The first shipment of Cape Cod cranberries arrived on the local market this week, but the demand for them will not be great until the poultry season arrives. Watermelons are dull. We quote as follows: Apples, 8 to 15c. per basket; grapes, \$1.50 to \$1.65 for a case of 12 baskets; large red green varieties of choice quality, 60 to 65c. per large basket; Champion, 30 to 40c. per large basket and 18 to 20c. per 10 lb. basket; pears, 15 to 30c.; Jaytonberrie, 5 to 6c. per qt.; tomatoes, 20 to 35c. per basket; muskmelon, 25 to 50c.; peaches, Early Crawford, 10 to 60c. per basket; ordinary varieties, 25 to 40c.; plums, Lombard, 25 to 50c.; blue, 10 to 50c.; green gage, 10 to 60c.; watermelons, 22 to 25c. each by the 100; coconut, \$3.50 per sack; Spanish onion, 90c. per case; Californian orange, late Valencia, \$5.50 to \$5.75 per case; Jamaica, \$6.75 per box; Messina lemons, \$2 to \$2.50 per box; bananas, \$1.25 to \$1.75 per bunch; Jersey sweet potatoes, \$3.50 per barrel; Cape Cod cranberries, \$8.50 per barrel.

VEGETABLES.

Trade in vegetables is fair and the prices are unchanged. Potatoes are firm, owing to a scarcity of stock and the prevalence of rot amongst them, so that the prices are likely to go up. Quotations are as follows: Green onions, 8c. to 30c. per dozen; rhubarb, 20 to 30c. per dozen; lettuce, 20 to 25c. per dozen;

radishes, 20 to 25c.; mint and parsley, 20 to 25c.; turnips, 30c. per dozen; cauliflower, 50c. to \$1.50 per dozen; cabbage, 30 to 50c. per dozen and \$1 per barrel; carrots, 15c. to 20c. per dozen; beets, 15c. per basket; new potatoes, 50 to 60c. per bush; beans, 20c. per basket; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per doz.; corn, 8 to 15c. per doz.; squashes, \$1 to \$1.50 per doz.; egg plant, 75c. to \$1 per basket; pickling onions, 75c. per basket; ditto cucumbers, 15 to 20c. per basket.

COUNTRY PRODUCE.

EGGS. The shipments of eggs coming forward are showing better quality and the market is steady for the finest stock. Second grades are only in moderate demand. We quote: Strictly fresh gathered, 15 to 16c.; ordinary store candled, 11 to 15c.; seconds and checks, 11 to 12c.

BEANS. These are steady at \$1.40 to \$1.50 per bushel for handpicked.

HONEY. There continues to be fair offerings of honey at outside points at the quotations which follow: Honey, in 60 lb. tins, 8 to 8½c. in less quantities, 9 to 9½c.; combs, \$1.40 up.

POTATOES. The demand for these is steady and the prices are firm at 10c. per bushel.

BUTTER AND CHEESE.

BUTTER. The arrivals of butter continue free and the make is very heavy owing to the fine pasturage in all parts of the country. The market is easier but prices are quoted about the same as last week. Cable despatches report an improvement in the demand for the finest creamery. Our quotations are as follows: Choice 1 lb. rolls, 15 to 16c.; dairy tubs, best quality, 15c.; store packed, uniform color, 13 to 13½c. and low grades, 12 to 12½c.; creamery prints, 19 to 20c. and solids, 18½ to 19c. per lb.

CHEESE. The cheese market is a little stronger than last week, prices showing an advance of 1c. over last week. At the same time the large make continues and it will tend to hold prices down here. The demand from the Old Country is good, and when the make drops off prices are expected to improve. We quote: 10½ to 10½c.; very finest grades, 10¾ to 11c. per lb.

POULTRY AND GAME.

POULTRY. The demand for chickens is good. Live chickens are selling at 50 to 60c. per pair; dressed, 50 to 75c. per pair; ducks, 60 to 75c. per pair and young turkeys, dry pickled, 11 to 13c. per lb.

GAME. Small lots of wild duck are coming forward, but as yet there is not much demand for them. We quote: Teal, 20 to 25c. per pair; pin tails, 10 to 15c. and black duck, 70 to 75c.

FISH.

Stocks are still light and the prices are about the same as last week. Oysters have started to come in, but on account of the warm weather there is little call for them. The opening prices are \$1.35 per gallon. Some smoked ciscoes are offering at \$1 to \$1.25 per basket. Our quotations are as follows: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 8½ to 9c.; pike, 6c.; British Columbian salmon, 20c.; whitefish, 8½ to 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.; live lob-

sters, 25c. per lb.; oysters, \$1.35 per gallon; smoked ciscoes, \$1.25 per basket.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN. The market for Northwestern and Manitoba wheat is still easier, there being a slight decline in prices during the week. Manitoba No. 1 hard is quoted at 8½c.; Northern No. 1, 82c. and No. 2, 81c. grinding in transit Sarnia. On the St. Lawrence market the receipts for the week have been quite free. We quote as follows: Red Ontario wheat, 67c.; white wheat, 68½c.; goose wheat, 61 to 65c.; rye, 18c.; barley, 10 to 12c.; oats, new, 3½c.; old, 12c. per bushel.

FLOUR. The market for flour continues unchanged from last week. We quote as follows: Ontario patents, in bags, \$3.60 to \$3.70; Hungarian patents, \$1.05 to \$1.15; Manitoba bakers', \$3.30 to \$3.85; straight roller, \$3.30 to \$3.40 per bbl.

BREAKFAST FOODS. Trade in oatmeal and rolled oats is good, and the other lines are in moderate demand. We quote: Oatmeal, standard and granulated in carlots on track here, \$5.20; standard rolled oats in carlots on track here, \$1.90 per bbl; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, \$2.50 in 100 lb. bbl.; corn meal, \$1; split peas, \$1.75; pot barley, \$1.25 in 196 lb. bbls.

HIDES, SKINS AND WOOL.

HIDES. Buying in hides is fair and the prices are steady at the following quotations: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS. A fair demand is reported for skins, and quotations are as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearling and lambskins, 50c.

WOOL. This product is quiet and the quotations are unchanged at 13½c. for fleece wool and 7½c. for unwashed.

TALLOW. No change is reported in the tallow situation. Prices are weak at 6¼ to 7c. per lb.

SEEDS.

The movement in seeds is confined to offerings of alsike at outside points. A little timothy is also being brought forward. We quote: Alsike, \$5 to \$7 per bushel and timothy, \$1.75 to \$3.

MARKET NOTES.

Gallon apples have declined 75 to 85c. Peanuts have advanced 1 to 2c. per lb.

The cheese market is firmer in tone this week.

Macdonald's tobaccos have advanced 1c. per lb.

Peaches and tomatoes are advancing on the local fruit market.

New Californian apricots have declined 1c. per lb. on the local market.

Almonds and filberts are advancing on the primary markets and this will no doubt have its effect here later on.

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QUEBEC MARKETS.

Montreal, September 18, 1902.

GROCERIES.

A GOOD trade is reported for the
 past week by wholesale grocers.
 In canned fruits, particularly,
 they are receiving many good orders. In
 nuts there is also much interest shown,
 the market continually tending higher.
 The failure of the French prune crop is
 attracting considerable attention from the
 wholesale trade. The situation is such
 that, where last year France exported
 30,000,000 lb. of prunes, this year she has
 bought in California and Oregon 25,000,
 000 lb. making a difference over last year
 of 55,000,000 lb. in the world's supply.
 Reports from France also point to a
 great scarcity of mushrooms, high grade
 peas and sardines. As to the last men-
 tioned, it is stated that so far the sar-
 dine catch has almost been nil. Pearl
 hominy has declined and now sells at
 \$2.60 in bag lots. Macdonald's tobaccos,
 in Ontario, Quebec and the Maritime Pro-
 vinces are sold at present at delivered
 prices. An advance is reported of \$1 per
 barrel in Armour's pork and 50c. in
 Jones'. Quotations on these brands are
 now: Armour's, 50 to 60; \$26.50; Arm-
 our's, 30 to 40; \$27.50; Jones', \$25.25.

SUGAR.

This is unchanged in price on the local
 market. Jobbers report a very good de-
 mand and an active market at \$3.65 for
 granulated and \$3 to \$3.55 for yellow
 sugars. The market is firm, but no ad-
 vance is spoken of. The New York mar-
 ket for raw sugar is somewhat steadier.
 "Importers are asking full quoted rates,"
 says a report, "but refiners are inclined
 to hold off for the present."

TEAS.

The local trade in teas, while not par-
 ticularly active, is yet satisfactory, and
 a continued improvement is noticed. All
 teas appear to be firm and high with the
 exception of China blacks, which are very
 low. The consumption in these, however,
 is not large. Green teas are high and
 no large quantities are coming in. Cey-
 lon green teas are now 1½c. higher than
 the lowest price of this year, and the
 feeling is firm. Indian black teas are re-
 ported still low but firmer. They are
 considered a good purchase at present
 prices. Nothing new has occurred in
 Japan teas, which are still firm. One
 dealer holds the opinion that 16½c. will
 be the lowest figure quoted on Japan.

SYRUPS AND MOLASSES.

The market for corn syrups remains un-
 changed with a fair inquiry and a small
 amount of business is doing, the prices
 being: 3½c. in bbls.; 3½c. in ½ bbls.; 3½c.
 in ¼ bbls.; \$1.60 in 38½ lb. and \$1.20 in
 25 lb. pails. Molasses continues quiet
 and unchanged in price. An improvement
 is looked for before long in the market.
 We quote: Barbados molasses, 23 to 24;
 Antigua, 2½c.; Porto Rico, 3½c.

RICE AND TAPIOCA.

There have been no new developments in
 this market, which continues steady un-
 der a fair movement. Quotations are as
 follows: B rice, in bags, \$3.02½; in ½ bags,
 \$3.07½; in ¼ bags, \$3.12½; in pockets,
 \$3.17½. In 10 bag lots an allowance of
 10c. is made. CC rice, \$2.92½ in bags;
 \$2.97½ in ½ bags; \$3.02½ in ¼ bags and
 \$3.07½ in pockets. In the open territory

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wood, 5 to 5½c. per lb. Sugar, 7 to 8c. per lb.

FLOUR AND GRAIN.

FLOUR.—A fairly good business has been done in flour during the past week both locally and in Manitoba grades for export account. The advance in prices, noted last week, was not maintained in strong bakers' flour, which is 20 to 35c. lower this week. Choice Manitoba spring wheat patents are now quoted higher than a week ago, while what second grades are on the market are selling at about \$1.00; quotations are as follows: Manitoba spring wheat patents, \$1 to \$1.25; strong bakers', \$3.30 to \$3.45; straight bakers', \$3.50 to \$3.65; winter wheat patents, \$3.75 to \$4.

GRAIN. Trade has been somewhat quiet during the past week, considering the season of the year. This was the case with both local and export trade. The feeling in oats continues easy, and the allot for September shipment is now closed. We quote: No. 1 Manitoba hard wheat, Fort William, 70c. New crop rye is quoted at 56c., September shipment; new peas, 79½c. Corn sells at 71c.; buckwheat, 63c.; barley, 17½ to 18c.

FEED. Manitoba bran is lower this week. There is a fairly good trade doing. We quote: Manitoba bran, \$16 to \$16.50; Ontario bran, \$15 to \$15.50; Manitoba shorts, \$23 and Ontario shorts, \$22; middie, \$23 to \$30, as to quality.

OATMEAL. There has been no change in the situation of rolled oats since our last report. The feeling, however, is still easy. The price per barrel is now \$1.90 and per bag, \$2.12½.

BALED HAY. The market for baled hay rules steady at the prices here given. A fair demand prevails and is sufficient to absorb all offerings. Export business is moderately good. We quote: Old crop hay, No. 1, \$9.50; No. 2, \$8 to \$8.50; newer, \$7 to \$7.50 per ton in carlots. New crop hay sells at \$7 to \$7.50 per ton.

MONTREAL NOTES.

Grains have advanced.

Brazil nuts are up 1¼ to 1½c.

Canned corn, string beans and peas of the new crop are 2½c. higher.

Malpeque shell oysters, by express, to arrive September 25, \$7 per barrel.

Armour's pork is \$1 per barrel higher and Jones' pork 50c. per barrel higher.

NEW BRUNSWICK MARKETS.

St. John, N.B., September 17, 1902.

WHOLESALE trade continues in a healthy condition. The lumber operators from various parts of the Province are now visiting the city, and are placing orders for supplies. The price of lumber is high here and has advanced in Liverpool, so that the outlook is good. The millinery openings take place this week and attract many people from the three Provinces. Bountiful crops are being harvested. The markets present some features of interest.

OILS. The demand for burning oils is gradually increasing, and the market remains steady. Lubricating oils are also steady, and the demand will continue good for some time yet.

SALT. A steamer has arrived with the largest salt cargo ever landed here. She has between 1,200 and 1,500 tons. One firm alone has 1,000 tons. It is practically all sold. Another steamer, with 1,000 tons for the same firm, and a little for some others, will be due in a few days. Trade is, therefore, quite active. The market is steady. Quotations are as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5 lb. bags, \$2.75 to \$2.85 per bbl.; 10 lb. bags, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 11c. each; cartons, \$2 per case of 2 dozen; English bottled salt, \$1.25 to \$1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS. Peas are firmly held at 82½ to 85c. Tomatoes and corn are firm and appear to be still awaiting the dictum of the packers. Gallon apples are firm, and purchases have been made at a little higher than last year's opening. But last year the price went very high and stocks were early exhausted. This market can be most cheaply supplied from Nova Scotia. That Province will this year have an unusual portion of defective apples in its very short crop. Salmon, according to last advices, was still tending upward, with the best packs sold up. In other lines the situation is without change.

GREEN FRUITS. Reports from Nova Scotia indicate a smaller apple crop than was indicated in my last letter. Not only is the crop short, but the proportion of defective fruit is large. Plums and pears are a fairly good crop. New Brunswick apples are now on the market and are cheap. Ontario fruit is arriving in large quantity and is selling freely. Jamaica oranges are selling well. Lemons are easy. Bananas are steady, with stocks at present moderate. Trade in fruits of all kinds continues active.

DRIED FRUITS. There are still no new raisins, and old ones are being cleaned out at good prices. The outlook is firm for the new crop. Currants are easy, in sympathy with the lower price for new stock to arrive. As noted in last week's report, prunes and other dried fruits are not in yet, and there is nothing specially interesting to say about them.

DAIRY PRODUCE. The market is firm for butter and higher for cheese. Good dairy tubs are quoted at 17 to 19c., with rolls, 20 to 22c. Cheese is now 10¼ to 10½c. in a jobbing way.

EGGS. Case stock is worth 17 to 18c. in a small way. Ten cases were quickly taken a couple of days ago at 16c.

SUGAR. Demand continues good, on a steady market.

MOLASSES. With increased demand the market is firm, but there is no quotable change in prices. The tendency is, however, firmer.

FISH. The scarcity of fresh fish continues. The catch has been unusually light this summer, and the dogfish, which destroy nets as well as their contents, have been very troublesome. Pickled herring have remained firm at the advance, and smoked herring are extremely dull. Dry cod and pollock are steady. Pickled shad are extremely scarce. We quote: Haddies, 1½ to 5c.; smoked herring, 6½ to 7c.; fresh haddock and cod, 2¼ to 3c.; boneless fish, 4 to 5c.; pollock, \$1.65 to

\$1.75 per 100 lb.; pickled herring, \$2.10 to \$2.20 per ½ bbl.; Shelburne, \$2.50 per ½ bbl.; dry cod, \$3.50; pickled shad, 80 per ½ bbl.

FLOUR, FEED AND MEAL. Flour is practically unchanged. Oatmeal will decline sharply as soon as the new stock arrives, and the same is true of oats, which will be offered at 15c. Middlings are easier. Beans are likewise. Hay is practically unsaleable in this market at present. The present quotations, subject to what is noted above are: Manitoba flour, \$1.60 to \$1.70; best Ontario, \$1.10 to \$1.20; medium, \$1 to \$1.10; oatmeal, \$5.35 to \$5.50; cornmeal, \$3.20 to \$3.25; middlings, \$28 to \$30; oats, 55 to 56c.; handpicked beans, \$1.70 to \$1.75; prime, \$1.60 to \$1.65; yellow eye beans, \$2.50 to \$3; split peas, \$5.15 to \$5.25; barley, \$4.50 to \$4.65; hay, \$9 to \$10.

MANITOBA MARKETS.

Winnipeg, September 15, 1902.

THOUGH the early part of the week was cold and the ice was a fairly heavy general frost on Wednesday night, which caught a few late oats and barley, conditions have been favorable, and threshing and stacking are general throughout Manitoba and considerable threshing has been done in the Territories. There is difficulty in getting men for threshing machines, and some outfits are idle on that account. Jobbing trade is good in all lines and very considerable sorting orders are coming in from travelers now on the road. There have been a few changes in prices during the week, but quotations, for the most part, are steady and without change.

CANNED VEGETABLES. The situation for the week remains unchanged, although word has been received here that a meeting of canners will be held this coming week, when new quotations may be expected. In the meantime prices remain at \$2.75 for tomatoes, \$4.95 to \$5, respectively for corn and peas.

SALMON. The list price for salmon is established and shows fully 50c. per case advance on all brands. It is expected that the higher prices will materially lessen the sale, although up to the present there has been no falling off in the demand. We quote: Fraser River sock-eye, \$6.25; Rivers Inlet sockeye, \$5.25; cohoes, \$4.75 to \$5; humpbacks, \$3.75 to \$4.

EVAPORATED FRUITS. The jobbing houses have now pretty well completed their purchases of Californian evaporated fruits, and there is a very marked difference in values between 1902 and 1901. This is especially noticeable in prunes. They have sold the past season as low as 1c., but the 1c. prune of the coming season will be a very superior article, representing fully double the value of the 1c. prune of the past season. New stock will be on the market in regular supply about October 1, although a few shipments by express have already come to hand. Apricots, to arrive in ten days, will sell at 8c., or a little under for standards. Unpitted apricots, of which there were none on this market last year, are also due to arrive by the end of the month. They will probably open at 7c. The apricots this season, though somewhat small, are of excellent quality and

free from blemishes. Peaches will be even slightly cheaper than apricots, and indeed they will need to be to find ready sale, as whenever the two fruits are approximately the same in price the demand for apricots is always much larger than for peaches.

DRIED FRUITS.—Currants are now quoted at 5½ to 5¾c. for fine Filiatras, uncleaned, and 1c. additional for cleaned fruit. So far as raisins are concerned, quotations for Californian muscatels will not be received until the 20th of the month, but they will certainly be high. There is no prospect either of a drop in the price of later shipments of Denia fruit. At the present time fine off stalk are quoted at \$2.30 to \$2.50, according to brand.

TAPIOCA. This is advancing and although it has not yet returned to a normal value is nearer to it than for some time past. We quote 3¾c. per lb.

RICE. Japan has again advanced and is quoted on this market at 5½c. Patna and "B" rice are also higher at 5c.

COFFEE.—The market is firmer and seems likely to go higher on reports of damage to crops. We quote 8½ to 9½c. for the best numbers of Rios.

FLOUR. The week has been marked by an advance of 5c. per sack on the best grades of Ogilvie's. This makes the price for No. 1, \$2.05 to \$2.10; No. 2, \$1.90 to \$1.95; No. 3, \$1.55; No. 4, unchanged at \$1.25.

CEREALS. Rolled oats are unchanged with \$2.20 as a base price. It is expected, however, that as soon as the mills begin on new oats there will be a change.

BUTTER. The week has brought no change in either creamery or dairy. So far as creamery is concerned there are no held stocks at factories, and there is a fair demand. Purchases this week have been made at 17c. factory. Dairy butter shows light offerings for the week, and prices Winnipeg are 13 to 14c. for the best grades, with 10 to 11c. for an inferior article.

CHEESE. There have been very few offerings all week and the price has advanced as high as 19½c. Winnipeg, for small lots.

EGGS. Supplies are small and uncertain with a very active demand. We quote 15c. per dozen for candled stock.

GREEN FRUITS. Very large quantities are coming in at present, the rate being about two cars a day of all kinds. It is estimated that the value of fruit turnover in Winnipeg this season will touch the million dollar mark. Ontario apples are not coming forward in the best shape, and already the inspector has reported more than one lot to Ottawa. We quote: Ontario crabs, 60c.; tomatoes, 60c.; pears, 60c.; Ontario grapes, 50c. box apples, \$1.50; barrel apples, \$3.50. Tokay grapes, 83 per case; peaches (Ashlands), \$1.25; plums (Oregon and Washington), \$1.25.

NOTE.

The J. J. McLaren Co., of Hamilton, are making special displays of the products of their jelly powders and extracts in the various groceries in Winnipeg. Miss Goff is in charge, and the various jellies make a most tempting array. Miss Goff also gives instruction in the preparation of these dainties.

OTTAWA TRADE GOSSIP.

BUSINESS here is still improving. Last week a change for the better was noted, and this week trade showed a still more livelier tone. It is hoped the summer dullness has passed. Wholesalers and travellers report buying very brisk, which is a good sign. A remarkable thing this week is the advance of 1c. per lb. on all Macdonald's tobaccos.

Canned salmon, for future delivery, is still firm. Stocks are arriving this week, and some is being distributed right from the track to retailers, who bought early, which is a saving to the jobber in not having to take it in and rehandle.

Currants are reported having advanced a shilling during the past week.

Canned tomatoes are very scarce here. Only about one or two houses in the city seem to have any. A small lot was sold the other day as high as \$1.35 per dozen. It is hoped that retailers who have bought early will not cut prices, but figure on making all that is in them this year.

Molasses is a little stiffer in price. The quotations are about 26½ to 27c. for puncheons of the best Barbados.

Sugars are the same, although reports from outside markets show an advance.

In market produce, prices do not show much of a change, although good butter is a little harder to get. While eggs seem easier they are being offered more freely at 16c.

Oats, potatoes and vegetables are the same as last week.

At the Cheese Board Friday last the offerings of 19 factories were put up, consisting of 1,167 boxes, 881 being white and 586 colored. Selling was not very brisk, as buyers would not go any higher than 92c., except in one instance, at 94 1/4c., so that only part of the offerings were sold, and although Brockville cheese sold at 92c. the day before, Montreal buyers claimed it was only worth 92c. in Montreal. At the conclusion a resolution of thanks was passed to Mr. John A. Reid for the efforts he put forth to bring the convention of the Dairy men's Association here next winter.

Mr. Provost, of Provost & Allard, wholesale grocers, whose house is the youngest in the city, says their trade is very satisfactory to them and that they are pleased with Ottawa as a wholesale centre.

THE FRUIT SALES.

Receipts of fruit at the Ottawa Fruit Exchange have been exceptionally heavy. The sale on Monday was thought to be a big one, but Tuesday morning eclipsed anything in the history of the Fruit Exchange. G. W. Hunt states there were between 16,000 and 17,000 baskets of

different kinds of fruit on the floor, besides a car of bananas, a car of Spanish onions and a car of lemons, together with large quantities of barreled apples and pears, but notwithstanding the quantity, bidding was brisk, buyers staying with it until the last line was sold. Mr. Langdon, the auctioneer, has proved himself to be without a peer in the fruit business, as he seemed to be as fresh when he got through selling as when he started, and kept it up to the end without a break.

The 2 p.m. sale consisted of express fruit that could not be taken off the wagons until the floor was cleared. The following prices were received during the day: Bananas, No. 1's, \$1.25 to \$1.50; No. 2's, 81 to \$1.15; No. 3's, 75 to 90c. Messina lemons sold higher than for some time: 300's, from \$2 to \$2.40; 360's, \$2 to \$2.30. Spanish onions brought 67½c. per crate for the whole car. Apples, in bbls.: Duchess, \$1.25 to \$1.60; Astrachans, \$1.25 to \$1.40; St. Lawrence, \$1.90 to \$2; Alexanders, \$1.95 to \$2.05; Golden Sweet, \$1.25 to \$1.50; Strawberry Pippins, 82; Colvert's, \$1.95 to \$2. A small consignment of the Wealthy variety brought as high as \$2.50. Bartlett pears, No. 1, sold at \$5 to \$5.50 per bbl.; No. 2, \$3.50 to \$1.50; Clapp's Favorite, \$1 to \$1.50; Flemish Beautys, \$3.25 to \$1; sugar pears, \$2.50.

Grapes, in 10-lb. bask., Red Rogers, brought 40 to 50c.; Moyers, 40 to 42½c.; Delawares (a small lot), 60c.; Moore's Early, 12½ to 50c.; Niagaras, 40c.; Worden's, 37½c.

Tomatoes took a remarkable jump, reaching 80c. per bushel for local grown. Western, in 12 qt. baskets, brought 30 to 37½c. Crawford peaches, 12-qts., 40 to 75c., according to quality. White flesh and other varieties, 30 to 50c. Plums, 37½ to 60c.; pears, in 12 qts., for Bartletts, 40 to 62½c.; Clapp's, 37½ to 50c.; Flemish Beautys, 32½ to 40c. Black law tonberries are selling from 4 to 6c.

OTTAWA AS A FRUIT CENTRE.

The fruit business here is assuming an enormous size. At present there are five and six refrigerator cars running from Grimsby to Ottawa direct to the Exchange. They are equipped with the Hanrahan system, which Mr. Hunt has been experimenting with for a couple of seasons. The Canada Atlantic Railway took the matter up and built four or five new cars, which have been put into use. It is understood that the C. A. R. have taken the control of the system through the efforts of G. W. Hunt, who wanted them for his business.

TRAVELLERS IN OTTAWA.

John Everett, Christie, Brown & Co.'s popular traveller, is in the city and says he has had a rush of orders every day since his arrival.

Mr. Musgrove, of The McIntosh Company, Toronto, and H. H. Livingston, of The Pure Gold Co., are here also. Both report good orders all around.

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So can a wagon without
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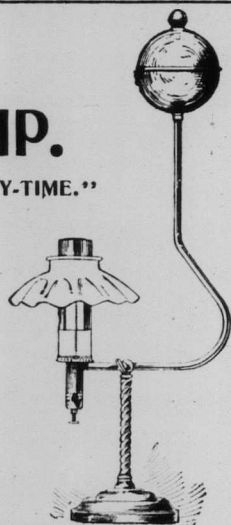
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S. H. EWING & SONS 96 King St., MONTREAL.

Telephone Bell Main 65
Merchants 522.

Telephone orders receive prompt attention.

NOVA SCOTIA MARKETS.

Halifax, September 14, 1902.

THOUGH the opening of the Provincial Exhibition, on Wednesday last, interfered somewhat with business, the wholesale trade has shown some improvement, and no doubt this will continue from week to week until the autumn trade is fully on. Both employers and employes, who have been enjoying vacations, have returned to their posts, in anticipation of a heavy autumn business. During Exhibition week the merchants meet many of their customers from various parts of the Province, and though a great amount of business may not be done, business ties are strengthened, and possibly new customers may be made.

The retail trade is having the benefit of the large influx of Exhibition visitors in increased business. Large numbers of people have friends visiting them, the hotels are filled, and private houses which are prepared to take lodgers or boarders are taxed to their utmost capacity. The dealers tell us that in some instances the family grocery bill is almost doubled, while an extremely large trade is done in fruits and confectionery.

Prices remain practically unchanged in sugar and molasses, though the market may be considered firmer in both articles. The refineries are said to be ahead of their orders. Molasses now is in better demand, which may tend to increase prices.

Farm produce is now coming in freely and the local market is well supplied. Beef is now more plentiful, and the first

auction of fat cattle this season is advertised for this week. The lot, however, is small, only 30 head, which constitutes a carload.

Butter is coming in well, but the price remains firm. There is no change in the cheese situation. Eggs are comparatively slow coming in, possibly because some dealers have begun to pickle and hold for higher prices. The latest quotation is 17c. per dozen.

The fish situation is unsatisfactory, and this may mean a poor return to the fishermen for the season's work. Mackerel are scarce, only an occasional few being taken along the coast. Word comes from Newfoundland that the fish market there is also unsatisfactory. When prices were revised on September 1 a cut of 30 to 40c. was made per quintal. This is said to be on account of Norse competition, and also the large catches made on the Labrador coast. The Labrador fish goes largely to the Mediterranean markets, where it meets Norse and French competition. There was a large catch by the Norse fishermen and prices were cut, which affected the Newfoundland prices. The West-Indian market has not materially changed and prices here are lower than usual and uncertain.

R. C. H.

J. S. BENNETT'S DISPLAY.

One of the attractive displays at the Toronto Industrial Exhibition was the shelf boxes for groceries, drugs, hardware and other lines of trade, and kitchen cabinets manufactured by J. S. Bennett, No. 15 Marion street, Toronto. The kitchen cabinet is among the latest of Mr. Bennett's inventions. It is fitted with a bread board and drawers for

spices, etc. This cabinet has many ingenious features about it, and Mr. Bennett secured quite a number of orders for it.

STRAWBOARD BERRY BOXES.

During the fruit season this summer there has been quite a scarcity in the boxes in which the smaller fruits are placed upon the market, and in order to supply the demand fruit shippers were compelled to buy up all the old boxes they could lay their hands on in the large trade centres. Not only this, the scarcity of wood has so advanced the price of same that the manufacturers of the wooden boxes have a loss staring them in the face. In view of this condition of affairs, the latter have been looking around for a substitute for the wooden boxes, and one of them, The Oakville Basket Company, has secured the right to manufacture in Canada berry boxes from strawboard. This box was shown at the Industrial Fair in Toronto, and excited a great deal of interest. The box holds the same quantity of fruit as the old-fashioned wooden one and is also made to fit into the crates as did the old boxes. The inside of the box is coated with paraffine, which thereby prevents the moisture from the berries soaking through. The box is also well ventilated. Another advantage of this box is that it can be folded up and by this means a saving of freight is entailed. The boxes when fitted together, which can be done instantly, cannot again fall apart. The Oakville Basket Company is having machinery put in whereby it will be able next season to manufacture 75,000 per day of these boxes. The exhibit at the Toronto Industrial Fair was in charge of J. C. Ford, the manager of the company.

The best selling tea in Canada today is
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NEW INDUSTRY FOR ST. JOHN'S.

HENRY McCOULVEY, a prominent resident of St. John's, Newfoundland, passed through Sydney, N.S., a few days ago on his way home from New York. To a newspaperman he announced the formation of a large company at St. John's to manufacture oil skins, soaps, candles and in fact about everything required by the fisherman. Out of 35 dealers in this line of goods in St. John's, 32 have taken stock in the company and a large building will be immediately erected. The company will be capitalized at \$50,000, and Mr. McCoulyve will manage it. He has been in New York in the interest of the company. A large number of hands will be employed.

Mr. McCoulyve declares: "The people do not believe that Confederation would reduce the price of foodstuffs. They pay duty of about 25 per cent. from Canada, but I can buy the same brand of flour in St. John's for the same price I pay for it in Canada. The same applies to other products of Canada.

MADE IN CANADA.

Editor CANADIAN GROCER.—In passing among the exhibits at the Industrial Fair, Toronto, this year were to be seen displayed on most of the exhibits neatly printed cards "Made in Canada." Canadians had no reason to be ashamed of the goods so set out for special notice, and these cards added another link in the chain of education to that started by the Canadian Manufacturers' Association and endorsed by the Retailers' Association. The next link is the perfecting of lines made and reducing the cost of manufacture so they can meet foreign competition, and, at the same time, increase the return to labor.

The producer is also a consumer, and, in order to utilize the product of the country, he must have means to buy with. This our American neighbors do. How they do it will be my next article in next issue.

CANADIAN TRADE.

[These series of articles are contributed by a gentleman who has had experience in manufacturing, wholesale and retail business.—Editor.]

CATALOGUES, BOOKLETS, ETC.

A BOOKLET ON VANCOUVER.

We are in receipt of a booklet issued by the Vancouver Tourist Association containing an excellent view of Vancouver harbor together with such scenes as render Vancouver of much interest to the touring world. The attractions and advantages offered by this city to tourists are admirably set forth and portrayed.

There is no better than the Best
in any line of goods.

In Pork and Beans with Chili Sauce
the best is **Clark's**

We guarantee the quality, it's A1.

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IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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We will pay the highest possible
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AMERICANS AS CANDY EATERS.

THE United States is the greatest candy-making and candy-eating country in the world and New York is the greatest candy city. During the year 1900, according to a census bulletin, more than \$18,000,000 worth of confectionery was produced in the factories of New York City and State and more than \$150,000,000 worth in the country at large. The latter figure is greater than the combined values of the confectionery output of England, France and Germany.

In the State of New York, so important has the industry of candy-making become, that it now exceeds the value of all the iron and steel products of the State. Indeed, it is about equal to the entire candy product of the whole United States 20 years ago.

In 1880, according to the census returns for that year, the candy industry of the United States amounted to \$25,673,023, so about six times as much is now consumed by the average American as was considered a proper allowance by the last generation of candy eaters.

Against the total of \$150,000,000 produced in this country in 1900, England manufactured about \$25,000,000 worth, or 160,000,000 pounds; France, 143,299,000 pounds, and Germany, 130,000,000 pounds. England sends abroad more than half of the candy made there—"sweets," the Englishman calls them—while France and Germany consume most of their own product. In this respect they are like the United States, which also eats nearly all of its own candy.

"Strangely enough," remarks The New York Sun, "the bulk of the best candy is still made by hand, very much as it was ages ago. The 'pulling' operation, by which pulled candy is yanked about and fashioned into a great variety of shapes and designs, was practiced in India in the very same manner 3,999 years ago at the great religious fetes, when the sweet stuff was thrown over the branch of a tree and then worked by two men.

But the Hindoos did not attempt the elaborate effects with their candy that modern manufacture's successfully practice. The decoration of dinner tables with pretty and artistic designs in candy work is now a department by itself in the making of confectionery, and a very high standard of skilled workmanship is called into use to produce original and tasty effects. An infinite variety of tints and shades of coloring can be introduced, for the colors are vegetable and harmless. From the pulled candy all sorts of shapes can be fashioned, and the resultant resemblances to satin pin-cushions, jockey

caps and almost everything else that the inventive genius of the fashioner can think of are at once a tribute to the designer's art and the compounder's taste.

"In making bonbons, caramels, etc., the sugar and water must never be stirred after the sugar has been dissolved. The saucepan must never be shaken or even moved while the syrup is boiling. As soon as the sugar begins to boil it is tried constantly in ice water. When the syrup forms a little mass in the cold water it is said to have been 'boiled to the crack' and is removed from the fire.

"The process of boiling is generally divided by confectioners into the following nine degrees: the small thread, the large thread, the little pearl, the blow, the feather, the ball, the crack, and the caramel, all of which are produced by a heat ranging from 230 to 260 degrees. The ninth degree was first noted by Count Albufage Caramel, of Nismes, France, from whom the caramel was accordingly named.

The coloring of the candy is effected in a variety of ways. To color brown, melted chocolate or caramel is added. A yellow tinge is given by the addition of a few drops of tincture of saffron, while caramel mixed with carmine gives an orange yellow. Cochineal, carmine, saffron and Prussian blue are said to be perfectly harmless, yet so strong in coloring matter that a bit the size of a gumdrop will color 5,000 pounds of candy.

"There is a chemistry of confectionery—flour confections as well as candy being included—which has to receive its due attention from the manufacturer. In flour confections milk is used as a moistener instead of water.

"Next to milk, eggs are the most important moistening agents, while glycerine is also considerably used. When exposed to air glycerine increases in volume through absorption of moisture, and used in small quantities in cakes has the result of retarding the natural process of drying, keeping the cake fresh and moist much longer than would otherwise be the case.

"Confectioners employ a variety of aerating agents, principally ammonium carbonate, commonly called ammonia. The chemical effect of this on the confectioner's paste is to change the sugar, which is present by fermentation, into alcohol and carbon dioxide gas, which, in its turn has the mechanical effect of distending and lightening the dough. It is only, however, when subjected to the heat of the oven that the gases in the dough are liberated so as to distend the mass and produce the required lightness. And even in the oven the ammonia evolves

only half of its gas, and it has to be treated with tartaric acid to obtain its full effect."

BE KINDLY TO THE DRUMMERS.

"It is a curious thing," said a leading jobber, "that there are so many retailers and retail buyers who, while painfully careful of the feelings and interests of their customers, are utterly oblivious to the feelings and interests of the commercial travellers with whom they come in contact. Let a man approach them as a purchaser and they are all smiles and suavity. Let him approach them as a seller, and they do not even treat him with common decency. They seem to feel a pleasure in visiting upon the head of wholesalers' agents all the snubs they suffer from their customers. As a consequence there is many a merchant doing business with travelling men who, while booking his order, curse them in their hearts, not because he is a close or shrewd buyer that they cannot overreach, but because to get his order it is necessary to put up with an amount of indignity and humiliation that stir their deep resentment."

Business is business and a commercial traveller or any other solicitor for patronage expects to put up with discomfort and annoyance, but no one has the right to ask him to patiently endure unnecessary humiliation. He who does shows an amount of conceit, an ignorance of the world and a capacity for making enemies that sufficiently prove his own insignificance as a man and a merchant. There are men on the road as elsewhere who cannot be too severely treated, but they are exceptions. The average travelling man has an exceptional knowledge of the world, exceptional powers of observation and insight into character and conditions, and an inside knowledge of goods and men that makes him a mine of information, a travelling storehouse, for the people with whom he comes in contact. With his access to the credit men of great wholesale houses, his acquaintance with other travelling men, and his many relations in the great markets of the country, he is a commercial factor whose influence it is hard to overvalue. What folly it is to excite without provocation the ill-will of such a man!

If a merchant cannot see the advantage of having the good-will of the travelling fraternity let him remember that credit and the amount of consideration shown the retailer by the wholesale house are often materially affected by the travelling man's favorable or unfavorable attitude toward him. It's a hard thing to be hard on a man whom you like, and the reputation of being a nice man to do business with is a valuable moral asset. Again, it is a good thing to have the good-will of the men from whom you never have bought and never expect to buy goods. The time may come when they can speak a word for or against you. The prestige for good or evil built up about us by the involuntary estimate or action of other people has its fruit as much as our direct efforts. From The Keystone.

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Splendid keeping properties.*

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Quinine in a palatable form—50 years' reputation.

Export Agents:
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In the 3-pound
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are all right.

The Canada Biscuit Co., LIMITED

KING ST. WEST AND
BATHURST ST. CARS PASS OUR WORKS.

KING and BATHURST STS., TORONTO.

INQUIRIES ABOUT CANADIAN TRADE.

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

1. A London firm of buyers for South-African business houses desires to get into communication with Canadian shippers of hams, bacon, cheese, fruits, canned goods and produce generally.
2. A North of England firm using quantities of spade and shovel handles wishes to be placed in touch with Canadian exporters of these goods.
3. A London firm interested in a new process for treating iron sand desires to get into communication with owners of iron sand deposits in Ontario and Quebec.
4. A firm at Boulogne (France) wishes to correspond with one or two reliable Canadian shippers of apples of good quality.
5. A Middlesbrough firm asks to be placed in communication with Canadian exporters of peas, beans, cheese and other produce from whom they could obtain quotations.
6. A Johannesburg (S. Africa) firm desires to secure agencies for Canadian natural and manufactured products, and will be glad to hear from houses in the Dominion requiring such services.

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

QUEBEC BLUEBERRY CROP.

A Quebec paper says: "The crop of blueberries this year is a most lucrative one, and favorable reports are coming in from all parts of the district. That the reports are well founded is in daily evidence, as seldom before has the fruit been exposed for sale in such large quantities around the city. The crop in the Lake St. John district is perhaps larger than ever before, one merchant, L. E. Oates, of Roberval, Que. having purchased the fruit to the extent of \$10,000, and is making an enormous shipment of some to Boston."

GLEANED FROM THE TRAVELLERS.

The commercial travellers who during the last week or so have been visiting the Exposition in Toronto, are preparing to resume their duties on Monday morning. All the wholesale dealers report a large list of customers who have called upon them during the time of the Exposition. Prospects for the fall are excellent owing to the general prosperity.

W. B. Smith, of The Davidson & Hay, who has lately made his tour in Western Ontario, states that the prospects for fall trade promise to exceed those for years previous. Crops are good; prices of cattle and hogs are high; fruits, especially apples, are in abundance. Crawford's and late peaches, however, are likely to advance. Reports from other parts are similar in nature.

A. A. Osborne, of Midland, is erecting a large brick general store which will be one of the most handsome buildings in town.

Every grocer who desires to have the finest goods for his customers will see that he is never without a full stock of:

COWAN'S Hygienic and Perfection Cocoa.
Queen's Dessert, Royal Navy and Perfection Chocolate.

COWAN'S Cake Icings—Chocolate, Pink, Lemon Color and White.

COWAN'S Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

THE COWAN CO., Limited - TORONTO

BRIGHT PROSPECTS AHEAD.

The outlook for trade this Fall is, we think, looking very bright, which is largely due to the fact that there has been such a bountiful harvest throughout Ontario and the West. We have consequently made ample provision for our rapidly-increasing trade, and have some very tempting bargains for you in many lines. Please ask for our prices on SYRUP, MOLASSES and VINEGAR.

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

WHOLESALE GROCERS AND TEA IMPORTERS, GUELPH, ONT.

Telephone 275.



It is acknowledged that in Baking Soda in packages the standard both as to quantity and quality is

DWIGHT'S
"COW BRAND."

Dealers and consumers both acknowledge this fact.

JOHN DWIGHT & CO.

34 Yonge Street,

— TORONTO, ONT.

Persons
Kindly men
vertisemen

Printin

We pay spe
received by m
and careful tr
1,000 Good
velopes, \$1.0
\$1.00 pe
Bills, \$2.00 p
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Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Printing by Mail.

We pay special attention to orders received by mail, giving them prompt and careful treatment.

1,000 Good White Business Envelopes, \$1.00, any printing. Dodgers, \$1.00 per M.; Noteheads, State-prints, Billheads, \$1.50 per M.; Letter-heads, \$2.00 per M.

WEESE & CO., Jobbers,
51 Yonge St., TORONTO.



FISH AND OYSTERS
WHOLESALE.

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

WANTED EGGS BUTTER

Highest Prices. Prompt Returns.

THOS. PIZER

General Produce Merchant.

1274 Queen St. W. TORONTO.

DO YOU KNOW that _____

BOSTON POPCORN FRITTERS

sell fast and pay GOOD PROFITS?

SAMPLES FREE FOR ASKING FOR THEM.

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



For Sale Everywhere.

ASK FOR

MOTT'S.

Perkins, Ince & Co.

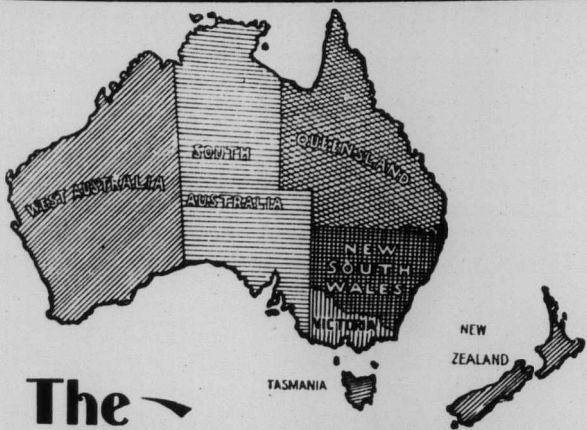
Wholesale Grocers

FRONT STREET EAST,
Toronto.

A LITTLE ADVERTISEMENT

Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited, Montreal and Toronto



The Australasian Grocer

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

Subscription \$2.50 per Ann.

post free to any part of the world.

A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - - Fink's Buildings.
Sydney, - - - Post Office Chambers

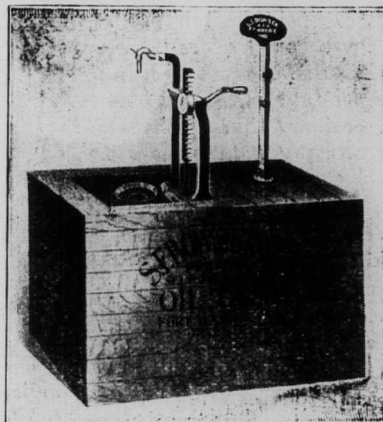
AMERICAN OFFICES:
New York, - - - Park Row Building.

BRITISH OFFICES:
London, - - - 42 Cannon St., E.C.

Specimen Copies Free on Application.

Our Latest and Best

* CLEAN
* ECONOMICAL
* DURABLE
* ATTRACTIVE
* SAFE
* SATISFACTORY



* NO
* USE
* FOR
* MEASURES
* OR
* FUNNELS

FIRST FLOOR OUTFIT

BOWSER THREE MEASURE SELF MEASURING AND COMPUTING OIL TANKS ARE BUILT TO LAST

* THEY SAVE
* OIL
* TIME
* LABOR
* AND
* MONEY

THEY HAVE
All Metal Pumps
Dial Discharge Registers
Anti-Drip Nozzles
Money Computers
Float Indicators
Double Plungers
Double Brass Valves
Galvanized Steel Tanks
Handsomely Finished Cabinets

* THEY PUMP
* GALLONS
* HALF
* GALLONS
* OR
* QUARTS

WE BUILD FIFTY STYLES
Write for Catalogue "B."

S. F. BOWSER & CO.

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

TEA AND COFFEE IN INDIA.

By W. T. FEE, U. S. Consul at Bombay.

OFFICIAL statistics of the tea and coffee production of India are of peculiar interest this year, because they deal with industries which have reached a critical stage in their history. Unfortunately, while the tendency is for the tea trade to recover its position, the palmy days of coffee raising in this country seem to be past.

TEA

It is only when the figures are tabulated that one can appreciate the enormous proportions the Indian tea trade has attained. Last year there were 521,767 acres under the hardy plant, producing 191,250,000 lb. of tea, giving employment to some 666,000 persons, and representing an invested capital of \$54,000,000. About one-tenth of the production was in Dhera Dun, the United Provinces, the Kangra Valley in the Punjab, and the Travancore district in Southern India. The other nine-tenths is grown in the two Provinces of Bengal and Assam.

The period of greatest activity was in the years 1897 and 1898, when 67,000 acres were added to the tea-growing area. This tremendous expansion in the output, without any corresponding increase in the demand, bore its inevitable fruit in the glut which has in recent years brought prices down below a fair profitable level, and consequently a healthy reduction of the rate of progress set in. Last year there were only 2,281 acres added, and in the ordinary course of events a decrease in succeeding returns may be expected.

The price of tea in 1902, although higher than that of 1901, was lower than at any other time during the past 30 years. The ruling price at Calcutta during the public sale was about 14 cents a pound for broken pekoe (probably the best quality of Indian tea), and unless there is considerable advance in values, which is extremely unlikely, the poorest yielding lands must fall out of cultivation.

The United Kingdom is still the greatest repository for Indian tea, taking nearly 160,000,000 pounds of the total production, though there was a decline of some 7,000,000 pounds for the year previous; it is difficult to say how much of the tea exported to London finds its way to America. Australia comes an extremely poor second, with 8,500,000 pounds. France and Russia are the only countries whose demand shows a promising development. The popularity of "Le five o'clock" has run the consumption in France up to 75,000 pounds a year.

India consumes only 5,500,000 pounds of home-grown tea and 3,000,000 pounds of foreign. The planters have neglected the Indian market in their anxiety to

stimulate the demand from abroad. Canada, with its 5,000,000 inhabitants, consumes as much Indian tea as does the United States, with a population fifteen times as great; each consumed last year about 1,075,000 pounds.*

COFFEE

Southern India practically monopolizes the Indian coffee industry. The low prices caused by the competition of the Brazilian coffee (which represents three-fourths of the world's production) have played havoc with this trade in recent years, and the average production in the last quinquennium was under 20,500,000 pounds, as compared with 34,750,000 pounds in the preceding five years. This great falling off in the output is due rather to a diminished yield than to any reduction of acreage, for the extent under coffee is practically the same as in 1885, while the output is less than half.

The coffee producers have seen the price of their commodity fall for the last 12 years. In 1890, it was £5 6s. 2½d. (825.63) per cwt. (112 pounds), and in 1900 it touched bottom level with £2 7s. (811.67).

There is in this country a certain demand for tea—although small—and the progress of the experiments undertaken at the suggestion of the viceroy tends to show that it is capable of expansion. Indian coffee, on the other hand, has to find its purchasers entirely abroad, and so long as the foreign market is dominated by the low-priced Brazilian product, there is no great hope for the industry.

The English demand of 13,000,000 pounds is closely followed by that of France—11,250,000 pounds. The importance of this French trade leads planters to follow, with no little anxiety, the progress of the tariff negotiations. Mr. O'Connor, director general of statistics to the Government of India, says that the question is still unsettled, and the provisional arrangements under which the minimum tariff rate was applied to it were recently prolonged.

The quality of Indian coffee is good—so good that it is appreciated by the Arabs and Turks. It is not easy to determine how much of the 250,000 pounds of Indian coffee shipped to Arabia finds its way to Europe and America as the finest "Mocha."

HINTS ON TEA DRINKING.

By A. R. Robertson, New York.

THE use of tea is so universal that the public ought to know more about it than it does. There is no question that it is a very refreshing beverage if it is intelligently prepared—that is, if the pot is nicely washed in fresh boiling water, the dry leaves are

put in, and over them is poured boiling water, and the same is allowed to stand for three or five minutes.

Unfortunately, it is so often allowed to stand on the range from half an hour to an hour before using that when the decoction is drunk it tastes more like senna or poison than tea. No wonder that some of our friends say they never drink tea except when they are feeling badly of out of sorts! But the reason is they do not know what good tea really is.

In hot weather there is nothing more refreshing and nothing that will help you to stand the heat better than a cup of warm tea. A great many prefer iced tea with lemon, but a cup of warm tea on a hot day will do you more good than a cold drink of any kind.

If taken in moderation, both tea and coffee can be used with great benefit by everyone. It only remains for each person to decide, or to find out, which of the beverages suits him or her the better.

Some claim that tea drinking is altogether the outcome of habit, but this is a mistake. In countries where the fine teas are imported from China and Ceylon, as, for example, Russia and Great Britain, the consumption per capita is four to five times as large as in the United States, and is continually on the increase. Some tell us that this is induced by climatic influences, but a closer examination leads us to believe that there is a better reason, namely, that the public here has been using teas of a very common quality for a low price, thinking they are good enough, whereas in reality poor, common or bad tea, should be left alone.

The difference between a 35-cent tea and a 60-cent tea purchased in a good store is not generally understood. If you will watch the brewing of these teas you will find that it requires a much greater quantity of the cheap tea than of the expensive kind to make a brew of the right palatable strength.

In Great Britain tea is served in nearly every house and office at 4 or 5 o'clock in the afternoon. So great is the fondness of business men for tea at this time that they frequently go without their luncheon in order to have time to drink tea in the late afternoon. If tea will compel a man to make such a sacrifice, it must be a fascinating beverage to its devotees.

The consumption of black teas, especially those of Ceylon and India, is rapidly increasing in the United States. These do not differ much from the English breakfast tea of China, except that they grow at a higher or different altitude. The growers of these teas claim superiority for their product on the ground that they are machine rolled, instead of being rolled by hand. While I agree with them in this view, I believe that from any good tea, no matter where it is grown, can be brewed a beverage that is beneficial for mind and body.

* The imports into the United States of tea from British India amounts to 2,019,059 lb., and 3,003,864 lb. during the years 1899, 1900, and 1901, respectively.

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TO OUR FRIEND THE GROCER

WE MAKE THE FOLLOWING OFFERS,
GOOD UNTIL NOVEMBER 1, 1902:

OFFER No. 1.

To each purchaser of two cases of "Bee" Starch, \$5.00 each, we will give free one case of "Bee" Borax, containing 40 5c. packages of "Ballon Dust" Borax, the very finest, made 99 per cent. pure. No cheap compound.

Your investment, \$10.00 Profit, \$1.40 per case on Starch ;
\$2.00 on borax. Total, \$4.80.

OFFER No. 2.

To each purchaser of three \$5.00 cases of "Bee" Starch we will give free one case of "Bee" brand Soda, containing 96 5c. packages. This is the famous Brunner, Mond Soda—the best that's made.

Your investment, \$15.00 ; your profit, \$9.00

OFFER No. 3.

To every purchaser of five \$5.00 cases of "Bee" Starch we will give free one case of Soda and one case of Borax.

Your investment, \$25.00 ; your profit, \$13.80.

In every package of these goods is a coupon for which the buyer of these goods on presentation of 100 of same at our office will be entitled to one set of Madame Potts Irons.

These are no trashy premiums, but **Gold Dollars** which you mint with your own salesmanship.

AS USUAL.—We tell you there is no money in this for us, and to tell you the truth there isn't much, but we must get there, and we would just as soon give you some as give it all to the newspapers.

WE ARE FOLLOWING THIS OFFER UP WITH GOOD ADVERTISING AND WE
WILL MOVE YOUR PURCHASES, SO DON'T BE AFRAID TO BUY

SEND US YOUR ORDER DIRECT, OR THROUGH YOUR WHOLESALER. NO FREIGHTS PAID ON THESE OFFERS.

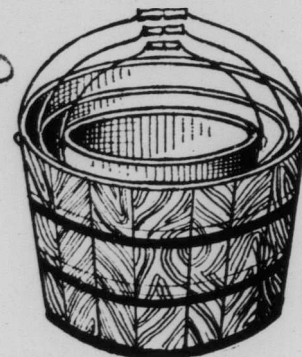
SNOWDON, FORBES & CO.

449 St. Paul Street,

— MONTREAL.

Well Bought Easily Sold

NOV .1 1902
RETURNED



There is no secret in successful dealing. It is simply knowing the best goods and the best makers, buying them at right prices, and selling them at a fair margin of profit.



Boeckh's Standard Brushes Bryan's London Brushes Boeckh's Standard Brooms and Cane's Newmarket Woodenware

are made right and sold right—they satisfy both dealer and consumer.

Boeckh's Bamboo-Handled Brooms—Labor-lighteners, none can equal them as trade-winners.

Brooms and Whisks—Buying direct from the grower enables us to quote lowest market prices.

Brushes—Artists' Brushes; Painters', Varnishers' and Kalsominers' Brushes; Household, Machinery and Factory Brushes; Horse and Carriage Brushes; Toilet Brushes, etc.

Cane's Newmarket Pails and Tubs—Noted for their wonderful durability—a triumph of worthy goods and ready sellers.

Washboards—Latest improved styles—boards that will give perfect satisfaction.

Clothes Pins—Loose or in 4 or 6 dozen packages—all selected, perfect Pins.

Wooden Packages—Pickle Pails, Syrup Pails, Oyster Pails, Shipping Cans, Candy Pails, Lard Pails and Tubs with Covers, Extra Covers for Pails and Tubs, Paint Pails, etc.

Butterware—Barrel Churns, Ash-Dash Churns, Butter Dishes, Bowls, Paper, Spades, Ladles, Moulds, Prints, Stamps, etc.—a wide range.

Kitchenware—Washers, Wringers, Self-Wringing Mops, Bake Boards, Rolling Pins, Pie Plates, Spoons, etc. Splendid value in this range.

Baskets—Butter Baskets, Market Baskets, Hampers, Grocers' Delivery Baskets, Waste Paper Baskets, etc.

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

UNITED FACTORIES, Limited,

Head Office : Toronto.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH : 1 and 3 DeBresoles St.

LONDON BRANCH : 71 Dundas St.



This list is
the duties of
selected for
import and
export and
goods in
All quota
who call daily

**BUTTER
AND
Dairy, choice**

" tubs, 1
" tubs, 1
Creamery, bc
prin

Cheese, new,
Bacon, new la

CANNE

Apples, 3's...
gallo

Asparagus...
Beets.....

Blackberries
Blueberries,
Beans, 2's....

Corn, 2's.....
Cherries, red

" wh
Pears, 2's.....

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Pears, Bartlett
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Pineapple, 2
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Peaches, 2's.
3's.

Plums, green
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Pumpkins, 1

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Raspberries
Strawberries

Succotash, 2
Tomatoes, 3

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Crabapple
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Peppers, 1

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Extra Gr
Powdered
Phoenix...

Cream...
Extra bri

Bright col
Bright yel

No. 3 yel
No. 2 yel

No. 1 yel

CURRENT MARKET QUOTATIONS

September 18, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are quoted for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page—
 Goods in large lots and for prompt pay are generally obtainable at lowest prices. All quotations for staple products are under the direct control of the Editors, and call daily upon all the leading houses in the principal centres.

	Montreal.	Toronto.	St. John, Halifax.
BUTTER, CHEESE AND EGGS			
Dairy, choice, large rolls, lb.	\$ 17 18	\$ 15 16	\$ 14 15
" " pound blocks	15 16	11 12	11 12
" " tubs, best	14 15 1/2	11 12	11 12
" " tubs, inferior	19 19 1/2	18 19	20 21
Cheese, prints	20	19 20	22 24
Cheese, new, per lb.	9 1/2	10 10 1/2	10 10 1/2
Eggs, new laid, per doz.	18 1/2	14 15	17 18
CANNED GOODS			
Apples, 3's	.....	90 1 00	1 00 1 10
" " gallons	2 50	2 25 2 50	2 70 2 80
Asparagus	2 20 2 25	2 00 2 40	.....
Beets	1 00 1 00	90 1 00	.....
Blackberries, 2's	1 00 1 00	1 40 1 70	1 50 1 80
Blueberries, 2's	92 1/2 95	80 85	95 1 00
Beans, 2's	80 90	80 90	90 95
Corn, 2's	82 1/2 85	80 95	80 90
Cherries, red, pitted, 2's	2 25 2 30	2 10 2 25	2 30 2 40
" " white	2 25 2 30	2 00 2 25	.....
Peas, 2's	95 1 05	90 1 00	1 10 1 15
" " silted	1 05 1 15	1 20 1 25	1 20 1 25
Peas, Bartlett, 2's	1 50 1 60	1 75 2 00	1 75 1 80
" " 3's	1 90 2 00	2 00 2 40	2 00 2 25
Pineapple, 2's	2 00 2 40	2 25 2 50	2 15 2 25
" " 3's	2 25 2 40	2 50 2 60	2 50 2 60
Peaches, 2's	1 75 1 85	1 75 1 90	1 75 1 75
" " 3's	2 60 2 70	2 50 2 75	2 70 2 80
Plums, green gages, 2's	1 30 1 35	1 10 1 25	1 30 1 60
" " Lombard	1 20 1 25	1 00 1 10	1 30 1 50
" " Damson, blue	1 00 1 25	1 00 1 10	1 10 1 30
Pumpkins, 3's	.....	85 90	90 1 00
" " gallon	.....	2 10 2 25	2 10 2 25
Raspberries, 2's	1 40 1 50	1 60 1 80	1 40 1 75
Strawberries, 2's	1 50 1 75	1 60 1 75	1 50 1 75
Succotash, 2's	1 00 1 25	.....	1 10 1 15
Tomatoes, 3's	.....	1 15 1 20	1 25 1 30
Lobster, tails	2 75 3 20	3 50 3 70	.....
" " 1-lb. flats	3 00 3 75	3 50 3 70	.....
" " 1/2-lb. flats	1 75 1 85	1 75 1 80	.....
Mackerel	1 00 1 10	1 15 1 25	1 35 1 45
Salmon, sockeye, Fraser	1 35 1 40	1 10 1 52 1/2	1 50 1 75
" " Northern	.....	1 40 1 45	1 15 1 25
" " Horseshoe	.....	1 50 1 52 1/2	.....
" " Cohoes	1 00 1 15	1 05 1 15	1 00 1 10
Sardines, Albert, 1/2 s.	12 12 1/2	12 13	14 15
" " Sportsman, 1/2 s.	20 21	20 21	20 21
" " key opener, 1/2 s.	11 1/2 12	12 12 1/2	12 12
" " P. & C., 1/2 s.	19 20	20 21	20 21
" " Domestic, 1/2 s.	9 11	10 11	10 11
" " Mustard, 1/2 size, cases	20 22 1/2	23 25	23 25
" " 50 tins, per 100	27 1/2 30	33 36	33 36
" " 7 8	4 4 1/2	4 4 1/2	4 4 1/2
Haddies	7 50 11 00	8 50 9 00	8 00 9 00
Kipper Herring	1 00 1 00	1 00 1 10	1 00 1 10
Herring in Tomato Sauce	1 00 1 55	1 00 1 70	.....
CANDIED PEELS			
Lemon, per lb.	10 1/2	10 12 1/2	12 13
Orange, "	11 11	11 12 1/2	12 13
citron, "	15 15	15 18	15 17
GREEN FRUITS			
Oranges, Valencias, per case	3 75 4 00	.....	5 50
" " Sorrentos	.....	.....	4 50
Can. Plums, per basket	30 40	.....	60
Blackberries	.....	85 1 15	.....
Cucumbers, per basket	.....	.....	15
Onions, Messina, per box	2 00 3 00	1 50 3 00	3 50 4 00
Bananas, Firsts, per bunch	1 25 2 00	1 10 2 25	1 00 2 00
Apples, per bbl	1 50 2 50	0 75 1 25	3 50 4 00
Tomatoes, per basket	3 25 3 75	0 25 0 30	1 50 2 00
Pears	0 40 0 40	0 30 0 60	.....
Peaches	0 35 0 65	0 25 0 60	.....
Waxy Sweet Potatoes, per bbl.	.....	4 00	.....
Watermelons, per 100	17 00 20 00	17 00 30 00	3 00 4 00
Cantaloupes, per crate	.....	3 50	.....
California Peaches	.....	1 25	.....
" " Plums	1 25 1 75	.....	1 25 1 25
" " Pears	2 50 2 75	.....	1 25 1 25
Strawberries, per basket	.....	0 15 0 20	.....
Apples, per basket	0 20 0 30	.....	8 0 15
Can. Grapes, per large basket	.....	0 25 0 65	.....
Pipers, per basket	.....	0 15 0 20	.....
SUGAR			
Granulated St. Lawrence and Red	3 65	.....	3 75
Granulated, Acadia	3 60	.....	3 68
Facis lump, bbls. and 100-lb. boxes	4 20	.....	4 28
" " in 50-lb. boxes	4 20	.....	4 38
Extra Ground Icing, bbls.	4 30	.....	4 55
Powdered, bbls	3 85	.....	4 30
Phoenix	3 45	.....	3 53
Cream	3 40	.....	3 48
Extra bright coffee	3 55	.....	3 68
Bright coffee	3 40	.....	3 43
Light yellow	3 35	.....	3 43
No. 3 yellow	3 30	.....	3 35
No. 2 yellow	3 10	.....	3 18
No. 1 yellow	3 00	.....	3 15

HARDWARE PAINTS AND OILS

	Montreal.	Toronto.	St. John Halifax.
Wire nails, base	\$ 2 55	\$ 2 55	\$ 3 20
Cut nails, base	2 35	2 35	2 85
Barbed wire, per 100-lb.	3 00	3 00	3 75
Smooth Steel Wire, base	2 60	2 60	.....
White lead, Pure	5 87 1/2	5 87 1/2	6 80
Linseed oil, 1 to 2 bbls., raw	82	78	83
" " boiled	85	81	87
Turpentine, single bbls.	67	70	75
Benzine, in bbls., per gal.	.....	17	19 1/2

SYRUPS AND MOLASSES

	Montreal.	Toronto.	St. John Halifax.
Syrups--			
Dark	1 1/2	.....	.....
Medium	2 1/2	30	32
Bright	2 1/2	85	87
Corn Syrup, barrel, per lb.	3 1/2	.....	3 1/2
" " 1/2 bbls.	3 1/2	.....	3 1/2
" " kegs	3 1/2	.....	3 1/2
" " 3 gal. pails, each	1 60	1 60	1 60
" " 2 gal. "	1 20	1 20	1 20
Honey	.....	40	40
" " 25-lb. pails	1 05	1 00	1 00
" " 38-lb. pails	1 0	1 40	.....
Molasses--			
New Orleans, medium	22 30	25 30	28 30
" " Open kettle	.....	40 50	.....
Barbadoes	22 24	32	24 25
Porto Rico	35	38 42	30 32

CANNED MEATS

	Montreal.	Toronto.	St. John Halifax.
Comp. corn beef, 1-lb. cans	1 55 \$ 1 65	\$ 1 55 \$ 1 65	\$ 1 55 \$ 1 65
" " 2-lb. cans	2 75 3 00	2 85 3 00	2 80 2 90
" " 6-lb. cans	7 90 9 60	8 25	8 75 9 25
" " 14-lb. cans	16 50 23 00	19 50	20 00 21 00
Minced callops, 2-lb. can	.....	2 75	2 60 2 80
Lunch tongue, 1-lb. can	3 00	3 90	3 00 3 25
" " 2-lb. can	6 00	7 90	7 00 6 80
English brawn, 2-lb. can	2 40	2 75	2 45 2 75
Camp sausage, 1-lb. can	.....	2 50	2 50
" " 2-lb. can	.....	4 00	4 00
Soups, assorted, 1-lb. can	1 15 1 50	1 50	1 40 1 40
" " 2-lb. can	2 40 2 45	2 20	2 25
Soups and Bouli, 2-lb. can	1 75 2 50	1 80	1 75
" " 6-lb. can	3 50 5 35	4 50	4 25 4 50
Sliced smoked beef, 1/2 s.	1 65 1 70	1 65 1 70	2 00
" " 1 s.	2 75 3 10	2 80 2 95	3 25

FRUITS

	Montreal.	Toronto.	St. John Halifax.
Dried--			
Currants, Provincials, bbl.	.....	5 1/2	6
" " Filletas, cases	.....	5 1/2	6
" " 1/2 cases	5 1/2	6 1/2	7
" " Patras, cases	.....	6	7
" " 1/2 cases	.....	6	7
Amallas	6 1/2	7	7 1/2
Vostizzas, cases	6 1/2	8	8 1/2
Dates, Hallowees	.....	4 1/2	4 1/2
Sais	.....	3 1/2	4
Figs, Elemes	1 00	8	8 10
" " Mats, per lb.	3	3 1/2	3 1/2
" " Tappets	3 30	3 1/2	3 1/2
" " Naturals	.....	3 1/2	4
Prunes, California, 30's	9	.....	10 12
" " 40's	8 1/2	8 1/2	9 9
" " 50's	8 1/2	8 1/2	8 1/2 9
" " 60's	8	7 1/2	8 8
" " 70's	7 1/2	6 1/2	7 1/2 8
" " 80's	7	6 1/2	7 7 1/2
" " 90's	6 1/2	5 1/2	6 1/2 7
" " 100's	6	5 1/2	6 6 1/2
" " Bosnia, A's	.....	5	.....
" " B's	.....	7 1/2	.....
" " U's	.....	5	.....
" " French, 50's	.....	6 1/2	.....
" " 110's	.....	5	.....
Raisins, Fine off stalk	6 1/2	6 1/2	7
" " Selected	7 1/2	8	5 1/2 6
" " Selected layers	6 1/2	7	6 1/2 7
" " Sultanias	9	8 1/2	10 12
" " California, 2-crown	5	5 1/2	6 1/2 6 1/2
" " 3-crown	7 1/2	7 1/2	8 8 1/2
" " 4-crown	7 1/2	8	8 1/2 9
" " 1's seeded, 3-cr.	9 1/2	10 1/2	10 10 1/2
" " Empire clusters	1 50 1 60	.....	2 60 2 00
" " Black baskets	.....	2 25	2 00 2 50
" " Extra clusters	.....	3 35	3 00 3 50
" " Dehesa clusters	.....	3 10	3 00 3 50
" " Royal B. clusters	3 25 3 30	.....	5 00
" " Connaisseurs cl'st's	.....	2 10	.....
" " Excelsior clusters	.....	4 60	.....
Evaporated apples	.....	10 1/2	11
Dried	.....	6	6 1/2

PROVISIONS

	Montreal.	Toronto.	St. John Halifax.
Dry Salted Meats--			
Long clear bacon	12	11	11 1/2
Smoked Meats--			
Breakfast bacon	15 1/2	14 1/2	15
Rolls	12 1/2	12	12 1/2
Medium Hams	.....	13 1/2	14 15
Large Hams	.....	13	12 1/2 13
Shoulder hams	.....	13	11 11 1/2
Backs	.....	15	14 1/2 15
Meats out of pickle ic. less.			
Barrel Pork--			
Canadian heavy mess	23 00	21 50	21 50 22 50
" " short cut	21 50 22 00	23 00	23 00 24 00
Plate beef	12 50 18 50	15 00	14 00 16 00
Lard, tierces, per lb.	.....	11	11 1/2 12 1/2
Tubs	.....	11 1/2	11 1/2 12 1/2
Pails	.....	11 1/2	11 1/2 12 1/2
Compounds	.....	9 1/2	10 1/2

Borden's Brands of Condensed Milk and Evaporated Cream at Canadian Prices.



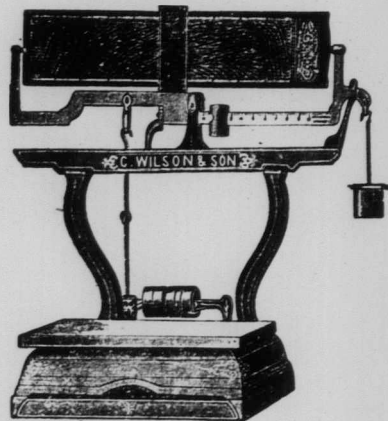
We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk and Peerless Brand Evaporated Cream, unsweetened, can be obtained through our local representatives.



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

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



HONESTY IS THE BEST POLICY

But one must be honest to themselves also. We believe in giving good measure just as much as anybody does, but when it comes to giving away all your profits, it is a very different matter.

Wilson's Scales are Honest to Buyer and Seller.

They weigh accurately, giving full measure and yet retain the profit for the grocer.

Let us send you full particulars of our BALL BEARING COMPUTING SCALE OFFER, upon easy terms of payment.

CANADIAN MANUFACTURERS FOR CANADA

C. WILSON & SON

69 ESPLANADE ST. E.

TORONTO

	Montreal.	Toronto.	St. John, Halifax.		Montreal.	Toronto.	St. John, Halifax.
COFFEE							
Green—							
Mocha	24	23	28	25	17	17½	
Old Government Java	27	22	30	25	16	16	16½
Rio	10	7	12	12	16	17	16½
Santos		9½	10½		16½	17	16½
Plantation Ceylon	29	26	30	29	18	15	15½
Porto Rico		22	25	24	19	17½	18
Guatemala		22	25	24	18	17	17½
Jamaica	18	15	20	18	17	17	18½
Maracalbo	18	18	18	12	18½	19	18½
NUTS							
Brazil	13	14	15	16			
Valencia shelled almonds	27	28	30	35	13	60	12
Tarragona almonds	11		11½	30	17	40	60
Formegetta almonds			10½	12	35	55	35
Jordan shelled almonds	42	40	43	13	20	40	20
Peanuts (roasted)	8½	8	10	9	18	25	18
" (green)	6½	7	9	9	35	42	35
Cocoanuts, per sack	3 25	3 75	3 50	4 00	20	30	20
per doz			60	70	20	30	20
Grenoble walnuts	19		10½	11	17½	40	17
Marbot walnuts	10	9½	10½		42	50	42
Bordeaux walnuts	9		8	8½	22	28	22
Sicily filberts	9	9½	10½	9	28	28	28
Naples filberts			10	11	17	19	16
Pecans	15	13	15	13	17	19	16
Shelled Walnuts	18	18	23	25	15	17	14
SODA							
Bi-carb, standard, 112-lb. keg	1 65	1 80	2 00	2 25	13	14	14
Sal soda, per bbl	70	75	80	90	14	17	15
Sal Soda, per keg	95	1 00		1 00	15	17	14
SPICES							
Pepper, black, ground, in kegs							
pails, boxes	16	18		18	38	40	38
in 5-lb. cans	14	17		19	32	36	33
whole	15	17		19	28	30	30
Pepper, white, ground, in kegs					25	27	27
pails, boxes	26	27	26	27	22	24	25
5-lb. cans	25	26	25	26	19	20	21
whole	23	25	23	25	18	19	20
Ginger, Jamaica	19	25	22	25	18	15	17
Cloves, whole	12	30	14	35	16	18	19
Pure mixed spice	25	30	25	30	16	22	17
Cassia	13	18	20	40	14	15	
Cream tartar, French		25	24	25	16	19	
" best		28	25	30	7½	11	
Allspice	10	15	13	16			
WOODENWARE							
Pails No. 1, 2-hoop	1 65		1 55	1 90			
" 3-hoop	1 80		1 70	2 05			
" half, and covers	1 65		1 60	1 75			
" quarter, jam and covers	1 15		1 10	1 45			
" candy, and covers	2 50	2 90	2 40	3 20			
Tubs No. 0	10 00	10 15	8 50	11 00			
" 1	8 00	8 15	7 00	9 00			
" 2	7 00	7 15	6 00	8 00			
" 3		6 15	5 25	7 00			
PETROLEUM							
Photogene							
Canadian water white	14½	15½					
Sarnia water white	16	17					
Sarnia prime white	18	15					
American water white	19	17½					
Pratt's Astral (barrels extra)	18½	19					
Black— TEAS							
Congou—Half-chests Kalsow							
Moning, Paking	13	60	12	60	11	40	
Caddies Paking, Kalsow	17	40	18	50	15	4	
Indian—Darjeelings	35	55	35	55	30	50	
Assam—Pekoes	20	40	20	40	18	40	
Pekoe Souchong	18	25	18	25	17	24	
Ceylon—Broken Pekoes	35	42	35	42	34	40	
Pekoes	20	30	20	30	20	30	
Pekoe Souchong	17½	40	17	35	17	35	
China Greens—							
Gunpowder—Cases, extra first	42	50	42	50			
Half-chests, ordinary firsts	22	28	22	28			
Young Hyson—Cases, sifted							
extra firsts	42	50	42	50			
Cases, small leaf, firsts	35	40	35	40			
Half-chests, ordinary firsts	22	28	22	28			
Half-chests, seconds	17	19		23			
" thirds	15	17		18			
" common	13	14		14			
Pingsueys—							
Young Hyson, ½-chests, firsts	28	32	38	32	30	40	
" " " seconds	16	19	16	19			
" Half-boxes, firsts	28	32	28	32			
" " seconds	16	19	16	19			
Japans—							
½-chests, finest Maypickings	38	40	38	40			
Choice	32	36	33	37			
Finest	28	30	30	32			
Fine	25	27	27	30			
Good medium	22	24	25	28			
Medium	19	20	21	23			
Good common	16	18	19	20			
Common	13	15	17	19			
Nagasaki, ½-chests, Pekoe	16	22					
" " Oolong	14	15					
" " Gunpowder	16	19					
" " Siftings	7½	11					
RIOE, MACARONI, SAGO, TAPIOCA.							
Rice—Standard B.	3 00	3 10			3 25	3 40	
Paina, per lb	4 25	4 50			5	6	
Japan	4 40	4 90			5½	6	
Imperial Seeta	4 60	4 90			5½	6	
Extra Burmah					4	6	
Java, extra					6	7	
Macaroni, dom'ic, per lb, bulk	3¼	4¼			7½		
" imp'd, 1-lb. pkg., French	8	12			9		
" " Italian	8	10			11	11½	
Sago	3¼	3¾			3¾	4	
Tapioca		3¾			3¾	4	

5c. PACKAGE

This 5c. package is a seller. Have you stocked it yet? A handy size, catchy price and finest quality.

JAMES' "DOME" LEAD

W. G. A. LAMBE & CO., Canadian Agents.

Gillard's Sauce Gillard's Pickle

Is still the best and cheapest.

The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

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

Sole Proprietors:

GILLARD & CO., Limited, LONDON, ENG.

Pure Gold Jelly Powder

Pure Gold Flavoring Extracts

Pure Gold Baking Powder

WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.

THE INTERCOLONIAL EXHIBIT.

A WALL space of some 140 feet was devoted to the exhibit of the Intercolonial Railway at the Toronto Exhibition this year. This was used to display 35 large and handsome reproductions of scenes, illustrating the country through which the Maritime Express passes. They included views in the Provinces of Quebec, New Brunswick, Nova Scotia and Prince Edward Island. There were summer resorts, fishing and hunting regions and sea bathing spots depicted, all calculated to entrance the minds of would-be tourists. A handsome centre to the exhibit was a large moose head, the trade crest of the railway company, which stood out from the wall in all its natural might. Among the pictures, one of the most striking was the photograph of the Miramichi moose, shot this year by Robert H. Armstrong.

The exhibit was prepared by Mr. W. L. Creighton, the advertising agent of the railway company, and during the two weeks of the Exposition it was in charge of Mr. N. Weatherston, the travelling freight and passenger agent. Mr. Weatherston was able, from his 15 years' service on the railway, to give excellent information to the many inquirers who passed by and admired the pictures. Indeed, the exhibit attracted much attention, and there was great eagerness evinced to secure the literature that had been prepared for distribution. Many people were surprised to learn of the facilities afforded by the railway company to summer tourists. From June 1 to September 30, greatly reduced rates are in force, with a good return up to November 1, and with very liberal stop-over privileges at all the principal points of interest.

Anyone who was unable to see the pictures shown by the Intercolonial is reminded that descriptive literature will always be readily supplied at the company's offices, which will explain everything about travel on that railway.

WEDDINGS IN THE TRADE.

Geo. C. Hanna, merchant, Wingham, Ont., was united in marriage on September 9, to Miss Carrie Fisher, daughter of Postmaster Fisher of the same town.

On September 9 W. A. Burrows, one of the leading business men of Port Arthur, was united in the bonds of matrimony to Miss Marion, daughter of W. H. Longworthy.

M. P. Ryan, commission merchant and pork packer, Toronto, was united in marriage last week with Miss Ruby Shea, only daughter of James Shea, the well-known dry goods and millinery merchant, Hamilton.

FLOUR

MAGOR'S
DELICIOUS
PATENT
FLOUR.

The Purest Flour Made—makes
Delicious Bread, Cakes and Pastry.
Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

WELFORD BROS.,

LONDON, ONT.

MANUFACTURERS OF

Brooms AND Whisks
ROPE, LEATHER AND WEB **Halters**

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction.

UNION LABEL on all our Brooms.

Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

VALENCIAS

New Fruit in Store.

WARREN BROS. & CO.

TORONTO.



Up-to-date Show-Card Writing

an illustrated treatise on the art of show-card and ticket lettering, tells all. Paper cover, price \$1.00 post paid. Address the author,

W. EDWARDS, Carleton Place, Ont.

"Sarnia" OIL

LAMP

Equal to best American Oil.

GROCERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

G.O.B. Manitoba Patent

surpasses in whiteness and purity any All Manitoba patent flour of same price, and has equal strength.

We have considerable Bran and Shorts to offer in mixed cars.

Our CALLA LILY is A 1 family flour.

MODEL ROLLER MILLS, Perth, Ont.

Austrian Sugar

ON SPOT---TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

ALEX. WILLS,

27 St. Sacramento Street, MONTREAL

"ACME" TABLE SALT

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

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

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.

Establishe



Subscri
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any time,
correspon
Toronto o

COX'S

agents for
C. K.
D. M.
ART

Order
goods

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Established 1845.

MODERN MACHINERY. UP-TO-DATE METHODS.

Established 1845.



1 and 2-lb. Tins.

S. H. & A. S. EWING'S

HIGH-GRADE

COFFEE and SPICES

"The goods that have stood the test of time."

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

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

S. H. & A. S. EWING, Montreal Coffee and Spice Steam Mills,
55 Cote St., MONTREAL, P.Q.

BROOMS.

We have a carload—seven hundred dozens. They are well bought, and the nimble sixpence is what we are after.

Try one lot of our six-dozen assortment for eleven dollars.

Freight paid to your station or wharf.

Return at our expense if not satisfactory.

F. J. CASTLE - OTTAWA.

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

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:

C. B. COLSON & SON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

Established 1862.

E. THOMPSON & CO.

LIVERPOOL,

Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

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

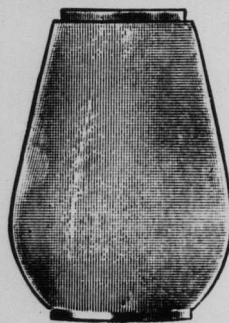
REFERENCE—Canadian Bank of Commerce.

American Agent—

G. H. THOMPSON,

107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

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

Toronto Fruit Merchants.

McWilliam & Everist

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.
Warehouse Phone Main 3394.

California Fruits

Canadian Peaches, Plums,
Tomatoes.

Fresh arrivals daily at lowest market prices.

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

HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

SEASON 1902.

**Butter
Tubs**

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

WALTER WOODS & CO.
HAMILTON.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

A. LAFONTAINE, general merchant, Drummondville, Que., has assigned and his creditors held a meeting on September 15.

The Eastern Canada Tea Co., Sydney, N.S., has assigned.

Samuel G. Hall, grocer, Lawrencetown, N.S., has assigned.

J. A. Berube, general merchant, St. Fabien, Que., has assigned.

Juste Poirier, general merchant, Catarquet, N.B., has assigned to the sheriff.

P. Gagnon, general merchant, St. Flavie Station, Que., has effected a compromise.

The offer to compromise of J. A. Lomme, St. Johns, Que., was refused, and he has assigned.

Mrs. J. A. Blondin, general merchant, St. Maurice, Champlain Co., Que., has compromised.

The creditors of A. Lafontaine, general merchant, Drummondville, Que., meet on September 22.

P. Morin, general merchant, St. Tite, Que., is offering to compromise at 30c. on the dollar cash.

G. Leblanc & Co., general merchants, Napierville, Que., have assigned to Lamarche & Benoit.

The creditors of L. N. Despins, general merchant, Grand Falls, N.B., held a meeting on the 10th inst.

The creditors of Juste Poirier, general merchant, Catarquet, N.B., held a meeting on the 18th inst.

The offer of Edward Finnegan, grocer, St. John, N.B., to compromise at 15 per cent. has been accepted.

Mason & Stewart, general merchants, Parrsboro', N.S., are offering to compromise at 15 per cent.

Jules Falardeau, wholesale and retail tobacco merchant, Montreal, is offering 25c. on the dollar cash.

The creditors of Robitaille Freres, general merchants, Lake Megantic, Que., hold a meeting on September 22.

The chattel mortgagee is in possession of the premises of Sigmund Grass, grocer, Vancouver, and the stock is advertised for sale.

Edwin B. Hill, general merchant, LeRoy, Ont., has assigned to John Elliott, and a meeting of creditors was held on the 22nd inst.

Obed. A. Ham, general merchant, Mahone Bay, N.S., is offering 50 per cent., payable within 30 days, and asks six and nine months extension on the balance.

PARTNERSHIPS FORMED AND DISSOLVED.

J. W. Gordon & Co., general merchants, Boucherville, Ont., have dissolved.

Hopper & Fleming, grocers, Ottawa, have dissolved and are succeeded by Hopper & Brown.

M. Stier & Co., general merchants, Montreal, have dissolved; Mrs. Moses Stier has registered.

Merriman & Ross, wholesale and retail grocers, St. Catharines, Ont., have dissolved; W. H. Merriman continues.

SALES MADE AND PENDING.

Mrs. R. L. Johnston, dealer in sundries, Arrowhead, B.C., is advertising her stock for sale.

The stock of A. D. M. Bertrand, general merchant, St. Raymond, Que., has been sold at 66c. on the dollar.

The assets of K. Finnson, general, and lumber merchant, Icelandic River, Man., are advertised for sale by tender up to September 21.

CHANGES.

Wilfrid Bousquet, grocer, Maisonneuve, Que., has registered.

The St. Johns Creamery, St. Johns, Que., has registered.

Marie A. Case, grocer, Toronto, has sold out to J. Duggan.

Hunter & Thomas, general merchants, Foster, Que., have registered.

W. J. Flynn, liquor merchant, Ottawa, is succeeded by Antoine Richer.

Henry Oliver & Co., grocers, Toronto, have sold out to J. Yake & Son.

J. S. McKay, miller, Bois-sevain, Man., has sold out to J. W. Knittle & Co.

The stock of A. B. Wark, grocer, Hamilton, has been sold to W. H. Ryckman & Co.

John Dobbin, general merchant, Regina, N.W.T., has sold out to George Mickleborough.

H. J. McLean, confectioner, Holland, Man., has sold out to E. J. Merrill.

Manuel Y. Gonzalez Co., dealers in cigars, etc., Montreal, have registered.

The Imperial Cigarette and Tobacco Co., St. John, N.B., is opening a branch at Vancouver.

J. F. Fumerton & Co., general merchants, Treherne, Man., have sold out to J. K. McLennan.

Tweed & Ewart, general merchants, Medicine Hat, N.W.T., have sold out to Stewart, Clarke & Co.

Banbury, Gourley & Banbury, bankers, Wolseley, N.W.T., are succeeded by the Union Bank of Canada.

The estate of R. A. Lawrence, general merchant, Wetaskiwin, N.W.T., has been sold at 68 $\frac{3}{4}$ c. on the dollar.

The business formerly conducted under the style of Thomas Cahill, jr., general merchant, Lake Talon, Ont., is now run under the name of Cahill Bros.

FIRES.

Thomas Embleton, grocer, Rossland, B.C., has sustained loss by fire.

J. M. Nelson, general merchant, Temperanceville, Ont., was burned out.

Corbett Bros., grocers, Toronto, have sustained a small loss by fire; insured.

John E. Brown, dealer in hides, wool, etc., Hamilton, Ont., has sustained loss by fire; insured.

Ebenezer Crow, general merchant and sawmill owner, Green's Harbor, Newfoundland, was burned out, sustaining a total loss with no insurance.

DEATHS.

W. L. Shields, general merchant and sawmill owner, Cobocok, Ont., is dead.

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.**

Why do so many Canadians drink

Ceylon Tea?

The reason is not hard to find. It is because it is the best tea imported into Canada, and because it is best there is a popular demand for it.

People who once try Ceylon Tea never go back again to other kinds.

They stay right with it and use it all the time.

The grocers who push Ceylon Teas know this because their sales are constantly increasing instead of diminishing as the sales of some other teas are doing.

Push the sale of

Ceylon Tea

and your business will increase steadily.

WHY ARE Southwell's Jams



superior to all other Imported Lines?

Because each Jam has the individual flavor of its own fruit.

Many imported Jams taste all alike.

Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

Handle only the Best! GILLETT'S PERFUMED LYE

is the **Standard** article.

There are many imitations of it being offered; **Refuse Them** and handle only the original and **Best**, the kind that pleases your customers and gives you no trouble to sell.

Ask Your Jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng.

TORONTO, ONT.

Chicago, Ill.

Current Market Quotations for Proprietary Articles

Sept. 18, 1902.

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.

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

W. H. GILLARD & CO.

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

MAGIC BAKING POWDER

Case.	Size.	Per Doz.
4 doz.	10c.	\$0 40
4 "	4-oz.	60
4 "	6-oz.	75
4 "	8-oz.	95
4 "	12-oz.	1 40
2 "	12-oz.	1 45
2 "	16-oz.	1 65
4 "	16-oz.	1 70
1 "	2 1/2-lb.	4 40
1 "	5-lb.	7 31
2 "	6-oz.	Per case.
1 "	1-oz.	\$1 55
1 "	16-oz.	

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

JERSEY OREAM BAKING POWDER

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

VIENNA BAKING POWDER.

Per doz.	
1 lb. tins, 4 doz. in box	\$2 25
1/2 lb. tins, 4 " "	1 25
1/4 lb. tins, 4 " "	75
3 oz. in paper, 4 doz. in box	70
5 " " " "	35

BLACKING. SHOE POLISH.

Per gross	
Jonas' Blacking	\$9 00
Froments'	7 50
Military dressing	24 00

BLUE.

Per lb.	
Keen's Oxford	\$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

BLACK LEAD.

Per doz.	
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.	

CORN BROOMS

Per doz.	
BORCK 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
" " " " F, 3 strings	3 10
" " " " G, 3 strings	3 10
" " " " I, 3 strings	2 85

BISCUITS.

Per case, 100 tins.	
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.

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

FRENCH PEAS-DELOREY'S

Per case, 100 tins.	
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.

Per doz.	
HENRI JONAS & CO.	
1/4 Trefayennes	\$9 50
1/4 Rolland	9 50
1/4 Delory	10 50
1/4 Club Alpins	2 50

CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

Per lb.	
Cocoa-	
Hygienic, 1-lb. tins, per doz.	\$7 25
" 1/2-lb. tins " "	3 75
" 1/4-lb. tins " "	2 25
" fancy tins " "	0 90
Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb.	0 55
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 Dessert, 1/4's and 1/2's	\$0 40
Mott's Caracac Chocolate	0 42
Mexican Vanilla, 1/4's and 1/2's	0 35
Royal Navy Rock	0 30
Diamond	0 25
" 8's	0 28

JOHN P. MOTT & CO.'S

Per lb.	
R. S. McIndoe, Agent, Toronto.	
Mott's Broma	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 12
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracac Chocolate	0 40
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 18
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 35
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

CHOCOLATE-FRY'S.

Per lb.	
Caracac, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 43
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs	0 42
Fry's "Diamond", 1/4's, 14 lb. bxs	0 24
Fry's "Monogram", 1/4's, 14 lb. bxs	0 24
Cocoa-	per doz.
Concentrated, 1/4's 1 doz. in box	2 40
" 1/2's " "	4 50
" 1-lb. " "	8 25
Homeopathic, 1/4's 14 lb. boxes	
" 1/2 lbs. 12 b. boxes	

Epps's cocoa, case of 14 lbs., per lb.	0 35
Smaller quantities	0 37 1/2

CADbury's.

Per doz.	
Frank Magor & Co., Agents.	
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 42
" Nibs, 1-lb. tins	0 42
" Nibs, 11-lb. tins	0 35 1/2

CHOCOLATE-MENIER.



WALTER BAKER & CO., LIMITED.

Per lb.	
Premium No. 1 chocolate, 12-lb. boxes	\$4 00
Vanilla chocolate 6-lb. boxes	47
German sweet, 6-lb. boxes	27
B'kfast cocoa, 1/2-lb. tins, plain; 6-lb. boxes	51
Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs	0 90
Caracac sweet chocolate, 6-lb. boxes	35
Soluble chocolate (hot or cold soda) 1-lb. cans	1 15
Vanilla chocolate wafers, 48 to box, per box	1 50

CHHESE.

Per doz.	
Imperial—Large size jars	\$ 8 25
Medium size jars	4 25
Small size jars	2 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 10

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164 St

JAI
Meca
Damascu
Cairo
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Old Out h Ric
s. D. I
"Old Crow" Ja
"M
"Cantor" Jav
Moc
15-year-old M
hand-pick
1-lb. Fancy ti
18 tins per
Mason Huot
100 lb. deliver

CONI



Borde
"Eagle" Bra
"Gold Seal"
"Peerless" I
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UNITE
Clothes Pin
case, per
4 doz. packa
6 doz. packa
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For sale in C
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\$1. \$1.5

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100 to 500 bo
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Starch

... and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**
ASSORTED STOCKS of all styles of packages now on hand, and **PROMPT SHIP-**
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53 Front St. East,
TORONTO

COFFEE.

JAMES TURNER & CO.	
Mocha	per lb. 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Out Rio	0 12 1/2
E. D. MARCEAU, Montreal.	
"Old Crow" Java	per lb. 0 25
Mocha	0 25
"Candor" Java	0 30
Mocha	0 30
15 year old Mandheling Java and hand-picked Mocha	0 50
1 lb. Fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's Coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	

CONDENSED MILK.



Borden's Condensed Milk Co.	
"Eagle" Brand	\$1 65
"Gold Seal" Brand	1 30
"Peerless" Brand Evaporated Cream	1 20

CLOTHES PINS.

UNITED FACTORIES, LIMITED.	
Clothes Pins (full count), 5 gross in case, per case	0 57
4 doz. packages (12 to a case)	0 12
6 doz. packages (12 to a case)	0 92

COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto O. O. Beauchemin & Pile, Montreal

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un-covered and numbered.	
100 to 500 books	Un-covered and numbered.	4c.
50 to 100 books	Un-covered and numbered.	3 1/2c.
10 to 50 books	Un-covered and numbered.	4c.
5 to 10 books	Un-covered and numbered.	3 1/2c.

Allison's Coupon Pass Book	
1 00 books	3 cents each
2 00 books	3 cents each
3 00 books	3 cents each
5 00 books	4 cents each
10 00 books	5 1/2 cents each
15 00 books	6 1/2 cents each
20 00 books	7 1/2 cents each
25 00 books	8 cents each
50 00 books	12 cents each

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

ROBINSON'S PATENT BARLEY	
1/2 lb. tins	1 25
1 lb. tins	2 25
Groats, 1/2 lb. tins	1 25
" " 1 lb. tins	2 25

GINGER ALE & SODA WATER	
Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water	\$1 40

JAMS AND JELLIES.	
SOUTHWELL'S GOODS.	
Orange Marmalade	1
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 90
Red Currant Jelly	2 75

JAMS—T. UPTON & CO.	
12-oz. glass jars, per doz.	\$0 95
1-lb. glass jars 2 doz. in case, per doz.	1 50
2 1/2-lb. tin pail, 2 doz. in crate, per lb.	0 09
5-lb. tin pails, 8 pails in crate, per lb.	0 06
7-lb. wood pails, 6 " "	0 06

14-lb. wood pails, per lb	0 06
30-lb. " "	0 06
Jellies—	
1-lb. glass jars, per doz.	\$1 50
7-lb. wood pails, per lb.	0 09
14-lb. " "	0 09
30-lb. " "	0 09

LICORICE	
YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 15
"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	9 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 lb box	

LIQUORS.	
COGNAC IN CASES.	
Ph. Richard.	
S.O. Quarts, 12's	\$22 50
F.C.	15 00
F.C. 1-15 bottles, 180's	2 00
V.S.O.P.	12 00
V.S.O.P. pints, 24's	13 00
V.S.O.P. 1/2-pints, 48's	14 00
V.S.O.P. 1-15 bottles, 180's	20 00
V.S.O. quarts, 12's	10 00
V.S.O. 1-15 bottles, 180's	18 00
V.O. quarts, 12's	8 50
V.O. pints, 24's	9 50
V.O. 1/2-pints, 48's	10 50
V.O. 1-15 bottles, 180's	14 00
V.O. decanters, 12's	10 50
V.O. " pints, 20's	13 00
V.O. Hasks, Imp. pints, with thumb-lrs	9 75
V.O. " Reputed " 24's	10 50
V.O. " " " 48's	9 50

Chas. Couturier.	
Quarts, 12's	7 00
1/2 bottles, 24's	8 00
48's	9 00
1-15 bottles, 180's	13 50
Flasks, 24's	8 00
1/2 Flasks, 48's	9 00
Flasks Imperial pints, Copsule, 16's	8 00
F. Marion & Cie.	
Quarts, 12's	6 00
1/2 bottles, 24's	7 00
48's	8 00
Flasks, reputed 24's	7 00
Flasks, 1/2-pints, 48's	8 00
1-15 bottles, 180's	12 50
Flasks, Imp. pints with thumb-lrs, 16's	8 00

Cognac In Wood.	
Ph. Richard.	
Gals. Oct's.	Oct's. Bbls. Hhds.
Couturier	\$4 00 \$3 95 \$3 85 \$3 80
Marion	3 75 3 60 3 50 3 40
Ph Richard	
V.S.O.P.	5 50 5 35 5 25 5 00
Richard	
V.O. proof, 4 25	4 10 4 00 3 90 3 80
Richard 5 up	
proof V.O. 4 00	3 80 3 70 3 50 3 40
Richard Fine	
champagne 6 00	5 90

Gin—Pollen & Zoon, in Cases.	
Red, 15's	\$10 00
Green, 12's	5 00
Pony, 12's	2 50
Gin Pollen & Zoon, in Wood.	
Gals. Oct's. Oct's. Bbls. Hhds.	
Gin, P. & Z.	\$3 15 \$3 05 \$3 05 \$3 00 \$2 95
Mitchell Bros. Limited Scotch.	
1 case. 5 cases.	
Heather Dew, ordinary qts.	
12's	\$ 7 00 \$ 6 75
Heather Dew, stone jars,	
Imperial, 12's	12 50 12 25
Heather Dew, oval flasks,	
quart, 12's	11 25 11 00
Special Reserve, oval, pts. 24's	11 75 11 50
" " ordinary qts.	
12's	9 00 8 75
Special Reserve, 1/2 bottles,	
pints, 24's	10 00 9 75
Extra Special Liqueur, flagon,	
12's	9 50 9 25
Extra Special Liqueur, ordin-	
ary bottles, 12's	9 50 9 25
Heather Dew, flasks, 48's	12 00 11 75
" " 1/2 flasks, 60's	9 00 8 75
Mullmore, Imperial oval quart	
flasks, 12's	10 00 9 75
Mullmore, flasks, Imperial	
pints, 24's	10 50 10 25
Mullmore, flasks, ordinary	
pints, 24's	7 75 7 50
Mullmore, 1/2 flasks, ordinary,	
48's	9 00 8 75
Mullmore, ordinary quarts, 12's	6 50 6 25
Mullmore ordinary pints 24's	7 50 7 25
Scotch Whiskey in Wood.	
Gals. Oct's. Oct's. Bbls.	
9gals. 17gals. 40gals.	
Special	
Reserve	\$4 50 \$4 25 \$4 15 \$3 90
Heather Dew	
"A"	4 00 3 85 3 75 3 65

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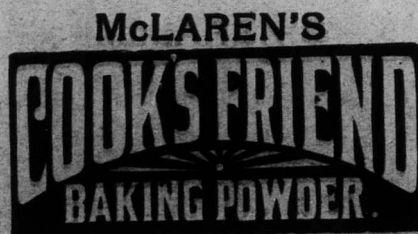
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MONTREAL.

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