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FRANK MAJOR & CO.
 16 St. John Street, MONTREAL

has a flavor and delicacy all its own. Your customers want it, and you cannot afford to let them buy it elsewhere.

CAFE NOIR



NOT LIKE OTHER BISCUITS.
 CARR & CO.'S
 ORIGINAL

IS THE BEST IN THE WORLD

Mustard

Colman's

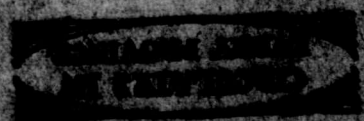
These substantiate our claim
 that

Highest Awards
 we have received in
 In Competition with the World

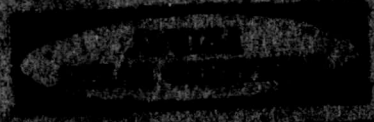
SELL
 ONLY
 THE
 BEST!



CANADIAN GROCER



THE



THE CANADIAN GROCER

MILLAR'S PARAGON CHEESE

IS AS COMMENDABLE AS IT IS PROFITABLE.

You can command the trade of your locality by selling high-grade articles as

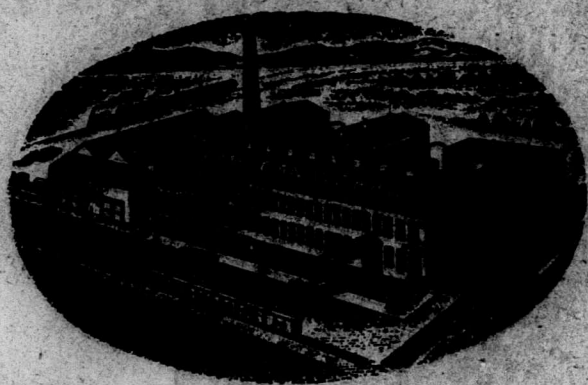
MILLAR'S PARAGON CHEESE.

Manufactured by

THE T. D. MILLAR PARAGON CHEESE CO.,

INDERSOLL, ONT.

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



THE ACME CAN WORKS

Manufacturers of ALL KINDS OF CANS for

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

WE MAKE A SPECIALTY OF

Key Opening Cans

USING THE LATEST AND BEST SYSTEMS.

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

Office and Factory, Ontario St., MONTREAL

COLEMAN'S

Established 1868.

SALT

"Educate your customers in regard to quality."

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

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

RICE'S

Address;

R. & J. RANSFORD
Clinton, Ont.

SALT



Highest Quality!

So little are the words "highest quality" understood that they have lost their true value, especially as relating to the permanency of a grocer's trade. We use them ourselves *advisedly*, and not as words to be lightly trifled with. What we say we prove. What we prove you cannot gainsay. Let "highest quality" speak for itself in the four articles we name below in the increased permanent trade they bring to grocers who sell them. First

Stower's Lime Juice.

Have you put that sign up in the store yet: "Maypole Soap Dyes sold here"? It shows to economical women that

Maypole Soap Dyes

are sold by you to help them to economize. Brilliant, fast, quick, safe, sure. They wash and dye at one operation. All colors—they dye to any shade.

It's a good thing to have the women "on your side," especially when you sell them table delicacies.

"Thistle" Brand of Canned Haddies

represent the highest quality of rich, clean, delicate Haddies, which are caught, cured and packed right at the water side at Little River, N.S.

Codou's Macaroni is made from Russian wheat, the only suitable wheat for fine Macaroni.

Codou's Fine Macaroni

is white, delicate, tender. It represents the highest type of the art in Macaroni making.

Sold by leading wholesalers everywhere.

AGENTS:
A. P. TIPPET & CO.

8 Place Royale,
Montreal.

23 Scott Street.
Toronto.

JONAS' FLAVORING EXTRACTS

ARE WORTH RECOMMENDING.

THE MERCHANT HANDLING JONAS' FLAVORING EXTRACTS

enjoys particular advantages. He is always in a position to satisfy the existing demand in the kitchen of the busy housewife for an extract that can absolutely be depended upon—that possesses a rich, natural, delicate flavor—that is economical. The dealer's opportunities to foster and encourage the patronage of those women whose patronage is worth having are multiplied when Jonas' Extracts are sold. It is well worth your while to establish a reputation for your store. You can readily and profitably do so with **Jonas' Flavoring Extracts**—they are worthy of the recommendation of every grocer in Canada.

IF YOU ARE AFTER

TRADE INCREASESERS

adapted particularly for Summer trade

BUY Olives.

We have green olives from Spain, in pint and quart bottles; also in half-gallon and one-gallon kegs. They are delicious.

BUY French Capers.

In bottles, half-gallon and one-gallon kegs.

BUY Salad Oils.

Pure Virgin Salad Oils, from France, in pint and quart bottles. Warranted to be extra choice.

BEFORE YOU turn to your next order of business write us for quotations on any of the above goods.

**HENRI JONAS & CO.,
MONTREAL.**

MANUFACTURERS OF EXTRACTS AND DEALERS IN GROCERS' SUNDRIES.

Help for the Expense Acc't

Ten
cents
a day
profit
means
\$31.20
earned

in a year—how much is your yearly light bill for the store? It's no trouble at all to sell two or three Cigars from opening to closing-up time, and you help the "expense account" out wonderfully with the profit you make—two or three **good Cigars a day will do it.** Think it over, and while thinking drop a postal to J. Bruce Payne for some interesting figures about

Payne's Cigars.

J. Bruce Payne, Mfr.,

The "Pharaoh" for a 10c. line
The "Pebble" for a 5c. line.

Granby, Que.

The Demand is for

Lime Fruit Juice Lime Juice Cordial Raspberry Vinegar.

Mid-summer heat and mid-summer outing means a large call for these goods, and the wide-awake grocer will see that his shelves are well stocked with the famous "STERLING" BRAND summer cordials. They ever give satisfaction to the customer—and what better advertisement for the grocer than a satisfied customer?

—Done up in Imperial quarts—
—Reputed quarts—Imperial
Tall pints—Reputed pints—
Reputed half-pints.

T. A. LYTLE & CO.,

124-128 Richmond St. W.,

—Ask your
—Wholesaler
—for Quotations.

—TORONTO.

FOOD FADS

The claims that these preparations are "the most natural food for mankind"—"the great nerve and muscle builder," are exaggerations, but we are so used to over-statements of facts in advertisements that probably no one is deceived by them.

This food claims to be "composed entirely of pure gluten, and is one of the healthiest foods known." This claim is false and should be criminal.

The above extracts are from a recent bulletin of the Maine Agricultural Experiment Station, of investigation of some of the food fads now on the market.

About Molina Rolled Wheat, we make a plain, simple statement. It is made from Wheat which has been thoroughly cleaned and scoured—it is dried by intense heat and makes a wholesome breakfast dish. Its reputation doesn't rest upon false claims. It is sold in barrels of 100 lbs. and in kegs of 50 lbs. It's a good thing for the grocer and still better for his customer.

THE TILLSON CO., Limited,

Tilsonburg, Ont.



ABSOLUTELY **BEST** AND **PUREST**

QUALITY ALWAYS THE SAME.

BRUNNER, MOND & CO'S

BICARBONATE OF SODA
CON'TRATED SAL SODA
AND
SODA CRYSTALS

WINN & HOLLAND
MONTREAL
SOLE AGENTS FOR CANADA

IMPERIAL
 CREAM TARTAR
BAKING POWDER
 PUREST, STRONGEST, BEST.



Contains no Alum, Ammonia, Lime, Phosphates, or any Injurious.
 E. W. GILLETT, Toronto, Ont.

A Wonderful Success

IVORY GLOSS STARCH

ONE POUNDS—

With new labels of British Generals.

SIX POUNDS—

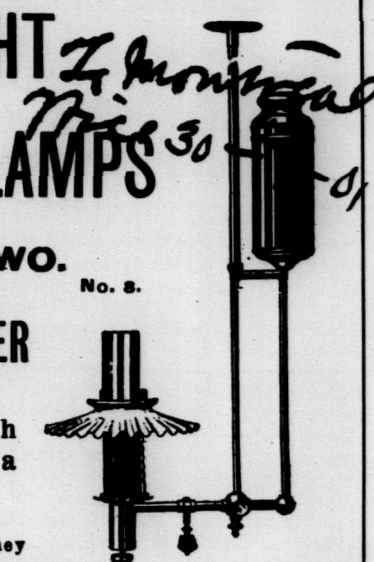
Handsome embossed tin, with hinged cover.

**SELLS WELL.
 IS PROFITABLE.**

The St. Lawrence Starch Co.

Manufacturers Limited
 PORT CREDIT, ONT.

THE LIGHT
 — OF —
EIGHT OIL LAMPS
 — FOR THE —
COST OF TWO.



100 CANDLE POWER
 FOR

50 cents a month with gasoline at 40 cents a gallon.

Satisfaction guaranteed or money refunded.

THE AUER GASOLINE LAMP

CHEAPER BRIGHTER } THAN } ANY OTHER LIGHT

Write for Catalogue

AUER LIGHT CO.

1682 Notre Dame, - - - MONTREAL
 E. SIMPSON & CO., MOOSE JAW, Agents for the Territories

Symington's

"Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,

EDINBURGH and LONDON.

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

GREEN CEYLONS

At from 15 to 22 cents.



They knock the spots off Japans at the same money. What is the matter with you pleasing your customers, and, at the same time, making a handsome profit yourself?

Japans are high and it is really difficult to get a good Japan to sell at 25c. and make a good margin. Why not look into this? It is worth your while. Our travellers have samples.

W. H. GILLARD & CO.,

Wholesale Grocers,

Hamilton



Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



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

**HIGH
LOW**

**QUALITY.
PRICE.**

*The unanimous verdict
of users of*

Paterson's Sauce.

Rose & Laflamme,

Agents,

MONTREAL



Batty & Co.

ESTABLISHED 1894

LONDON.



**OLIVES
AND
PURE
OLIVE
OILS.**



**INDIAN
CURRIES
AND
CHUTNIES.**

Makers of High-class

**PICKLES
OF
ALL KINDS.**



**SAUCES
OF
ALL KINDS.**

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

PUBLISHED EVERY
FRIDAY

THE

CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER

AND
GENERAL
STOREKEEPER

VOL. XV.

MONTREAL AND TORONTO, JULY 5, 1901

NO. 27

AN ILLUSTRATION OF A PERSONAL THEORY OF ACCOUNTS.

BY JOSEPH HARDCASTLE, C. P. A.

THE purchase of a commercial business is a common operation; it is easier, more certain, and needs less knowledge than the purchase of a corporation.

Let us suppose that an old merchant, whose business is in full prosperity, wishes to retire from commercial affairs and that he sells it to a young capitalist. At the moment of transfer the seller has disposed of his mercantile effects, and the buyer has assumed the payment of the liabilities, paying for the equity of the old merchant, \$16,000. The buyer purchases the goodwill for an additional \$4,000, making in all \$20,000.

The merchant desiring to withdraw from the business makes a fictitious liquidation, for, in spite of the transfer, the business continues its regular routine without interruption. By a fictitious operation we mean an operation destroyed the instant after by an opposed operation, the merchandise is theoretically delivered to a person, who will give it back again immediately after, but between these two instants there will be passed an important act: the business will have changed hands, and these two operations will have been made by different owners.

Let the old merchant draw up his balance sheet, which, on the personalistic theory, we will suppose contains the following elements, and it is in the following form:

FINAL BALANCE SHEET OF A BUSINESS SOLD.

| ASSETS. | |
|--|----------|
| Cash, amount in bank and bills received..... | \$ 4,600 |
| Merchandise..... | 19,400 |
| Sundry debtors..... | 21,000 |
| | <hr/> |
| | \$45,000 |
| LIABILITIES. | |
| Capital..... | \$16,000 |
| Sundry creditors..... | 26,000 |
| Bills payable..... | 3,000 |
| | <hr/> |
| | \$45,000 |

In this balance sheet the assets and the liabilities, being equal, amount to \$45,000; it is then easy to suppose that the old merchant sells his merchandise fictitiously, and that he causes to be paid by his debtors, banker, bills receivable, certain amounts to the purchaser, since he pays fictitiously his creditors and his bills payable; the rest, his merchandise, representing his investment, \$16,000, is sold to his successor, who takes it fictitiously to himself, and gives a fictitious discharge to all his employees, keeping only in his possession his books.

The business is thus liquidated, all the debts are paid, the merchandise sold and taken away, the employees dismissed, there remains nothing, neither values active (assets), nor passive (liabilities), nor individuals—there is an entire void. But the business is not destroyed for all that; it is indeed reduced to a condition for which the purchaser pays, under the name of good-will, \$4,000.

What does the capitalist then buy?

A legal right upon the effects, exists by an act:

A name advantageously known, a trademark, a sign:

An acquaintance with purchasers and sellers:

The secrets of the business;

An assemblage of tried employees, etc.;

Finally, the power of making money from the start. These are the advantages and these the rights, which do not exist, when one founds a business, for which the buyer pays \$4,000, but which may be worth more or less.

Some define a business: A merchant surrounded by his effects, his merchandise, his employees, these forming an indivisible whole, an entity.

But then the buyer would buy the employees of his predecessors at the same time as the rights and merchandise. The

unexpected consequence shows clearly that the point of view is inadmissible; the business capable of being bought and sold is a value transferable, which cannot include living persons. Empiricism creates a being of two different characters, which is opposed to reason. If the business represents the proprietor, how shall the relations between them be established? The capital enters into business at the same time as the merchant enters into his store. He cannot then deliver it, and to credit the capital does not represent any delivery; it is an empty amount, being neither an asset nor a liability, placed to bring about an equilibrium of the assets and liabilities.

From the definition arise some accounts, which are neither assets (active accounts) nor liabilities (passive accounts) some debtors who will never pay anything (expense account), some creditors who will never reclaim the amount to their credit (reserve account).

Separate, on the other hand, the proprietor from the business, shareholders from their company, leave to each the proper function, the proprietor has the exclusive right of purchasing and selling and possessing the effects of the business, and these effects are objects to which he bears relations, while other accounts not assets and liabilities merely record the condition and progress of the business. Under this view the proprietor becomes a manager, whose duty it is to receive and turn in the equivalent as regularly as an ordinary agent, and to pay out proper claims made against the business. With this view all the accounting becomes perfectly lucid, and all the deductions of the personal theory of accounts become mathematical varieties.

The business is represented by a manager carrying on the business, a superior employe, who has not an accounting existence, who does not possess any of the merchandise deposited in the storeroom, but who disposes of it, and the proprietor becomes a correspondent who delivers and receives as others do, and "Credit Capital" says that the proprietor, under the pseudonym of Mr. Capital, has delivered some values to the business; then all these accounts are an incumbent in flesh and



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

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

blood, who can be designated by this name; all the debtors will pay, and all the accounts, without exception, become personal, for the proprietor formerly delivered into the business an amount called capital, which is still found in the assets, and has allowed sums called profits accumulating by the operations of business either to remain in the assets or has withdrawn them from the business for his own use and others of these profits he has allowed to remain in the assets under the name of reserves, for all of which he has taken credit.

Certain accountants say that a business under a proprietor and one under a manager differ. It is certain that a proprietor can add to his function, those of the manager who carries on the business, but of how little importance the business may be, the distinction is forcibly realized. A proprietor cannot do everything and be always present. He causes many things to be done by his principal employe, who becomes a sharer of his labors. If the proprietor is sick, travelling, detained by any cause whatever, the employe takes his place and becomes the manager of the business, for a business can not remain without a director. But the proprietor, although absent, conserves the ownership of the business, the right to the profits and losses, the right of giving orders to his manager, who is accountable for his acts, and the proprietor on his return resumes his functions which he had for a time abandoned.

In companies by shares, the separation of these powers is imposed: the shareholders, very numerous, cannot direct all of their enterprises themselves. They name a manager, but in their general meetings they exercise their right of ownership in confirming or replacing the manager; in approving or disapproving his acts, in impressing on the affairs a progress conformable to their wishes, or in repressing while there is still time, the vagaries of the manager who deviates from the way laid out in the by-laws, articles of association, and the statutes.

The entries by double entry separate always the business accounts, by some called nominal accounts; by some fictitious accounts; by some representative accounts, and by others economic accounts, from those of the proprietor, sometimes called assets and liabilities, active and passive accounts, real accounts, and specific accounts. If the accountant confounds them in his imagination he does not proceed in accord with the science, and further, does not comprehend it.

After this digression we return to the purchase.

The seller has liquidated his business, the purchaser recomposes it on the same basis.

The fictitious operations are annulled by the opposite operations, each debtor, each creditor, retakes his first position, and the new proprietor who has received the merchandise from his predecessor, contributes it as his capital in the business; all the employes refund their desks as if nothing had occurred, and the accounts retake their place by journal entry along with the good-will. The good-will is a merchandise, since it was bought, but a merchandise impalpable, immaterial, and nevertheless susceptible of being placed in an imaginary storage.

BALANCE SHEET OF NEW BUSINESS.

| ASSETS. | |
|--|-----------------|
| Good-will..... | \$ 4,000 |
| Cash in bank and bills receivable..... | 4,600 |
| Merchandise..... | 19,400 |
| Sundry debtors..... | 21,000 |
| | \$49,000 |
| LIABILITIES AND CAPITAL. | |
| Sundry creditors..... | \$25,000 |
| Bills payable..... | 3,000 |
| | \$28,000 |
| Proprietor's capital..... | 20,000 |
| | \$49,000 |
| The entries in the journal will be as follows: | |
| Sundries, debtor to capital..... | \$49,000 |
| Good-will..... | \$ 4,000 |
| Cash in bank and bills receivable..... | 4,600 |
| Merchandise..... | 19,400 |
| Sundry debtors..... | 21,000 |
| Capital to Sundries..... | 29,000 |
| Sundry creditors..... | 25,000 |
| Bills payable..... | 3,000 |
| (Showing the net capital to be \$20,000.) | |

Each of these accounts is open in the new ledger, the corresponding sums are carried to the debits or credits, as the case may be, and the journal and the ledger are ready to receive the entries of the business which may be transacted by the proprietor.

The empiric school defines the capital the excess of the assets over the liabilities (the balance of the situation). It attributes to this excess the power of distributing the debts and the credits, a power which it will not even be possible to practically confer on a man.

Is, then, the capital a liability? No. For we have seen that the assets and liabilities are proprietor's accounts, for the former show those values from outside of himself, due to him, or belonging to him, whether in his possession or not, and the latter the obligations under which he is placed to others. What is it, then? It is credited to him because it shows the proprietor delivered that value into the business, and it is entered among the accounts not only to show his contribution to the business, but to put the accounts in equilibrium. Business, New York.

BOUGHT TOMATOES IN NEW YORK.

The following appeared in The Maritime Merchant of June 20:

To the Editor of The Maritime Merchant:

Sir,—In your issue of The Merchant of June 6, I read an interview with a gentleman from Barbadoes regarding the development of trade between the two countries. I notice he said that he found it impossible to obtain 200 cases of tomatoes from Toronto jobbers and as a consequence his order went to New York.

I think there surely must have been a misunderstanding, as immense stocks of tomatoes are held not only in Toronto, but in almost every jobbing centre in Canada at the present time; in fact, an article from The Monetary Times in the same number as contains your interview, proposes to remedy existing conditions by reducing the Canadian output.

We should certainly be able to sell the Barbadoes importer all the tomatoes he wants, and I hope our canners will look carefully into the prospects of the market.

Yours truly,
 EXPORTER.

[NOTE.—The price of tomatoes in Halifax to-day is 87½c. to jobbers. Mr. McIvor purchased his at 65c., New York. Brokers here say that stocks in first hands are not excessive and that there is no intention on the part of the few who hold them to cut prices. To sell tomatoes and other canned goods in the West India Islands, Canadian packers must sell equal quality at the same price as New York. We are not surprised that Toronto jobbers were indisposed to do business with Mr. McIvor on the basis of his New York quotation; there wouldn't be much money in selling canned goods at 65c. delivered New York, when they were costing in the vicinity of 80c. from first hands Toronto.—Editor Maritime Merchant.]

TEA EXPORTS FROM CALCUTTA.

The exports of Indian tea from Calcutta during the past three seasons, to the under-mentioned countries, were as follows:

| | 1900-01. | 1899-0. | 1898-9. |
|--------------------------------|-------------|-------------|-------------|
| | Lb. | Lb. | Lb. |
| Australia and New Zealand..... | 10,350,715 | 8,340,665 | 6,293,950 |
| America..... | 4,229,236 | 6,249,729 | 3,232,027 |
| Other places..... | 10,997,164 | 8,172,299 | 9,136,740 |
| Total outside the U.K..... | 25,577,115 | 22,762,693 | 18,662,717 |
| U't'd Kingdom..... | 160,487,154 | 149,330,050 | 135,402,527 |
| Total..... | 186,064,269 | 172,092,743 | 154,065,244 |

TO THE RETAIL TRADE:

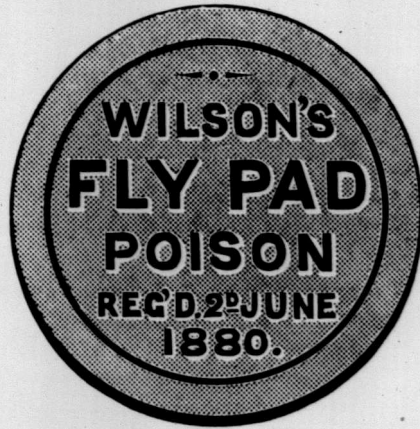
This notice will not appear again, so kindly cut it out for reference.

Make **73 McNab St. North** your headquarters during the big trade sales to be held next week. Have your letters addressed in our care.

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

Office Phone, 288; Sample Room, 747.

*I manufacture for the wholesale trade.
My goods can be recommended as superior to all others.
The sale is well established and grows yearly.
My goods ALWAYS give satisfaction.
I employ no travellers, but allow the jobber such a large profit that it pays HIS customers to push the sale of my goods.*



Archdale Wilson, . . . Hamilton

When making up cars of CANNED GOODS
do not overlook

Johnson's Sliced Pineapple

Johnson's Grated Pineapple

WE HAVE THESE GOODS FOR YOU AT RIGHT PRICES.

James Turner & Co., Wholesale Grocers, **Hamilton**

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COFFEE

Increase your sales and also
your profits by handling

COFFEE

Crown Blend Coffee

COFFEE

Tins 10, 25
and 50 lb.

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

SOLE AGENTS

THOS. KINNEAR & CO.,

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

THE QUALITY OF BREAKFAST FOODS.

A BULLETIN of the Maine agricultural experiment station at Orono, contributed by C. D. Woods and L. H. Merrill, gives interesting results of their exhaustive investigations into the food value of the principal cereal breakfast foods now on the market. The bulletin is in part as follows:

The general use at the present time, of cereals on the breakfast table is largely due to the improved condition in which these goods are now offered. Twenty years ago uncooked decorticated oats (sold under the name of oatmeal), graham flour, cornmeal and hominy, all of which required long cooking, made up nearly the entire list of breakfast cereals available to the average housekeeper. To day it is possible to purchase at a moderate price cereal foods which have been previously thoroughly cooked, and subsequently dried so that they will keep indefinitely. These are ready for the table without further cooking, or, if wanted hot, can be prepared in a few minutes' time. The process of manufacture is hygienic and cleanly and will bear the closest inspection. Starting from the elevator the foods are cleaned, milled, cooked, evaporated and packed by machinery. It

is very gratifying to find that this class of goods is free from adulteration and careless preparation. The processes differ in different factories and many of them are covered by patents. Some goods may be better prepared than others, just as one flour is better than another; but there is no preparation on the market, so far as the writers know, but that is better prepared than anything known to the generation which preceded us.

CORN GOODS.

The average of nineteen samples of granular cornmeal as compiled in Bulletin 28 of the office of experiment stations shows that one pound contains .125 pound of water; .092 pound of protein; .019 pound of fat; .754 pound of carbohydrates and .01 pound of ash. The only claim that the manufacturers make concerning Crown Flakes, Hecker's Hominy and H-O Company's Hominy is that they are carefully prepared from the best quality of corn and are thoroughly kiln-dried, so as to keep well. The low percentage of fat indicates that all of these goods were made from corn from which the germ was more or less removed. The Mazama people make an unwarranted claim on the package. They

say a package "provides, when cooked and ready for the table, 23 pounds of unsurpassed food, sufficient to sustain in health and vigor a family of seven for twenty-four hours." Assuming that the family of seven consists of a man, his wife and five children, from two to ten years of age, they would require for their nourishment for one day 1 1/2 pounds protein and enough fats and carbohydrates to furnish altogether 17,000 calories. A package of Mazama carries a little more than .2 of a pound of protein, and has a fuel value of a little less than 4,500 calories.

PREPARED OATS.

Hecker's partly cooked oatmeal and Hecker's rolled white oats differ in price, and, so far as these two samples are concerned, in composition. The former carries a third more protein than the latter. Hornby's H-O carries about the average percentage of protein, although on this package there is an analysis which claims 17.63 per cent. instead of 13.4 per cent. which the sample examined has. The same analysis gives all of the ash as phosphates ("brain and nerves"), which is of course not strictly in accord with fact. The American Cereal Co. puts its goods up under three names and in four forms. Quaker Oats are sold only in package, Buckeye Oats in



Beware of the Jobbers

who substitute inferior goods in place of

UPTON'S

Jams, Jellies and Marmalade

which never fail to give your customers satisfaction.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited

SALMON.

We are offering choice of several of the best packs in Sockeye and Fraser River fish for future delivery at lowest possible figures.

WE HAVE INVARIABLY DELIVERED EVERY CASE OF "FUTURES" SOLD. LAST SEASON WE DELIVERED EVERY CASE OF "HORSE SHOE" BOOKED BY US.

THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

package and barrel, and American Cereal Co's oats in bulk. The only apparent difference in the four kinds is the price. The Buckeye Oats in bulk retailed in Bangor at 3½c. per pound, the American Cereal Co.'s rolled oats in bulk at 4c. The Buckeye oats in package cost in Bangor 5.3c., and the Quaker Oats 6 9c. a pound. They are all good quality rolled oats, and there seems to be no reason why one should pay 6.9 a pound when apparently just as good goods, made by the same company, sell for less than half that price. All of the rolled oats are good goods from the chemical standpoint, and there are no greater differences in composition than one would expect. The goods of different companies differ no more than different samples from the same companies probably would.

PREPARATIONS OF WHEAT.

Judging from the protein contents of the different wheat preparations it would appear that they are nearly all made from the soft starch wheats. This is an excellent way to utilize wheat relatively low in gluten, which will, in consequence, not make strong flour. For bread flours no wheats are so good as the hard wheat of high gluten content. For one restricted to a diet of wheat products, the hard wheats are more desirable, but in a mixed diet there are other sources of

protein, and the use of the softer wheat in mushes and the like is to be encouraged.

Fruen's wheat wafers at 6 9c. a pound and Fruen's rolled wheat at 4c. are apparently the same goods, one put up in paper, and the other in barrels. The claims that these preparations are "the most natural food for mankind," "the great nerve, brain and muscle food," etc., are exaggerations, but we are so used to overstatement of facts in advertisements that probably no one is deceived by such claims.

Foulds' wheat germ meal "is made from the glutinous portion of choice wheat." If this statement means (and it is evident that it was intended to convey this meaning) that in its manufacture the starchy part of wheat is excluded, it is not true. Although made by a patented process, the resulting preparation chemically resembles ordinary white-wheat preparations in starch and in protein content.

Ralston Breakfast Food, "a perfect food made from selected wheat rich in gluten," is also apparently made from a soft winter wheat. The sample examined carries 10.7 per cent. of protein, and hence could not have been made from a "wheat rich in gluten." It is a well-made preparation, but its cost of 8c. a pound is too high.

There is probably no other cereal food on the market so widely and extensively advertised as Shredded Wheat Biscuit. For the most part its advertising matter is free from exaggerated statements. Its chemical composition is that of a good-quality winter wheat. It is the highest in price of all the wheat preparations, costing nearly 15c. a pound.

Grape Nuts, manufactured by the Postum Cereal Co., is "made by special treatment of entire wheat and barley." These goods have nearly the same proximate composition as the wheat foods. Part of the starch has been changed into dextrine and grape sugar. The claims of the makers are preposterous. Grape nuts "are a condensed food." "Four heaping teaspoons grape nuts are sufficient for the average meal." "The system will absorb a greater amount of nourishment from one pound of grape nuts than from ten pounds of meat, wheat, oats or bread." A man at moderate work needs per day about .28 pound of protein and sufficient fats and carbohydrates in addition to make the potential energy of the day's food 3,500 calories. Four heaping teaspoonfuls of grape nuts weigh about one ounce. The protein and energy needed for one meal (one-third of one day) and that furnished by four heaping teas-

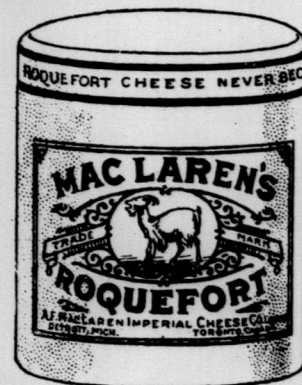


VICTORY

is not gained by using poor ammunition.

The **Grocer** who handles cheap or inferior goods cannot expect to come out victorious.

Beware of Imitators.



A Striking Sentence.



“Coal in truth stands not beside but entirely above all other commodities. It is the material energy of the country—the universal aid—the factor in everything we do. With coal almost any feat is possible or easy; without it we are thrown back into the laborious poverty of early times.”

—*Jevons.*

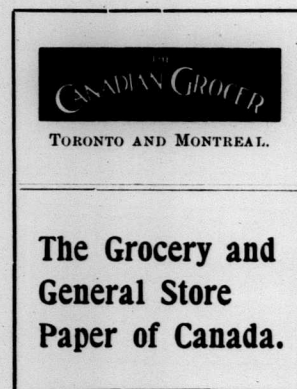
A Striking Parallel.

What coal is to the material world advertising is to the commercial world—the universal aid—the factor in everything we do.

With both the great object is to produce the greatest result with the least outlay. In advertising this is accomplished by the use of good trade newspapers.

The trade press offers a field which is absolutely unrivalled for the obtaining of results by the expenditure of a comparatively small amount of money.

We would like to give you some facts about advertising your products in **The Canadian Grocer**—it is one of the good trade papers referred to.



The MacLean Publishing Co., Limited

MONTREAL.

TORONTO.

IT'S HOT !

'T WILL BE HOTTER !

FOR SULTRY DAYS WE HAVE TWO LINES THAT SELL "AT SIGHT."

CALEY'S
LEMONADE
CRYSTALS

AND "SOVEREIGN"

Lime Juice
" " Cordial
Raspberry Vinegar
Fruit Syrups

"SPLITS" CASES 4 DOZ.

THE DEMAND INCREASES AS THE MERCURY RISES.

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

WHOLESALE GROCERS, ETC.

TORONTO.

poonfuls of grape nuts are compared in the following table :

| | Protein, lb. | Fuel value, calories. |
|---|-----------------|--------------------------|
| Needed for one-third day by man at moderate work | .090 | 1,175 |
| Furnished by four heaping teaspoonfuls, 1 oz., of grape nuts .. | .077 | 117 |

It would require .77 pound of grape nuts (three fourths of a package) to furnish one-third of a protein needed for one day for a man at moderate work ; the energy needed would be afforded by .63 pounds.

The nutrients of beef are more completely digested and absorbed than those of vege-

table foods. There is no reason for thinking grape nuts would be more completely digested than rolled oats, wheat flour or wheat bread. About 85 per cent. of the protein and of fuel value of vegetable foods is digested and rendered available to the body. While there is no question that grape nuts is a good cereal food, it is difficult to understand why the manufacturers should make claims so absurd and contrary to fact.—The Roller Mill.

Charlebois Bros. are opening a grocery store at Penetanguishene, Ont.

THE PRESCOTT STARCH WORKS.

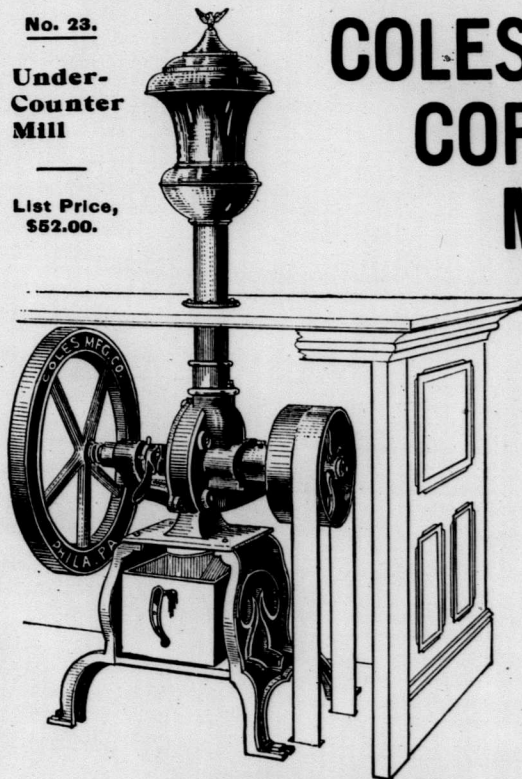
Owing to the dispute between the expert representing the starch company and the contractor over the quality of the material that is being used in the construction of the factory of the Imperial Starch Works at Prescott, Ont., work is at a standstill. The chief difficulty appears to be over the cement floor and the long tables used in the starch-making process.

Mrs. Dulmage has sold her general store in Grimsby, Ont., to a Hamilton merchant.

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Rowntree's

Chocolates and Pastilles

The "Court Circular" says of the Chocolates :

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

"Grocery" says :

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

Two excellent lines of confections made by the manufacturers of

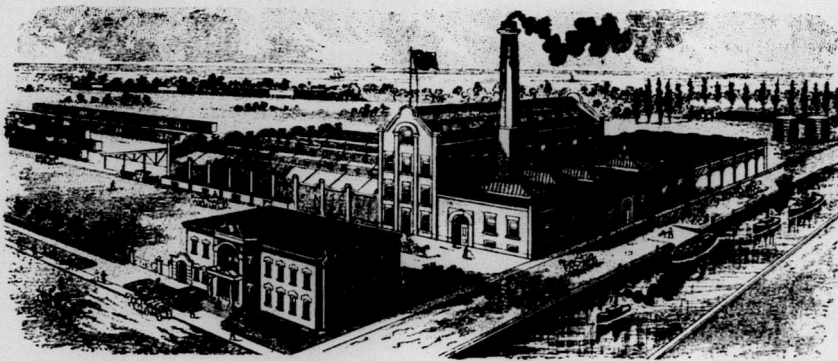
Elect Cocoa and Elect Lemonade.

Agents for Canada :

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

ARE YOU READY

SUNLIGHT SOAP



THE HOME OF SUNLIGHT SOAP TORONTO

MADE IN CANADA.

FOR THE DEMAND?

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

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

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

*SUNLIGHT SOAP
Doublet.*

*SUNLIGHT SOAP
Octagon.*

*LIFEBUOY Royal
Disinfectant SOAP.*

*MONKEY BRAND
(Brooke's Soap).*

LEVER'S DRY SOAP.

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

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

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



President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

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

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TORONTO - - - - - 10 Front Street East,
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MANCHESTER, ENG. - - - 18 St Ann Street.
H. S. Ashburner.
WINNIPEG - - - - - Western Canada Block,
J. J. Roberts.
ST. JOHN, N. B. - - - No. 3 Market Wharf,
I. Hunter White.
NEW YORK - - - - - 175 E. 88th Street.

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Great Britain and elsewhere 12s.

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Cable Address { Adscript, London.
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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

LOCAL MARKET DAYS.

THE retail trade of Canada did not take long to recognize in the departmental stores, with their extensive newspaper and catalogue advertising, their cash system of business and their numerous "bargain" days, a new competitive force which was bound to cause a revolution in business, or drive dozens, if not hundreds, of merchants out of business.

But, though the trade was quick to realize the danger, they were slow in meeting it. At first there was but an outcry against the power of the young giant, then time, thought, energy and influence were spent in endeavoring to cripple him or at least lessen his power by means of the excitement of public prejudices and by legislative enactment.

Every trick of business, no matter how dishonorable, was ascribed to the departmental; cunningly devised laws were prepared and introduced to compel it to pay special taxes because of its very size and strength; and in various ways it was sought to prevent further encroachments on

the fields of the "natural distributors," the local retailers.

The direct results of this agitating and legislating have been small, for the departmentals seem to be flourishing to-day "like a green bay tree"; but the indirect results have been good, for the average buyer has received an education in the selection of goods, while everywhere throughout the country merchants have realized that the best way to meet the departmental is to beat him at his own game—to buy closely, so as to be able to sell at the smallest margin possible; to make the store attractive, and, at the same time, keep the expense account down to the lowest possible figure; and to sell so carefully that the loss from "bad debts" shall not necessitate an addition to the general selling price. It is safe to say that there is a greater proportion of close buyers, more attractive stores and more cautious sellers now than at any time in the history of Canadian retailing.

Of late, retail merchants throughout the country have awakened to the fact that by uniting their energies in certain directions they are able to meet their big competitor in the open market, and buy just as cheaply, do business just as economically and to sell as cheaply and, at the same time, give better results to customers than can the departmental.

Last month the Toronto Retail Grocers' Association united to make a purchase of paper bags. By buying 300,000 bags they secured a discount of 50 and 3 per cent., whereas the discount on 20,000 or less was but 40 and 3 per cent. Other purchases of a similar nature will probably be made.

Now the proposal is made in some quarters that the old-fashioned, time-honored market day be revived under new century conditions. It is suggested that the merchants in a municipality agree to recognize one day each week or each fortnight as a special market day; that the early part of the day be devoted to a short programme of amusement that will interest and attract buyers and that the afternoon and evening be devoted to business, or, as an alternative, that the day be devoted to business and the evening to pleasure.

This proposition seems entirely practical. Many towns have already market days, cheese board days, live stock delivery

days, etc. These, or such of them as are possible, might be combined, care being taken to secure the presence of buyers of standing for the different lines. Few towns have local wheat markets where the farmer could depend on competition securing to him the highest price for his product. But, if such a market is feasible in the large cities every business day the year round, it should be possible once every week or two in towns surrounded by good farming land. Unity on the part of merchants in any up-to-date town situated in the agricultural sections of Canada should be able to make a weekly or fortnightly market day a practical and profitable business institution. Here is a suggestion for local boards of trade.

A BUSINESS MAN SHOULD BE APPOINTED.

THE death of Senator J. Villeneuve removes a shrewd business man from our upper federal chamber. It is, then, to be hoped, that when the Governor-in-Council is choosing an occupant for the position that he will let a business man have first call.

The Senate should essentially be a body composed of business men, tried, tested and found successful, men who have stamina, who are of a sound and trained mind. It is a checking body, and who is more fit to be a member of it than an experienced business man? Unfortunately, the number of such in the Senate is too small.

And now that we have lost a man of this class the Government should see to it that his place is taken by one of the same class. Le Journal, of Montreal, has announced the following likely ones for the position: Thos. Brossoit, C. R. de Beauharnois, Dr. Lachapelle, M. R. Prefontaine, M. Wilfrid Mercier and L. E. Geoffrion, president of the Chambre de Commerce and manager of L. Chaput, Fils & Cie; four lawyers, one doctor and one business man. It is to be hoped that the odds against the business man getting the position are not what they seem—5 to 1.

It would seem very fitting that Mr. Geoffrion should get the position, if he could be induced to accept it, for a wholesale grocer would then be succeeded by a wholesale grocer.

CANADA MISSES A GOLDEN OPPORTUNITY.

ONE of the defects of party Government as it is constituted to-day is its lack of practical business instinct. No matter which party is in power this defect is in evidence. In a business sense, the Government in power is repeatedly doing those things what it ought not to do and leaving the things undone that it should do.

It is generally admitted that the Government of Sir Mackenzie Bowell made a big mistake from a commercial standpoint when it rejected the terms upon which Newfoundland was willing to enter Confederation. One of the best proofs of the mistake is the unlikelihood of anything like as favorable terms again being offered. Newfoundland, at that time, was financially weak, while now she is in a prosperous condition and the richness of her natural resources have come into greater prominence.

The present Government did a good stroke of business for Canada when it gave a preference to British products. But it has made several blunders, commercially speaking, since then. And now to its others must be added the Australian Commonwealth blunder, for which there can be no possible excuse.

The proceedings there at the opening of the first Parliament of the Australian Commonwealth were such as were never experienced before and are never likely to be experienced again for bringing the Dominion of Canada into prominence before the people of the sister colony that was following in the footsteps that Canada made thirty-four years ago. But the opportunity was not grasped.

When Canada was invited to participate in the auspicious ceremonies a unanimous demand went up that this country should be represented in a manner becoming to its importance. It was held, and properly so, that there was no man in the Dominion, on account of his striking personality and eloquence of speech, that was so well qualified to represent this country at the inaugural proceedings, as Sir Wilfrid Laurier, for we all had in mind his extraordinary success in this respect at the Diamond Jubilee celebration in London in 1897. But he ignored the wishes of the people.

Hon. Wm. Mulock, who was sent to represent the Dominion, is one of the best Departmental administrators in the Laurier Cabinet. And his administration of the Post Office Department has been attended with signal success. He has been progressive, as the business men of this country are aware. But he is lacking in the qualities which are essential to the proper representation of the Dominion of Canada at such a function as that of launching a new Commonwealth on its Parliamentary career.

Even, however, had he been a Sir Wilfrid Laurier in striking personality and in gift

of speech, he would have been placed at a great disadvantage on account of the way in which he was sent forth. Had he been the representative of a commercial concern he scarcely could have gone forth in a more penurious manner.

Canada is a democratic country, and we have not much sympathy with fuss and feathers, but a small body of men representative of the various arms of the Canadian militia should have accompanied him, not for the mere purpose of show, but for the purpose of giving Canada due prominence in the proceedings at Melbourne. It was business common sense that demanded it; it was lack of business common sense that denied it.

Eight years ago the Dominion Government voted a subsidy for a steamship line between Canada and Australia. While the trade between the two countries has increased since 1893, yet it is still small and disappointing, for during the last five years our export trade with the Antipodes in home products has been practically at a standstill. The first steamer running between Canada and Australia arrived at Vancouver on June 8, 1893. In that year the exports of Canadian products were \$350,061. Last year they were \$1,648,926. But when it is remembered that the figures during the past four years have remained almost stationary, as will be seen from a glance at the following table, the satisfaction that is engendered from a comparison of the figures of 1893 and 1900 is somewhat diminished:

| | |
|------------|-------------|
| 1897 | \$1,413,754 |
| 1898 | 1,644,506 |
| 1899 | 1,520,016 |
| 1900 | 1,648,926 |

The amount of the steamship subsidy paid last year was \$121,666.

Lost — At the inauguration of the Australian Parliament, through the lack of business foresight, a golden opportunity of attracting the attention of the new Commonwealth toward the Dominion of Canada. No reward is offered, for, like yesterday, it is irrecoverable.

The Government was awake at the Diamond Jubilee; why was it asleep at the birth of the Australian Parliament?

LEMONS ARE ADVANCING.

The extreme heat of the past fortnight, but particularly of the past week, has given an astonishing impetus to the demand for lemons. In fact, sales have been so great that, though stocks at the beginning of the season were almost, if not entirely, as large as customary, there are not now much more than one-quarter as many as were held at this time last year.

This is true, too, in spite of the great

popularity of other drinks, particularly ice cream soda, this summer. The demand for lemons has been general throughout Ontario, where the heat wave has been most depressive, and prices have been forced up fully \$1 per box, the range now being \$4 to \$4 50. A continuance of hot weather for another week will result, wholesale dealers assert, in a further advance of at least 50c. per box.

THE NEW FRUIT ACT.

THE fruit trade, from the grower to the retail distributor, should become thoroughly acquainted with the Fruit Marks Act passed at the last session of the Dominion Parliament, and which went into force on Monday. The intention of the Act is to prevent the dishonest packing and marking, which has done so much injury to the Canadian, and especially the Ontario, fruit industry in the past year.

Section 4 provides: "That all such packages must be plainly marked: (a) With the initials of the Christian names and the full surname and address of the packer; (b) with the name of the variety or varieties; and (c) with a designation of the grade of the fruit."

But responsibility does not end with the packer, for section 5 enacts: "No person shall sell or offer, expose or have in his possession for sale, any fruit packed in a closed package intended for sale, unless such package is marked as required by the next preceding section."

Section 6 reads: "No person shall sell, or offer, expose, or have in his possession for sale, any fruit packed in a closed package upon which package is marked any designation which represents such fruit as of finest, best, or extra good quality, unless such fruit consists of well-grown specimens of one variety, sound, or nearly uniform size, of good color for the variety, or normal shape, and not less than 90 per cent. free from scab, worm holes, bruises, and other defects, and properly packed."

"Section 7 enacts: "No person shall sell, or offer, or expose, or have in his possession for sale any fruit packed in any package in which the faced or shown surface gives a false representation of the contents of such package; and it shall be considered a false representation when more than 15 per cent.

of such fruit is substantially smaller in size than, or inferior in grade to, or different in variety from, the faced or shown surface of such package."

The retail trade are made, by these provisions, equally responsible with the packer, for any false packing or marking in fruit offered for sale by them. It should be remembered, furthermore, that this enactment does not merely apply to large fruits, such as apples, peaches, etc., but is equally directed to such fruits as strawberries, raspberries, etc.

THE COFFEE ESSAY CONTEST.

THE CONDITIONS.

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

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

ADULTERATED EXTRACTS.

Dealers sometimes adulterate their fruit extracts and essences with fixed oils, alcohol or turpentine. Adulteration by fixed oils is detected by pouring a few drops of the essence on a sheet of paper and heating it. Upon the evaporation of the essence a greasy spot will remain. Alcohol is detected by pouring a few drops of the essence into a glass tube in which a small quantity of chloride of lime has been dissolved. The tube is then heated and well shaken, and, upon its being allowed to settle, the essence will float on the denser liquid. To detect turpentine, pour a few drops of the essence on writing paper, and a strong smell of turpentine will remain after the essence has evaporated. The essence of sour orange, mixed with the essence of lemon, produces an aroma similar to that of the essence of bergamot; the latter is much used by confectioners.—World.

PERSONAL MENTION.

Mr. Milton Carr, general storekeeper, Powassan, and Liberal candidate for the Legislature to represent Parry Sound district, was in Toronto a few days ago.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

MAIL advices from London reporting on Valencia raisins state: "Advices are highly satisfactory, the vines never appearing in a more healthy condition, and in the Petregues districts, which usually produce the finest fruit, the prospects of an abundant yield were never better. This state of affairs is causing holders to be more anxious to dispose of their old fruit and quarter boxes of good selected quality are offering at 24s., showing a decline of several shillings. Very little definite information has been received as to the coming crop of Sultanas and latest news points to a much smaller yield than for many years."

CANNED GOODS IN BALTIMORE.

Reporting on canned goods, Thos. J. Meehan & Co., Baltimore, have the following: "There is very little that is new to report about the Baltimore canned goods market this week. Business was active only in spots, the principal activity being in tomatoes, for both spot and future deliveries, and they show strong signs of improving prices. Corn and new string beans were in fair demand, and they are cheap enough to justify liberal purchases. The packing of peas is about ended in this section. The pack is light, comparatively, but the quality is very much above the average. Some attractive lots are offered at lower prices than prevailed last week, and they are worth attention. The demand for all grades of pineapples, berries and cherries was satisfactory, and the orders came from all sections. Raspberries and strawberries are quite strong and look like advancing."

LEMONS HIGHER IN NEW YORK.

Referring to the situation in lemons, a dealer said to day: "Notwithstanding last week's auction sales aggregated 80,700 boxes, the market at the close showed a material advance over that ruling the week previous. The same has been directly attributable to the hot weather which has increased the consuming outlet.

"Quite a few Verdelli lemons are now arriving on this market. This fruit is hard, long-keeping and will stand shipment a long distance. The Verdelli lemons are practically all 300s. The quantity of 360s of this variety arriving is infinitesimally small and they are taken at high prices.

"As Thursday is July 4 it is probable we shall not have any further sales. Should the hot wave continue, however, it is possible that the importers will put in another boat on Friday. Owing to the fact that up to the present time we have had very little hot weather it is natural to expect a con-

tinuation of the present warm spell, and should this be the case, we are bound to see a continued heavy demand for fruit, with probably some increase in prices."—N. Y. Journal of Commerce, July 2.

CURRENTS IN NEW YORK.

At the moment we report no important change in the currant situation. Orders for small parcels are being filled from time to time on the quoted basis. From some interior markets there are noted inquiries for several round lots. Sales aggregating about two carloads were reported on the basis of quotations for Amalias. It is expected if the further business pending goes through the spot market will be advanced in some quarters. So far as can be learned no stock is now offering ex Pocahontas. We learn that several small lots may be shipped from Greece by way of the Continent on purchases made subsequent to the sailing of the last direct steamer. The outlook for the growing crop is reported in late advices to be favorable, and estimates up to 135,000 tons have been made.—New York Journal of Commerce.

ALEX. HILL GOING HOME.

Alex. Hill, who has for the past twenty years or so represented John Sloan & Co., Toronto, in part of Middlesex and Waterloo counties leaves on Thursday for a trip to his birthplace, near Belfast, Ireland, where his mother and other relatives are still living.

On Saturday last in the offices of the company Mr. Hill was made aware of the appreciation and good-will felt towards him by his employers and fellow employes, when he was presented with a gold locket and travelling grip, after A. H. Lawson had in a brief speech expressed the sincere good wishes of all toward him, and their regret at his retirement, after thirty-three years on the road, of which fully a score had been spent with John Sloan & Co.

Mr. Hill intends, while away, to keep in close touch with what is going on in the trade in Canada, so has requested that his copy of THE CANADIAN GROCER be sent to his home in Ireland while he is there. "If I read it," declared he, "I'll keep posted on what's going on all right."

WANTS TO ACT AS AGENT.

The travelling representative in Scotland of a Liverpool grocery house writes THE GROCER that he would like to act as agent for some firm of Canadian confectioners or others in the grocery line. His firm writes THE GROCER recommending him. He has had a long experience and has a large connection all over Scotland, and thinks he would have no difficulty in doing a good business for a good house. Any Canadians, merchants or manufacturers, who would like to extend their business in Scotland can be put in touch with this gentleman by addressing the Editor of THE CANADIAN GROCER.

HOW DO I MANAGE MY BUSINESS ?

From The Scottish Trader.

AFTER 25 years' commercial experience—buying and selling—one may surely venture to offer a few suggestions to young men beginning business. While the older merchants may think that such hints are somewhat crude and superfluous, I have a conviction, founded on experience, that no more important question can be asked than—"How do I manage my business?" The answer is of supreme importance to the wholesale merchant, as well as to the members of the allied trades. For more money has been lost, and good names blasted from mismanagement than from any other cause.

There was a book which had a large circulation in the last generation, to whose precepts many of our present-day merchants attribute their success. They acted upon its precepts, and followed them out to their natural conclusion, which was final success. The book referred to was entitled, "Samuel Budget, the Successful Merchant."

Business life is governed by laws as rigid and unbending as any of the laws which govern the science of mathematics. Don't tell me your business is too small, for I have observed that it is the small businesses which suffer most from remissness or forgetfulness. In every shop there should be a substantial writing desk, carefully and conveniently fitted up, a good ink bottle with a cover, which the boy must keep clean without fail, and the blotting pad of the finest blotting paper. Oh! it is disgusting to see a man use the blot leaf of a pass book, or worse still, a "pickle o' sawdust," to dry a receipt, when it could be so easily avoided by a little good management. A large, substantial diary, which shall lie open on the desk for memoranda of the most common-place nature, is also a valuable auxiliary. "It will take up too much time" you say. Nothing is further from the truth; it will save you a very great deal of precious time, as well as give you a great deal of pleasure, and save you any amount of money. The pencil jottings in this diary must be of the very simplest kind. It is not for a moment to be supposed that this diary is to take the place of bookkeeping; it is simply an aid to good management.

I have often seen a customer enter a grocer's shop and give a small order. She said she had "forgotten her purse." It was only 4½d., but she would pay it next time. "Oh! all right," the grocer will remember it. To try to remember it "is bad management." Put it down in the diary—a mere pencil jotting. The most trivial things should be recorded, and after

they are recorded dismiss them from your mind, and let your undivided attention be given to your business. The following morning make it a duty to go over the diary, and it will surprise you the information that diary will give you, and it will save you pounds of money in a year. The process of transferring items to the next day should also be adopted. Of course, if you have got to look for the diary and the blotting paper, instead of having a good desk—to which you are justly entitled—then the whole arrangement will turn out futile, and you will always be in a muddle.

The young merchant may be deterred from adopting this system on account of the trouble and expense, but when he has got used to it, he will be so convinced of its advantage that he will continue to work on the lines indicated.

If you go out, leave instructions that whoever calls upon you their names are to be jotted down, and their "business." "Oh," says the shopman, "I'll remember." He has no right to remember to tell you. If the call is recorded in the diary you don't require to be told, you can see the entry for yourself.

How do you manage your business? Do you let things take their chance, and trust to luck to carry you through somehow? Are you working on a system so that you can tell how your stock stands, and what you are worth? Too much trouble! Well, now, I know a firm in Glasgow who pay in wages £5,000 a week, and if the bell rings from the private room the governor can tell next morning how the firm stands as regards stock, finance, orders, etc., to within a margin of five per cent., all because of the adoption of a rigid supervision of their affairs, not a mere guess.

Put it down in black and white. If the balance is on the wrong side, face it like a man; if the balance is favorable, do not let it lessen your efforts to push ahead. Another simple thing is to copy from your diary the goods you are out of, make a list of them, and when you go to the city to call on your merchants you will do your business in half the time, and your merchant will look up to you with respect, and if they have a "good line" in the market you will certainly not be overlooked. As a rule, the members of the grocery and allied trades are quick witted, and possess a good knowledge of human character; they know the value of paying promptly, but in all these things every man will be guided by the circumstances with which he is surrounded, and no one can advise him; but

these little business failings referred to, which are very common, create a bad impression, and, by adopting the simple suggestions here offered, readers may avoid them.

TEA DEMONSTRATIONS.

DEMONSTRATIONS as a means of introducing food products to consumers have become quite a feature in modern business methods. One of the Canadian firms that has lately been making a feature of this method is the packer of Ross' tea. This firm has given demonstrations in the leading stores of such cities and towns as Port Hope, Belleville, Lindsay, Peterboro', Kingston, Brockville and Ottawa.

In carrying out these demonstrations the Ross people have spared neither money nor pains. The booth in which the demonstrations are made is both unique and handsome, being Oriental in design and drapery. The young lady in charge of the booth is a graduate of the School of Domestic Science.

Excellent results are being obtained from the demonstrations and in Ottawa in one week one store in which the demonstrations were being carried on sold nearly \$200 worth of tea.

HAMILTON BOARD OF TRADE.

The following officers were elected by acclamation by the Hamilton, Ont., Board of Trade on Tuesday:

President—John Bruce.

Vice-President—F. C. Fearman.

Secretary-Treasurer—Chas. Stiff.

Council—J. B. Fairgrieve, William Hendrie, James Turnbull, John Proctor, Senator A. T. Wood, George E. Bristol and W. D. Long.

Board of Arbitration—J. M. Young, R. T. Steele, George Hope and Ald. C. K. Domville.

PRODUCE COMPANY RETIRES.

The Imperial Produce Co., organized in 1890, with \$100,000 subscribed capital, of which \$25,000 was paid up, and with Hon. Charles Drury as president; John Stark, vice-president and treasurer; J. K. Leslie, 2nd vice-president, and Arthur Jones, secretary, have decided to go into voluntary liquidation, and have discontinued business. A recent heavy loss on a cheese deal in Quebec is assigned as the cause. The consignment of cheese was destroyed by fire on the day on which the company purchased it. The company held that the cheese had not been delivered, but the courts ruled otherwise. Ordinary creditors will be paid in full, it is anticipated.



Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business---who have the greatest trade, highest reputation, the largest bank accounts---are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

ROYAL BAKING POWDER CO., 100 WILLIAM ST., NEW YORK.

GETTING VACATION TRADE.

A NEW Jersey grocer tells in The Grocery World how he holds and gets trade during the summer vacation as follows.

We have always been bothered a good deal by the falling off in our business during the summer. We sell mostly to all well-to-do people, who either go to the country or seashore in the summer, and that has always made us very dull all summer.

I have always accepted this as a matter of course, and blame myself for never having given much thought to the matter before last year. In May, 1900, I got hold of a Philadelphia newspaper, and my eye was attracted, by an advertisement of one of the large grocers there—if I remember rightly, Hanscom Bros. It was only a small advertisement, but it brought out the idea of following vacation customers to their summer homes and continuing to supply them with groceries throughout the summer.

I hate to think that to make me see anything it is necessary to hit me with a stuffed club, but I honestly had never thought of this before with reference to my own business. I at once went to work, however. That very night I made a list of our customers who usually went out of town during the summer. The next day I got a table of freight rates—it seldom pays to send such things by express, I find—and then I started out to canvass. I called on every customer who usually spent the heated months out of town, and asked permission to keep on supplying them with goods during the summer. I had my table of freight rates with me, and in most cases it was safe for me to offer to deliver free of charge inside of 50 miles, although we seldom had to go that far. In a few cases I agreed to deliver by express, but I found that unless the package is small and the distance short, freight is far cheaper and just as satisfactory.

During the summer of 1900 we did fully 50 per cent. more business than we had ever done during any previous summer. With a few hitches, the scheme worked perfectly. Every Saturday evening I would send a postal card to my out-of-town customers as a memory jogger. It would reach them Monday morning, and the order for the week would usually reach me on Tuesday or Wednesday morning. As a rule, I could not ship green stuff or perishable goods, but such things as olives, bakers' goods, and all of the regulation dry groceries went forward without any trouble whatever. We have good freight service in this part of the country, and the goods usually reached the customers within two days after I received it, sometimes in one day. As I took care

that they should order ahead, this was very satisfactory.

The free delivery by rail cut into my profits a little, but we argued that we would rather make 8 per cent. than nothing, so we have pushed the plan even harder this year. The season is backward, and fewer people have left town, but from present indications we shall do considerably more than we did last year.

FANCY DECORATED LAMPS.

A STRIKING characteristic of the industrial development of Canada of late years has been the recognition by manufacturers and the mercantile world generally that in many lines, formerly imported, there can be produced at home goods fully equal in appearance, quality and value to the imported article.

Gowans, Kent & Co., Toronto, have done much to force recognition of this fact as regards fancy earthenware and glassware. Not long since they established a plant to manufacture cut glass, and have been eminently successful in competing with foreign makers of this line of goods.



Another line in which they have begun to compete with the outside houses is fancy decorated lamps.

The only part of these which have to be imported are the opal globes and bottoms. The globes and bottoms which are brought in undecorated from Germany bear a duty of only 30 per cent. into Canada, as compared with 60 per cent. into the United States. As the large makers in both countries get their stocks from Germany, this gives the Canadian maker a big advantage at the start in buying his raw material.

The plant for decorating and "firing" installed by Gowans, Kent & Co., is thoroughly up-to-date. The decorations are of three classes, hand painted, pattern printed, and the dry tint process. In all cases, the lamp has a "fired" or burnt in decoration which cannot be scraped or washed off. The decorations are bright and well finished, while the bases and brass connections used are now of the best quality and with the best gilt finish, making a vast improvement in the whole appearance of the lamps over inferior bases formerly used.

The accompanying cut shows one of the dainty designs made by Gowans, Kent & Co. Further particulars can be secured from the catalogue which has just been issued, and which gives several illustrations of the newest shapes and designs. The trade is invited to visit the firm's warehouse and factory while in the city.

Lime Juice!

INSIDE PRICES.

WARREN BROS. & CO.
TORONTO.

Lemons, Lemons.

Prices Getting Higher Daily.

You can depend on us having them when wanted in a hurry.

All fruit thoroughly repacked, and our prices as low as the lowest.

If not already getting our weekly quotations, send us your name on a post card.

WHITE & CO., ...TORONTO

"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

"SUPERIOR GLUTEN FLOUR"

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

Samples and prices on application to

E. A. SHOEBOTHAM

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

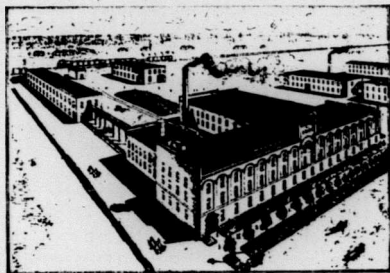
THE COWAN CO., LIMITED, TORONTO

A Century Ago

our forefathers were forced to use some pretty poor stuff called vinegar---but they got the best at that time---and to-day consumers are looking for the best---not that yellowish-tinted, back number article that is sometimes sold to inexperienced grocers, but---well---

Have you handled IMPERIAL? It represents the acme of up-to-date vinegar manufacture. It is pure spirit white wine---clear, sparkling, delightful in flavor---a sure pickle-keeper, and uniform strength. IMPERIAL once sold, your vinegar trade is assured.

Only one IMPERIAL WHITE WINE VINEGAR---that the best---consumers say so.



THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,
Knight and Imperial
Parlor Matches



The well and favorably-known
Hero and Jumbo
Sulphur Matches

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

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

A QUICK MEAL

can be made from a can of "Kent" Baked Beans. They are perfectly cooked, seasoned sufficiently, and can be eaten hot or cold. If you have not already stocked them, order a case from your wholesaler and start them.

THE KENT CANNING CO. - - Chatham, Ont.

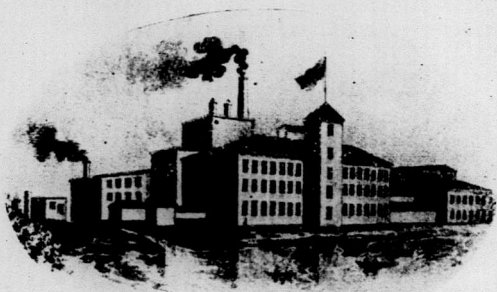
If you cannot believe the evidence of your own senses of taste and hearing, what the cup results are, and what it has done and is still doing in the way of bettering the world's tea trade, then you need take no notice of this ad. But, if your case is otherwise,

"SALADA" CEYLON TEA

Black or Green (The rival of Japan)

is worthy of earnest and special attention.

TORONTO. MONTREAL. BOSTON. BUFFALO. PITTSBURGH. DETROIT. CLEVELAND. TOLEDO. PHILADELPHIA.



CELLULOID STARCH

is a COLD WATER Starch—quickly and easily prepared. It is very even and imparts a brilliant and lasting gloss fully equal to that of work done by Steam Laundries. Do your work at home—save expense and get equal results—Celluloid Starch insures this.

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

POP CORN FRITTERS.

HERE IS SOMETHING FOR YOUR SUMMER TRADE.

EVERYBODY LIKES THEM.

~~~~~  
**THE CANADA BISCUIT COMPANY, Limited**

King and Bathurst Streets, Toronto.

# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

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

## ONTARIO MARKETS.

Toronto, July 4, 1901.

### GROCERIES.

WITH the holiday and the warm weather, the wholesale grocery trade during the past week has been somewhat languid, and there is a general complaint all around. The situation in canned goods is without material change, business still being light and prices unchanged. Coffees are meeting with a fair request. The only line in which increased activity can be noted is sugar, in which a fair business is now being done. Syrups and molasses are still dull. Very little interest is being shown in teas, although the market is fairly steady all around, as far as prices are concerned. There is a decidedly firm feeling in regard to pepper. Currants are still firm, although the London market is not as strong as that in Patras. Valencia raisins are still dull and weak. Prunes are meeting with a fair demand. In other lines of dried fruits, the market is quiet and featureless.

### CANNED GOODS.

The feature of the week has been a freer business in canned strawberries, the wholesalers having bought rather freely. Although the crop of strawberries is large, packers complain that the berries become so soft before they can be used that there is a great deal of waste. In consequence of this, there is a rather firmer feeling in regard to prices. The wholesalers are quoting \$1.50 for canned strawberries in syrup, and \$1.75 for preserved. There has been a little more inquiry from the wholesale trade for canned tomatoes, but we hear of no transactions, although, if any lots were offered at low figures, they would evidently be quickly taken. The lowest figure a buyer could get, who wanted a round lot of tomatoes, was 77½c., but the wholesalers are still quoting 75 to 80c. to the retail trade. In fact, just now a case of tomatoes can be bought at a lower figure than even a round lot, for the simple reason that wholesalers are not desirous, as a rule, to sell large lots.

Canned peas and corn are still quoted at 70 to 75c. The demand is keeping up well for canned goods, and, on account of the troubles among the fishermen, and the canners on the Coast, the feeling in regard to prices is firmer if anything. Really fine sockeye salmon on spot is getting scarce, and the same remark applies even to cohoes. There is an abundant supply, however, of pink salmon. Spot salmon is quoted at \$1.60 to \$1.65 for Fraser River, and \$1.50 to \$1.55 for northern fish, and \$1.20 to \$1.25 for cohoes. Fraser river sockeye for future delivery is still quoted at \$1.45 for less than 10 case lots, and \$1.42½ for 10 case lots and over. Northern sockeye for future delivery is quoted at \$1.30 for less than 10 cases, and \$1.25 for 10 cases and over. Sardines are meeting with a fairly good demand. In canned meats a good business is to be noted.

### COFFEE.

The market is fairly steady as to price and local wholesalers report the demand

See pages 33 and 34 for Toronto, Montreal, and St. John prices current.

good. The prices in the primary market, however, are still considered too high for local importers to operate, consequently, little business of an import nature is being transacted. We quote green Rio coffee No. 7, 7¾c.; No. 6, 8¾c.; No. 5, 8¾c.; No. 4, 9¾c.

### SYRUPS AND MOLASSES.

The market in both syrups and molasses is quiet and featureless. We quote: Corn syrups, barrels, 3c. per lb.; half-barrels, 3½c.; kegs, 3¼c.; pails, \$1.40 each for three gallons, \$1.05 for 2 gallons. Sugar syrups range from 30 to 37c. per gallon, and New Orleans molasses at 23c. upward.

### RICE AND TAPIOCA.

There is a fair trade doing in rice, but very little is being done in tapioca. B rice is quoted at 3½c. per lb. and Japan and Java rice at 5½ to 6c. The idea for tapioca is 4¼ to 4½c.

### SPICES.

Pepper is firmer and all low offers have been withdrawn. Advices received in Toronto this week say, however, that

whether it is the beginning of a big advance or not cannot be definitely stated. The loss of a steamer with 900 bags on board, referred to in a previous issue of this paper, is still an influence in the market. In cloves the market is rather flat.

### SUGAR.

There is a fairly good movement in sugar, business having materially improved. Across the line the deliveries on existing contracts have been so heavy that it has been almost a physical impossibility to keep up with the demand. Raw sugars are steady at the decline noticed in a recent issue. Supplies of raw sugar in the hands of the refiners in the United States are so heavy at the moment that the latter are not willing buyers. Holders, however, appear to be indifferent, and are warehousing their goods rather than make any concessions in prices. The beet sugar market in Europe is firm with slight fluctuations of from ¾ to 1½d. Present quotations in London for beet sugar are 9s. 3¼d.

### TEAS.

There is not much change in the situation as far as Indian and Ceylon teas are concerned. The market in London is rather steady, but business both there and here is light. Some samples of Indian green teas are offering this week on the local market, and they are of desirable character. There have been a few transactions in Ceylon green teas. New season's China black teas are being quoted this week, but we hear of no transactions. There has been a little business in old Japan teas at about 16½c., but in new season's teas there has been scarcely anything done, only a few of the finer teas changing hands. It is expected that it will be about two or three weeks from now before the cheaper teas come to hand.

### FOREIGN DRIED FRUITS.

CURRANTS—The demand is keeping up fairly well, and, as stocks are light, quotations are not being cut. A feature of the market is the fact that currants are cheaper in London than in Patras. This is on account of the larger stocks which are carried in the former city. Ruling quotations here for good, sound fruit are 9½ to 10c. for Filiatras, 10½ to 11c. for Patras and 12c. for 1-crown Vostizzas and 14c. for 5-crown.

VALENCIA RAISINS—This market is still dull and weak. Fine off-stalk, standard brands, is quoted at 6½ to 7c., but inferior

brands run as low as 5 to 5½c. Selected is quoted at 7 to 7½c. for standard brands and down as low as 6c. for inferior brands.

**PRUNES**—The demand for prunes keeps up fairly well. Californian prunes are quoted at the following prices: 30-40's, 8 to 8½c.; 40-50's, 7½ to 8c.; 50-60's, 7 to 7½c.; 60-70's, 6½ to 7c.; 70-80's, 6 to 6½c.; 80-90's, 5½ to 6c.; 90-100's, 5 to 5½c. French prunes, 3½ to 4c.

**CALIFORNIAN DRIED FRUITS**—Business is moderate. We quote: Apricots, 11½ to 12½c. per lb., in 25-lb. boxes; peaches, 8½ to 10c. per lb., in bags, and 10 to 12c. in boxes.

#### GREEN FRUITS.

Tuesday was a record day for strawberries at the Scott street fruit market, and prices fell as low as 4c. for inferior stock, but the best stock did not get below 6c., and some sold as high as 7c. The stocks on Wednesday were smaller, and prices were forced up about 1c. all round. Gooseberries in small baskets are now plentiful at 25 to 40c. Cherries are starting to arrive, and sell fairly well at from 60c. to \$1. The feature in imported fruits is the sale of lemons which has been so great during the past week that stocks are not nearly up to the average at this season. The result of the scarcity has been to cause an advance of \$1 per box. Florida pineapples are in excellent demand at \$3.50 to \$4 per crate. Sugar loaf pines have sold readily at \$1.75 to \$2.25 per crate. Several bunches of red bananas were received this week, and were sold all the way from \$1.50 to \$4, according to condition. These are the first red bananas that have been sold on this market for a long time. Californian fruit is arriving more freely, and is in good demand. Plums are selling at \$1.75 to \$2.25; peaches, \$1.50 to \$2.50; pears, half boxes, \$2.50 to \$3; apricots, \$1.75 to \$2. A shipment of Rhodi oranges is offering at \$3.50 per box for all sizes from 160's to 300's. Late Valencias are in good demand at \$5, an advance of 50c. Bananas are in excellent demand, and, though the supply is liberal, prices are 25c. higher. Cocoanuts are steady at \$3.50 to \$3.75.

#### COUNTRY PRODUCE.

**EGGS**—The demand is light and as receipts continue fair prices are ½ to 1c. per doz. lower. The "loss-off," which is largely due to the great heat, is very large. We quote 11 to 11½c. per doz.

**BEANS**—There is practically nothing doing. We quote \$1.60 to \$1.65 for hand-picked and \$1.50 to \$1.60 for prime.

**HONEY**—The market is listless. Prices are steady. We quote: 10 to 11c. for extracted clover, and 5c. for extracted buck-

wheat, while clover comb is worth \$2 to \$2.40 per doz.

**DRIED APPLES**—There is practically nothing doing. We quote nominally 5c. for evaporated and 3 to 3½c. for dried apples.

**POTATOES**—The market has fluctuated considerably with the result of a net decline of 5c., which makes the ruling quotation 35c. per bag on track Toronto.

#### BUTTER AND CHEESE.

**BUTTER**—There is a good local demand and a fair export movement, so that though receipts are fairly large the market is well cleaned up and prices are steady. We quote as follows: Dairy prints, 16 to 17c.; best tubs, 16 to 16½c.; seconds, 13 to 15c.; creamery prints, 19 to 21c.; boxes, 18 to 20c.

**CHEESE**—The prices paid at country boards this week are fully ½c. lower than a week ago, and as a result the local market shows a similar decline. New cheese is now quoted at 9½ to 10c. and old cheese at 10c.

#### FISH.

Frogs' legs are selling at 30c. per lb. The demand for fresh fish is good, but salt fish are rather quiet. Prices are steady as follows: Fresh fish—Speckled trout, 25c.; red snappers, 12½c.; Spanish mackerel, 12½c.; codfish, 7c.; whitefish, 7c.; trout, 7c.; halibut, 9c.; sea salmon, 15c.; haddock, 6c.; herring, 4c.; British Columbian salmon, 15c. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.; frogs' legs, 30c. per lb.

#### VEGETABLES.

There is an excellent demand for practically all lines. We quote: Cucumbers, 50 to 75c. per doz.; beans, \$2.25; green peas, \$1.50 to \$1.75; Egyptian onions, \$2.50 per sack; asparagus, \$1.25 per basket; radishes, 10 to 20c.; lettuce, 25 to 30c.; rhubarb, 25c.; green onions, 10 to 20c.; carrots, 25c.; beets, 25c.; cauliflower, \$1 to \$1.25.

#### HIDES, SKINS AND WOOL.

**HIDES**—An advance of 1c. throughout is reported. We quote: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steer hides are worth 1c. more. Cured hides are quoted at 8 to 8½c.

**SKINS**—There is not much doing, and no change in price has been made. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 60 to 70c.; culls, 20 to 25c.; sheepskins, 90c. to \$1.

**WOOL**—Cables from London state that at the wool sales there this week fine wools were sold at from par to 5 per cent. lower, and cross-breeds at 5 to 10 per cent. reductions. This has tended to further weaken the market here, but there is no change in prices. We quote: Combing fleece, washed, 13c., and unwashed, 8c.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—The wheat market is steady. Red and white are quoted at 67c. at outside points, middle freights. Manitoba wheat is worth 89½c. for No. 1 hard, grinding in transit, or 88c. Toronto and west. The movement on the local street market is fair. We quote: Wheat, white and red, 71c.; goose, 69 to 69½c.; oats, 35c.; rye, 52 to 52½c.; barley, 47c.

**FLOUR**—A fair local trade is doing. We quote on track, Toronto (bags included): Manitoba patents, \$4.20; Manitoba strong bakers', \$3.95; Ontario patents, \$3.30 to \$3.60; straight roller, \$3.20.

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

#### MARKET NOTES.

Eggs and cheese are ½c. lower.

Red bananas were sold on this market at from \$1.50 to \$4 per bunch this week.

Lemons are \$1 higher, and are likely to advance at least 50c. more if the weather continues hot.

#### QUEBEC MARKETS.

Montreal, July 4, 1901.

#### GROCERIES.

**A** GAIN we have to report a fairly good trade, although it has been much disturbed by the excessive heat of the past 10 days. Sugar shows a decided improvement in demand, and the trade anticipate the usual advances made at this season of the year. Molasses remains firm at the Barbadoes, and the mails this week have confirmed the report we gave in our last issue to the effect that the Barbadoes market was virtually closed. We understand now that it is difficult to find any remaining goods. Prices remain firm. In canned goods, the situation remains unchanged. Corn is firmer, in sympathy with unfavorable reports of the growing crop. The agencies of some salmon packing concerns have taken all the orders for new goods that they have been allowed, and have now withdrawn from making

Toronto Commission Houses.

**New Messina Lemons**

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

**Pineapples**

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

**McWilliam & Everist,**

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

**Butter Cheese  
Eggs Poultry**

Consignments Solicited.  
Highest Prices. Prompt Returns.

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

**Butter Wanted**

In Tubs and Pails. Ship to us.

**Rutherford, Marshall & Co.**  
Commission Merchants,  
68 Front Street East, Toronto.  
Telephones Main 4-28 and 4-7.

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

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

ESTABLISHED 1869

**Geo. Stanway & Co.**

Brokers and  
General Commission Merchants

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

Correspondence Solicited.

For Catchy Money-Making Lines in  
**BISCUITS**

WRITE

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

Samples and prices on receipt of Post Card.

offers. Currants are firm and raisins are weak. The tea market is unchanged.

SUGARS.

The changes made by the refineries last week in the price of sugar leaves granulated at \$5.60 per 100 lb. and yellows at \$3.85 to \$4.50, according to quality, which means that whites are the same as two weeks ago and yellows 10c. higher per 100 lb. At the present moment the sugar market is strong and the trade look for further rises. The demand of the past few days has been extraordinarily heavy in consequence of the commencement of the preserving season. The raw sugar markets are stronger and more active, and we may safely adjudge the period of weakness to be passed.

SYRUPS.

As usual at this season of the year, business in syrups is slow. There has been practically no call for any variety during the past week. Cane syrup is quoted nominally at 1 1/2 to 2c. per lb. and corn syrup 3 to 3 1/4 c., according to package.

MOLASSES.

Mail advices to hand this week from the Barbadoes confirm our report of last week to the effect that stocks at the Island are sold up. It is now said that small parcels of goods can be secured only with the greatest difficulty. The price is held firmly. On the local market business is rather quiet, although some jobbing transactions have been entered into on a basis of 27 1/2 c. To the retail trade 29c. is the prevailing price.

CANNED GOODS.

Jobbers have placed their orders for canned strawberries and are now contracting for their raspberries and pineapples. Some already have their quotations on these latter goods in travellers' hands, as we mentioned last week, and are reported to be taking encouraging orders. Strawberries in syrup are worth \$1.50 and preserved \$1.65. Raspberries are generally quoted at \$1.40 for syrup and \$1.55 for preserved. Pineapples are selling at \$2.30, and grated at \$2.55 to \$2.60. Vegetables do not show any change. There is a fair country demand and corn is firmer on account of continued discouraging reports about the new crop. Tomatoes are worth 80 to 85c.; corn, 75c.; peas, 75c. to \$1, and beans, 70c. Salmon is selling well and some brands are withdrawn from the market. Jobbers' prices for new pack salmon are \$5 for Fraser River red sockeye, \$4.50 for northern fish, and \$3.90 for pink.

SPICES.

A good inquiry is reported for spices this week. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD OHUM.

SEAL OF NORTH CAROLINA

OLD GOLD

CIGARETTES

RIOHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY

**ROCK SALT** FOR HORSES  
and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

Winnipeg Brokers.

**M. B. STEELE**

Wholesale Commission Merchant  
and Broker.

Correspondence and Agencies Solicited.

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WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.  
Storage, Track Facilities.

**Foreign Shippers**

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

**E. NICHOLSON**

Wholesale Commission Merchant and  
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115 Bannatyne St. East, Winnipeg, Canada.

Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**

LIMITED.

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

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

Winnipeg Advertising Agents.

**ADVERTISING in WESTERN CANADA**

will be Carefully, Efficiently, and Promptly  
attended to by

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

lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15c.; Japan 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

RICE.

The demand is only fair and prices are steady. We quote in combine district: B rice, in bags, \$3.10; in half bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3.00 in bags, \$3.05 in half bags, \$3.10 in ¼ bags and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¼c. per lb.

TEAS.

The Japan tea market continues to show only firmness. Early Japan teas are fully 2c. per lb. higher than last year. But in spite of the firm tendency of this year's market, common and low-grade teas fail to hold their values of last fall and jobbers confess that they would have difficulty in clearing out last year's goods in large lots without losing money. There is a fair country demand for Japan tea, ranging in price from 17 to 20c., while a few small lots of early tea of this year's crop have been sold. Otherwise the trade is quiet.

FOREIGN DRIED FRUITS.

CURRENTS—The market is still firm and stocks are light. Some sales have been made this week at 10½ to 11½c.

RAISINS—Raisins are entirely without life, and few goods are moving. There was one lot of 2,000 boxes of rather poor fruit offered this week, and it is said 50c. a box would likely have bought them. Valencias, fine off-stalk, are worth 5c., selected, 5½c. and layers 6c.

PRUNES — A moderated demand is reported at unchanged prices. Californian prunes are worth 5 to 5½c. for 90's to 100's; 6½ to 7½c. for 60's to 70's and 7½ to 8c. for 40's to 50's. French prunes are selling at 3 to 5c.

EVAPORATED FRUITS — Evaporated apples are firmer again, and the quotation this week is 6½c. per lb. Apricots, peaches and pears are unchanged.

GREEN FRUITS.

Trade has been very active during the past week. The rush on strawberries is pretty well over, and prices are on the upward trend. Californian fruit is selling readily at somewhat higher prices. We quote: Messina oranges, 200's, \$2.75 to \$3 per box and \$1.50 to \$2 per half box; Messina lemons, 300's, \$2.25 to \$3.25; 360's, \$2 to \$2.75 per box; bananas, \$1.75 to \$2.25; Californian apples, \$2.25 per box; pineapples, 20 to 25c.; Tennessee

tomatoes, \$1 to \$1.25 per crate; radishes, 15c. per doz.; new Bermuda potatoes, \$3.75 per bbl.; new Bermuda onions, \$3 per crate; Canadian asparagus, \$1.50 per basket; strawberries, 5 to 6c. per box.; cabbage, in crates, \$1.75; cucumbers, in baskets, \$2.50; Californian cherries, \$2.50 per box of about 10 lb.; Californian plums, \$1 to \$1.75 per box; Californian peaches, \$1.25 to \$1.50 per box; Californian apricots, \$1.25 to \$1.40 per box; Egyptian onions, 2¼c. per lb.; limes, \$1.50 per box.

COUNTRY PRODUCE.

EGGS — There has been no material change since our last report and prices remain about the same. Sales have been made at 11 to 11½c. for No. 1, and at 9 to 9½c. for No. 2.

HONEY—Quiet. We quote: White clover honey in comb, 12½ to 13½c.; white extracted, 8½ to 10c.; buckwheat, in comb, 9 to 10c., and extracted, 7 to 8c.

POTATOES—Potatoes are very firm in this market, sales of carlots having been made at 50c. per bag.

ASHES — The market is steady. We quote: Firsts, \$4.30 to \$4.35; seconds, \$3.90 to \$4, and pearls, \$5.85 per 100 lb.

LIQUORS.

SCOTCH WHISKIES.

|                                                   | Per case of quarts.        |
|---------------------------------------------------|----------------------------|
| Roderick Dhu                                      | \$9 50 less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve                    | 9 75 " " "                 |
| Usher's G O.H.                                    | 12 25 " " "                |
| Gaelic, Old Smuggler                              | 9 75 " " "                 |
| Greer's O.V.H.                                    | 9 50 " " "                 |
| Old Mull                                          | 9 75 " " "                 |
| Sheriff's One Star                                | 10 25 " " "                |
| " V.O.                                            | 10 50 " " "                |
| Kilmarnoch                                        | 9 75 " " "                 |
| Doctor's Special                                  | 10 00 " " "                |
| House of Lords                                    | 10 75 " " "                |
| Bulloch, Lade & Co.—                              |                            |
| Special blend                                     | 9 25                       |
| Extra special                                     | 11 00                      |
| John Dewar & Sons—                                |                            |
| Extra special                                     | 9 50                       |
| Special liqueur                                   | 12 25                      |
| Extra                                             | 16 50                      |
| James Ainslie & Co.—                              |                            |
| Highland Dew                                      | 6 75                       |
| Glen Lion, extra special                          | 12 50                      |
| J. Brown & Co.—                                   |                            |
| Duke of Cambridge                                 | 12 00                      |
| Mitchell's—                                       |                            |
| Heather Dew                                       | 7 00                       |
| Special Reserve                                   | 9 00                       |
| Mullmore                                          | 6 50                       |
| W. Teaches & Sons—                                |                            |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |

CANADIAN WHISKIES.

|                             | In barrels per gal. |
|-----------------------------|---------------------|
| Gooderham & Worts, 65 O. P. | \$4 50              |
| Hiram Walker & Sons         | 4 50                |
| J. P. Wiser & Son           | 4 49                |
| J. E. Seagram               | 4 49                |
| H. Corby                    | 4 49                |
| Gooderham & Worts, 50 O. P. | 4 10                |
| Hiram Walker & Sons         | 4 10                |
| J. P. Wiser & Son           | 4 09                |
| J. E. Seagram               | 4 09                |
| H. Corby                    | 4 09                |
| Rye, Gooderham & Worts      | 2 20                |
| " Hiram Walker & Sons       | 2 20                |
| " J. P. Wiser & Son         | 2 19                |
| " J. E. Seagram             | 2 19                |
| " H. Corby                  | 2 19                |

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THE UNEQUALLED CLEANER.



JAMES McINTOSH, 34 Yonge St., TORONTO  
Sole Agent for Canada. Sold by wholesale grocers.

Victoria Fruit Merchants.

From the Atlantic to the Pacific,

OKELL & MORRIS'

(Gold Medal Brands) of Whole Fruit Preserves

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

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

Victoria B. C. Commission Merchants

PATTON & SONS

Wholesale Produce

and Commission Brokers

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

Consignments Solicited.  
Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

Toronto Fruit Merchants.

..CALIFORNIA ORANGES..

CANADIAN BERRIES,  
" CHERRIES.

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

ALL AT LOWEST MARKET.

HUSBAND Bros. & Co.

82 Colborne St., Toronto  
Telephone Numbers—Main 3428, Main 54.

CLEMES BROS.

Just Address TORONTO Everybody Knows Us

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

LEMONS ?

Write us about them.



## Does Your Coffee Department Require Replenishing?

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

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

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

**S. H. Ewing & Sons, Montreal**

account. Shorts are worth \$14.50 to \$15.50 and mouillie, 19 to 20c.

**BALED HAY**—The supply this year will be heavy; full as heavy, indeed, as the demand. We quote: No. 1, \$10.75 to \$11; No. 2, \$9.50 to \$10, and clover, \$9 to \$9.50 per ton in carlots on track.

### CHEESE AND BUTTER.

**CHEESE**—English buyers have refused to allow the recent advance, and trading at the country boards has been decidedly less active than a week ago; in fact, prices have declined about 1c. per lb. Goods have sold on the wharf at 8½ to 8½c.

**BUTTER**—Butter is not quotably changed, but there is a decidedly weak tone to the market, due to the fear of a coming break. Still fancy creamery brings 20½ to 21c.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B. July 4, 1901.

**T**HE holiday broke into the business of the week. Sales at best at this season are not active. Retail dealers, particularly the smaller ones, complain because so many householders are out of the city. There is also a complaint, particularly from the retail grocers, because of

the very general half-holiday on Saturday this summer. It is far more general than ever before. They say very many are led to go out of the city and the Saturday-evening trade, which has always been quite a factor, is hurt. We have yet to hear of any complaint from those who have the holiday. The interest of the week has been in canned goods. Some very low prices are quoted. Cream of tartar is quite firm. Ginger is rather firmer. Pepper is at least no higher. Hops have been somewhat shaded.

**OIL**—In burning oil, business is quiet. There is no change in price, and but little interest is manifested. Paint oils hold their price, and there is a fair sale. In lubricating oils, prices continue low. There is a good general demand. Cod oil is quite scarce. Local supplies are not yet coming to hand. Some will likely be brought in from Newfoundland. In wax there is a steady but light sale.

**SALT**—Liverpool coarse is the line of chief interest here. The quantity imported and going into local consumption is large. There was quite a quantity to hand the past week, and it was very largely sold to arrive. In Liverpool fine, there is quite a range in the quality imported. Some

brands are being much preferred. Canadian salt is in good general demand. We quote: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl., 20 lb. wood boxes, 22c. each; 10 lb. wood boxes, 14c. each; car-tsns, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

**CANNED GOODS**—There has been considerable interest during the week. Some old goods, particularly corn and tomatoes, were offered very low. We cannot find that there have been large sales. No doubt the present week will bring some more definite knowledge. At present the business seems satisfactory. There is some interest in salmon. While some are quoting cohoes, operating is not general. These are now chiefly sold here, and have given good satisfaction. In sockeye fish the demand is for the cheaper brands. In fruit, there is but a fair demand. Oysters are rather higher. Canned meats show no change. There is good general business. New canned haddies are being received.

**GREEN FRUITS**—The first full car of

*There is no better trade-winner than  
a good article - Sell your customers  
Blue Ribbon Ceylon Tea  
address orders to 12 Front St. East - Toronto  
and they will receive prompt attention*

Califor  
week.  
Peach  
as well  
apples  
sellers.  
Local  
shows  
are hi



A

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Californian small fruit was received this week. There is a fair active demand. Peaches selling best. In prunes and apricots, as well as peaches, prices are low. Some apples were received, but these are not good sellers. Bananas are rather higher west. Local market being rather overstocked, shows no change. In oranges, while prices are higher, the market has not ruled as

high as last season. Lemons keep quite low the demand west not being such as to cause advanced figures. Tomatoes are still high. In pines, there is a fair sale at even figures. In berries, there is a wide range in price. The last Canadian and American received were sold very low, causing quite a loss. The New Brunswick berry is preferred.

**DRIED FRUITS**—This is still a quiet line. Some orders for new Valencias at open prices have been given. These are likely to be bought in light quantities this season. There is an increased interest each year in Californians. In spot stock, both loose muscatels and seeded are rather lower. Currants are rather higher, but there is only a fair sale. Prunes are dull, even at the



**THE DOMINION BREWERY CO., LIMITED**

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

**WHITE LABEL ALE**

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

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

WM. ROSS, Manager.



**A 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

**MOLASSES**

..... P.Q., May 9'h, 1901

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

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

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

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

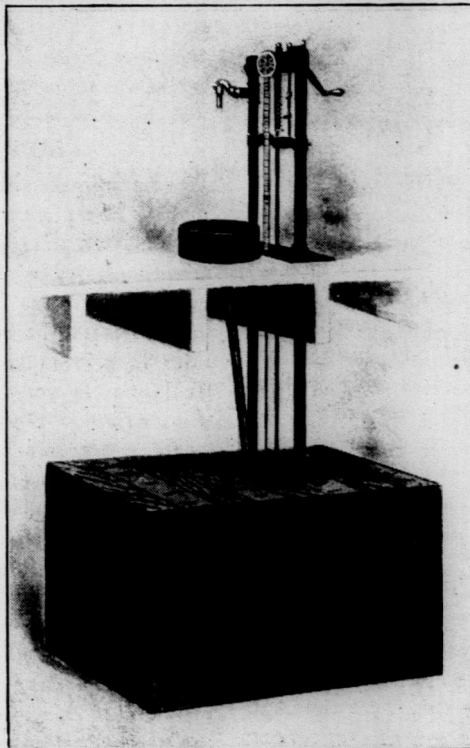
**The Dominion Molasses Co.,**  
Limited

MOLASSES  
AND SYRUPS.

HALIFAX, N.S.

WE PRESENT

**THE "NEW CENTURY"**



**3 MEASURE  
SELF-  
MEASURING  
OIL TANK**

As our first contribution to the world's progress during the opening year of the New Century.

It is the Best and Finest Oil Handling Apparatus ever offered to the trade.

It consists of an

**ALL METAL  
PUMP.**

Pumping Gallons, Half-Gallons and Quarts at a stroke.

Equipped with the Dial Discharge Registor, Double Float Indicator and Full Brass Cone Valves.

Tank of Best Galvanized Steel, Cased in a Handsomely Grained Cabinet.

IT HAS NO EQUAL

THE NEW CENTURY CELLAR OUTFIT.

OUR 1901 CATALOGUE is replete with information relative to the

FIFTY DIFFERENT STYLES OF

**BOWSER OIL TANKS**

It is free. Send your address to-day.

S. F. BOWSER & CO.

65 Front St. East, Toronto; Factory, Fort Wayne, Ind.



low figures. The season for evaporated apricots and peaches is over. Evaporated apples are higher, but stock here is light. Dates are quiet and offered low. Package goods continue to have inquiry. Figs are dull. In Egyptian onions there is still some movement. Importations are over. Prices are low. In peanuts, the low prices still rule, but there is a good steady sale.

**DAIRY PRODUCE**—Eggs are easy. There are but light arrivals and the sale is limited. Butter is dull, and offered low. Stocks are quite large and quality must be good to move at market prices. In cheese, our local market is rather lower than the west, and prices are expected to show some advance. For local consumption small cheese is wanted. There is a demand.

**SUGAR**—Prices in both yellows and granulated have been slightly advanced, and the market is firm. There is a large sale. Some Trinidad sugar has been on the market. The sale is light, and chiefly to outside points.

**MOLASSES**—The sale has been good. There is a tendency to buy while the new goods are landing. On an even or advancing market, the stock can be bought to advantage, and it seems the season of sale. There is no change in prices, though the outside market is firm. The demand is for Porto Rico. In Barbadoes, much received has gone West.

**FISH**—Fresh salmon is the matter of interest. This is just the season. The catch is fair but not large. There is a good sale, so that prices are held. Some nice smoked salmon are offered. In halibut, some are still received. Some shad are also still seen. Mackerel is scarce. The catch of these fish is always very uneven. In dry cod the lower prices rule. New fish continue to arrive. Pollock keeps scarce but has little sale, and the price is unchanged. New pickled herring sell at rather lower prices. The early fish is not of as good quality as those caught later. Smoked herring is unchanged. We quote: Large and medium dry cod, \$3.25 to \$3.35; small, \$2.15 to \$2.30; haddies, 5 to 6c.; smoked herring, 11 to 12c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$1.80 to \$2.15 per half bbl.; Canso herring, \$5 per bbl.; \$2.75 per half bbl.; Shelburne, \$4.50 per bbl.; \$2.25 per half bbl.; shad, 12 to 15c.; salmon, 12 to 14c.; halibut, 7 to 8c.

**FLOUR, FEED AND MEAL**—There is no change in flour. Local feeling favors rather easier prices. There is a good inquiry. In oats, business is light. Oatmeal holds high; there is but light sale. Cornmeal is not so freely sold. Prices are low. Local ground

meal supplies the market. In beans the market is rather higher. Local stock is not large, but the sale is light. Barley is quiet and inclined to be shaded. Split peas are high. Blue peas are scarce and full prices are asked. Feed is in light demand. Hay, while there is a little local sale, is quite high. We quote: Manitoba flour, \$4.70 to \$4.75; best Ontario, \$3.80 to \$3.90; medium, \$3.65 to \$3.80; oatmeal, \$3.85 to \$4; cornmeal, \$2.30 to \$2.40; middlings, \$22 to \$23; oats, 40 to 42c.; hand-picked beans, \$1.65 to \$1.75; prime, \$1.55 to \$1.60; yellow eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; blue peas, \$1.25 to \$1.40; pot barley, \$3.85 to \$4; hay, \$12 to \$13.

#### ST. JOHN NOTES.

A. L. Goodwin this week received the first car for this season of Californian fruits.

C. & E. Macmichael have a shipment of Machonochie & White's pickles just received.

Theo. H. Estabrooks, packer of "Red Rose" blend tea, is just home from a successful and pleasant trip to Newfoundland.

Mr. John Campbell, of St. Thomas, Ont., the well-known miller, called on THE GROCER this week. "Sunbeam" is a well-known flour here.

Mr. C. K. Fletcher, representing the J. K. Armsby Co., large shippers to this market of Californian dried fruits, in company with the local representative, J. Hunter White, called on the trade this week.

#### DON'T CUT.

Some business men fall into the error of making high prices on their goods, so that there may be plenty of reduction when it is asked, says The Storekeeper. When a merchant becomes known as a "cutter" the customers who are aware of his propensities in price-making will invariably ask for a lower figure because they know they will obtain it. The old method of barter, where every sale was preceded by long negotiations concerning the price, is still used among semi-civilized countries, but is sadly out of place in modern America, where the quick despatch of all business has become proverbial. A fixed price that allows for a working profit is a much better rule in all cases than is a sliding scale of values. The customer will not allow the merchant to cheapen his dollar, nor should the merchant allow the customer to cheapen his goods, it being a poor rule that doesn't work both ways. As for the merchant who permits himself to be advertised as one who will take less for his goods than the price at which they are first offered, it may not be out of place to remark that he mainly succeeds in cheapening himself.

#### TRADE CONDITIONS IN OSHAWA.

**M**R. S. TORRENS, who carries on a general business at Oshawa, was in Toronto on Wednesday. He reports business fairly good. The grocery trade was, he declared, unaffected by the Toronto departmental stores, but they undoubtedly did injure the dry goods trade.

"Can they buy dry goods, as a rule, cheaper in the departmental stores?"

"No, they cannot, but the trouble is that one woman does not want to wear what another does in the way of dress goods, and, by coming to Toronto, she thinks she can better avoid doing so."

Mr. Torrens said that the canning factory at Oshawa is planning to put up a much larger quantity of goods this season than last season.

"Do you do much advertising?"

"Not in the local papers. I have found that the best way to reach the residents of the town is to issue dodgers, for there are certain classes that do not read the papers."

#### EARLY-CLOSING ITEMS.

There is a disposition to extend early closing in Sydney, N.S. At present the stores close at 6 p.m. only on Wednesday evening, but, according to a score of interviews published last week by the Sydney Post, it is clear that the general desire is to close at that hour at least two or three evenings a week.

A number of the leading city grocers would like to close their stores at 7 o'clock in the evening, but find some difficulty in getting all to agree. In fact, one or two positively decline.

In favor of the early closing it is pointed out that the grocery clerks work from 7 a.m. till 10 p.m., and on Saturday evenings till midnight. On other than Saturday evenings there is very little business done after 7 o'clock, and that little could be just as well done earlier without crowding the clerks, if it were understood that the stores would close at 7. The tendency has steadily been toward less and less buying in the evening, and it is held that there would be no loss of trade, no inconvenience to anyone, and a great boon conferred on those who work such long hours in the shops if early closing were made general—especially in summer.—St. John Sun, June 25.

The premises occupied for so many years by R. H. Ramsay & Son, wholesale produce dealers, 72 Front street east, Toronto, who have retired from business, are offered for rental by D. Gunn, Bros. & Co., 74 Front street east. These premises are well situated and suitably adapted to the needs of a wholesale fruit or produce business.

# CURRENT MARKET QUOTATIONS

July 4, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 42.

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

## BUTTER, CHEESE AND EGGS

|                                 | Montreal. |            | Toronto. |        | St. John, Halifax. |        |
|---------------------------------|-----------|------------|----------|--------|--------------------|--------|
|                                 | \$0 14    | \$0 14 1/2 | \$       | \$     | \$                 | \$     |
| Dairy, choice, large rolls, lb. | 16        | 17         | 16       | 17     | 18                 | 19     |
| " " pound blocks                | 16        | 17         | 16       | 17     | 18                 | 19     |
| " " tubs, best                  | 15        | 16         | 12       | 15     | 14                 | 15     |
| " " tubs, sec. grade            | 19 1/2    | 20         | 18       | 20     | 18                 | 20     |
| Creamery, boxes                 | 19 1/2    | 21         | 18       | 21     | 21                 | 22     |
| " prints                        | 9 1/2     | 10         | 9 1/2    | 10     | 10                 | 10 1/2 |
| Cheese, new, per lb.            | 11        | 11 1/2     | 11       | 11 1/2 | 10                 | 12     |
| Eggs, new laid, per doz.        |           |            |          |        |                    |        |

## CANNED GOODS

|                              |        |        |        |        |      |       |
|------------------------------|--------|--------|--------|--------|------|-------|
| Apples, 3's                  | 90     | 0 90   | 0 75   | 0 90   | 1 00 | 1 10  |
| " " gallons                  | 1 65   | 1 75   | 2 00   | 2 00   | 2 15 | 2 25  |
| Asparagus                    | 2 20   | 2 25   | 2 00   | 2 40   |      |       |
| Beets                        | 1 00   | 1 00   | 95     | 1 10   |      |       |
| Blackberries, 2's            | 1 40   | 1 30   | 1 40   | 1 70   | 1 50 | 1 80  |
| Blueberries, 2's             | 80     | 85     | 75     | 85     | 95   | 1 00  |
| Beans, 2's                   | 80     | 90     | 75     | 80     | 90   | 95    |
| Corn, 2's                    | 70     | 83     | 70     | 75     | 80   | 85    |
| Cherries, red, pitted, 2's   | 2 15   | 2 20   | 2 10   | 2 25   | 2 30 | 2 40  |
| " " white                    | 2 00   | 2 15   | 2 00   | 2 25   |      |       |
| Peas, 2's                    | 70     | 80     | 70     | 75     | 80   | 85    |
| " " sifted                   | 90     | 1 00   | 1 00   | 1 00   | 1 10 | 1 15  |
| " " extra sifted             | 1 00   | 1 10   | 1 25   | 1 30   | 1 20 | 1 25  |
| Pears, Bartlett, 2's         | 1 40   | 1 60   | 1 50   | 1 50   | 1 75 | 1 80  |
| " " 3's                      | 1 90   | 2 07   | 2 00   | 2 40   | 2 25 | 2 50  |
| Pineapple, 2's               | 1 75   | 2 40   | 2 25   | 2 50   | 2 15 | 2 25  |
| " " 3's                      | 2 40   | 2 60   | 2 50   | 2 60   | 2 50 | 2 60  |
| Peaches, 2's                 | 1 50   | 1 90   | 1 75   | 1 90   | 2 10 | 2 15  |
| " " 3's                      | 2 25   | 2 90   | 2 50   | 2 75   | 2 70 | 2 85  |
| Plums, green gages, 2's      | 1 25   | 1 35   | 1 10   | 1 25   | 1 30 | 1 60  |
| " " Lombard                  | 1 00   | 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     | 80     | 85     | 1 00 | 1 25  |
| " " gallon                   |        | 2 10   | 2 25   | 2 10   | 2 25 | 2 40  |
| Raspberries, 2's             | 1 45   | 1 60   | 1 60   | 1 80   | 1 70 | 1 75  |
| Strawberries, 2's            | 1 70   | 1 85   | 1 80   | 1 90   | 1 75 | 1 80  |
| Succotash, 2's               | 1 00   | 1 25   | 1 15   | 1 15   | 1 10 | 1 15  |
| Tomatoes, 3's                | 75     | 80     | 75     | 80     | 90   | 1 00  |
| Lobster, tails               | 2 75   | 3 20   | 3 25   | 3 70   | 3 25 | 3 25  |
| " " 1-lb. flats              | 3 00   | 3 75   | 3 50   | 3 70   | 1 25 | 1 25  |
| " " 1/2-lb. flats            | 1 75   | 1 85   | 1 75   | 1 83   | 1 83 | 1 75  |
| Mackerel                     | 1 00   | 1 10   | 1 15   | 1 25   | 1 35 | 1 45  |
| Salmon, sockeye, Fraser      | 1 50   | 1 85   | 1 75   | 1 85   | 1 50 | 1 75  |
| " " Northern                 |        |        | 1 60   | 1 65   | 1 50 | 1 60  |
| " " Horseshoe                | 1 10   | 1 25   | 1 25   | 1 30   | 1 25 | 1 30  |
| Sardines, Albert, 1/2's      | 12     | 12 1/2 | 12 1/2 | 13     | 14   | 15    |
| " " 3's                      | 20     | 21     | 20     | 21     | 20   | 21    |
| " " Sportsman, 1/2's         | 11 1/2 | 12     | 12     | 12 1/2 | 12   | 12    |
| " " 3's                      | 19     | 20     | 19     | 20     | 20   | 21    |
| " " key opener, 1/2's        | 9      | 11     | 10 1/2 | 11     | 16   | 18    |
| " " 3's                      | 18     | 18     | 18 1/2 | 23     | 10   | 11    |
| " " P. & C., 1/2's           | 20     | 22 1/2 | 23     | 25     | 23   | 25    |
| " " 3's                      | 27 1/2 | 30     | 33     | 36     | 33   | 36    |
| " " Domestic, 1/2's          | 4      | 4 1/2  | 4      | 4 1/2  | 4    | 4 1/2 |
| " " 3's                      | 7      | 8      | 9      | 11     |      |       |
| " " Mustard, 1/2 size, cases |        |        |        |        |      |       |
| 50 tins, per 100             | 7 50   | 11 00  | 8 50   | 9 00   | 8 00 | 9 00  |
| Haddies                      | 1 10   | 1 00   | 1 10   | 1 15   | 1 00 | 1 10  |
| Klippered Herrings           | 1 00   | 1 85   | 1 00   | 1 75   | 1 00 | 1 10  |
| Herring in Tomato Sauce      | 1 10   | 1 55   | 1 00   | 1 70   |      | 2 00  |

## CANDIED PEELS

|                |    |  |    |    |    |    |
|----------------|----|--|----|----|----|----|
| Lemon, per lb. | 10 |  | 11 | 12 | 12 | 13 |
| Orange, "      | 11 |  | 12 | 13 | 12 | 13 |
| Citron, "      | 15 |  | 15 | 17 | 15 | 17 |

## GREEN FRUITS

|                               |      |      |      |      |      |      |
|-------------------------------|------|------|------|------|------|------|
| Oranges, Rhodi                |      |      |      | 3 50 |      |      |
| " " Cal. late Valencia        |      |      |      | 5 00 |      |      |
| Lemons, Messina, per box      | 1 50 | 2 25 | 1 75 | 2 25 | 3 50 | 4 00 |
| Bananas, Firsts, per bunch    | 1 25 | 2 25 | 1 75 | 2 25 | 4 50 | 2 00 |
| Apples, per bbl               | 4 00 | 5 10 | 4 00 | 7 00 |      |      |
| Cocoanuts, per 100            |      |      | 3 50 | 3 75 | 3 00 | 3 25 |
| Pineapple, Florida, per crate |      |      | 3 50 | 4 00 |      |      |
| Strawberries, per quart       | 0 08 | 0 15 | 5    | 8    | 8    | 10   |
| Cal. Peaches                  |      |      | 1 50 | 2 50 |      |      |
| " " Plums                     |      |      | 1 75 | 2 25 |      |      |
| " " Apricots                  |      |      | 1 75 | 2 03 |      |      |
| " " Pears                     |      |      | 2 50 | 3 00 |      |      |

## SUGAR

|                                   |      |  |      |      |          |  |
|-----------------------------------|------|--|------|------|----------|--|
| Granulated St. Lawrence and Red   | 4 60 |  | 4 78 | 4 75 | 4 80     |  |
| Granulated Acadia                 | 4 55 |  | 4 73 | 4 67 | 4 67     |  |
| Paris lump, bbls. and 100-lb. bxs | 5 10 |  | 5 28 | 0 66 |          |  |
| " " in 50-lb. boxes               | 5 20 |  | 5 38 |      |          |  |
| Extra Ground 1c1g bbls.           | 5 10 |  | 5 55 |      |          |  |
| Powdered, bbls                    | 4 75 |  | 5 30 | 5 55 | 5 80     |  |
| Phoenix                           | 4 47 |  | 4 68 |      |          |  |
| Cream                             | 4 50 |  | 4 68 |      |          |  |
| Extra bright coffee               | 4 40 |  | 4 44 | 4    | 4 1/2    |  |
| Bright coffee                     | 4 30 |  | 4 44 | 3 75 | 4 00     |  |
| Bright yellow                     | 4 20 |  | 4 48 |      | 3 50     |  |
| No. 3 yellow                      | 4 05 |  | 4 23 | 3 80 | 3 92 1/2 |  |
| No. 2 yellow                      | 4 00 |  | 4 18 |      |          |  |
| No. 1 ye low                      | 3 85 |  | 4 03 |      |          |  |

## HARDWARE PAINTS AND OILS

|                                | Montreal. | Toronto. | St. John Halifax. |
|--------------------------------|-----------|----------|-------------------|
| Wire nails, base               | 2 85      | 2 85     | 3 20              |
| Cut nails, base                | 2 35      | 2 35     | 2 85              |
| Barbed wire, per 100-lb.       | 3 05      | 3 05     | 3 50              |
| Oiled and Annealed Wire, No. 9 | 2 80      | 2 80     |                   |
| White lead, Pure               | 6 25      | 6 37 1/2 | 6 80              |
| Linseed oil, 1 to 4 bbls., raw | 83        | 81       | 83                |
| " " " " boiled                 | 86        | 84       | 83                |
| Turpentine, single bbls.       | 55        | 55       | 57                |

## SYRUPS AND MOLASSES

|                             |       |       |    |    |
|-----------------------------|-------|-------|----|----|
| Syrups—                     |       |       |    |    |
| Dark                        | 1 7/8 | 30    | 32 |    |
| Medium                      | 2 1/4 | 35    | 37 | 34 |
| Bright                      | 2 3/4 | 3     | 36 | 38 |
| Corn Syrup, barrel, per lb. | 3     | 3 1/2 |    |    |
| " " " " 1/2 bbls. "         | 3 1/4 | 3 3/4 |    |    |
| " " " " kegs " "            | 3 1/4 | 3 3/4 |    |    |
| " " " " 3 gal. pails, each  | 1 40  | 1 40  |    |    |
| " " " " 2 gal. " "          | 1 05  | 1 05  |    |    |
| Honey                       |       | 40    |    |    |
| " " 25-lb. pails            | 90    | 1 00  |    |    |
| " " 38-lb. pails            | 1 20  | 1 40  |    |    |
| Molasses—                   |       |       |    |    |
| New Orleans                 | 22    | 30    | 23 | 60 |
| Barbadoes                   |       | 29    |    | 29 |
| Porto Rico                  |       |       | 38 | 42 |
| Antigua                     |       |       |    | 30 |
| St. Croix                   |       |       |    | 34 |

## CANNED MEATS

|                             |       |       |       |       |       |       |
|-----------------------------|-------|-------|-------|-------|-------|-------|
| Comp. corn beef, 1-lb. cans | 1 50  | 1 85  | 1 60  | 1 65  | 1 60  | 1 70  |
| " " 2-lb. cans              | 2 75  | 3 30  | 2 85  | 3 00  | 2 80  | 2 90  |
| " " 6-lb. cans              | 8 50  | 11 00 | 8 25  | 8 25  | 8 75  | 9 25  |
| " " 14-lb. cans             | 20 00 | 24 50 | 19 50 | 20 00 | 20 00 | 21 00 |
| Minced callops, 2-lb. can   |       | 2 75  |       | 2 60  | 2 50  | 2 80  |
| Lunch tongue, 1-lb. can     | 3 00  | 3 90  | 3 00  | 3 00  | 3 00  | 3 25  |
| " " 2-lb. can               | 6 00  | 7 90  | 7 00  | 5 80  | 5 80  | 6 00  |
| English brawn, 2-lb. can    | 2 40  | 2 75  |       | 2 45  | 2 75  | 2 80  |
| 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  |       |
| " " 2-lb. can               | 2 40  | 2 45  |       | 2 20  | 2 25  |       |
| Soups and Boull, 2-lb. can  | 1 75  | 2 50  |       | 1 80  | 1 75  |       |
| " " 6-lb. can               | 3 50  | 5 85  |       | 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

|                           |        |        |       |        |       |        |
|---------------------------|--------|--------|-------|--------|-------|--------|
| Foreign                   |        |        |       |        |       |        |
| Currants, Provincial, bbl |        |        |       |        | 12    | 12 1/2 |
| " " 1/2-bbls.             |        |        |       |        |       |        |
| " " Filletas, bbls        | 10     |        |       |        |       |        |
| " " 1/2-bbls              | 10     |        |       |        |       |        |
| " " cases                 | 10     | 9 1/2  | 10    |        |       |        |
| " " Patras, 1/2-cases     | 10 1/2 | 9 1/2  | 10    | 12 1/2 | 12    |        |
| " " 1/2-bbls              |        |        |       |        |       |        |
| " " cases                 | 11     | 10 1/2 | 11    |        |       |        |
| " " 1/2-cases             | 11     | 1 1/2  | 11    |        |       |        |
| Vostizas, cases           | 14     | 15     | 12    | 13     |       |        |
| Dates, Holloweys          |        | 3 1/2  |       | 4      | 3 1/2 | 4      |
| " " Sairs                 |        | 3      |       | 3 1/2  | 4     |        |
| Figs, 10-lb. boxes        | 70     | 90     | 9 1/2 | 12     | 10    | 12     |
| " " Mats, per lb.         | 3 1/2  | 3 1/4  |       | 3 1/2  |       |        |
| " " 7-cr., 28-lb. boxes   |        |        |       | 16     |       |        |
| " " 1-lb. glove boxes     |        |        |       | 12     |       |        |
| Prunes, California, 30's  | 8      | 8      | 8 1/2 | 10     | 12    |        |
| " " 40's                  | 7 1/2  | 7 1/2  | 7 1/2 | 8 1/2  | 9     |        |
| " " 50's                  | 7      | 7      | 7     | 7 1/2  | 8     |        |
| " " 60's                  | 6 1/2  | 6      | 6     | 6 1/2  | 7 1/2 |        |
| " " 70's                  | 6      | 6      | 6     | 6 1/2  | 7     |        |
| " " 80's                  | 6      | 5 1/2  | 6     | 6 1/2  | 6 1/2 |        |
| " " 90's                  | 5 1/2  | 5      | 5 1/2 | 5 1/2  | 6     |        |
| " " 100's                 | 5      | 4 1/2  | 5     | 5      | 6     |        |
| " " Bosnia, A's           |        |        |       | 9      |       |        |
| " " B's                   |        |        |       | 7 1/2  |       |        |
| " " U's                   |        |        |       | 6 1/2  |       |        |
| " " French, 50's          |        |        |       | 5      |       |        |
| " " 110's                 | 3 1/4  | 3 1/2  | 3 1/4 | 4      |       |        |
| Raisins, Fine off stalk   | 5      | 5 1/2  | 5     | 7      | 8     | 8 1/2  |
| " " Selected              | 5 1/2  | 6      | 5 1/2 | 7 1/2  | 9     | 9 1/2  |
| " " Selected layers       | 6      | 6 1/2  | 6     | 7 1/2  | 10    | 10     |
| " " Sultanas              | 8      | 10     | 9     | 12     | 10    | 12     |
| " " California, 2-crown   | 5      | 5 1/2  |       | 9      | 9     | 9 1/2  |
| " " 3-crown               | 6      | 6      |       | 7 1/2  | 8 1/2 | 9      |
| " " 4-crown               | 6      | 6 1/2  |       | 8 1/2  | 9     | 9 1/2  |
| " " seeded, 3-cr.         | 9 1/2  | 10     | 10    | 11     | 10    | 10 1/2 |
| " " Malaga, Lon. layers   | 1 50   |        |       | 2 00   | 2 25  | 2 40   |
| " " Black baskets         |        |        |       | 2 50   | 2 75  |        |
| " " Blue baskets          |        |        |       | 2 80   | 3 00  |        |

# COURTENAY'S ORIGINAL AND GENUINE . . .

## WORCESTERSHIRE SAUCE. THE PUREST SAUCE MADE.

Manufactory :

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Canadian Agents.

W. H. Dunn, 295 St. Paul St., Montreal.

H. Wright & Co., 51 Colborne St., Toronto



# PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

AGENTS :

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

Halifax, N.S.—J. Peters & Co., 47 Upper Water St.

St. John, N.B.—Robert Jardine.

Montreal—J. M. Kirk, 18 Hospital St.

Toronto—J. Westren & Co., 72 Colborne St.

Hamilton—Imperial Vinegar Co.

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

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

| COFFEE                              | Montreal. | Toronto.    | St. John, Halifax. |
|-------------------------------------|-----------|-------------|--------------------|
| Green—                              |           |             |                    |
| Mocha.....                          | 24        | 23 28       | 25 30              |
| Old Government Java.....            | 27        | 22 30       | 25 30              |
| Rio.....                            | 10        | 7 9 9 1/2   | 12 13              |
| Santos.....                         |           | 9 10 1/2    |                    |
| Plantation Ceylon.....              | 29        | 26 30       | 29 31              |
| Porto Rico.....                     |           | 22 25 24 26 |                    |
| Gautemala.....                      |           | 15 20 25 26 |                    |
| Jamaica.....                        | 18        | 15 20       | 18 22              |
| Maracaibo.....                      | 13        | 13 18       | 13 15              |
| <b>NUTS</b>                         |           |             |                    |
| Brazil.....                         |           | 15 16       | 8 9                |
| Valencia shelled almonds.....       | 31 32     | 30 35       | 22 25              |
| Tarragona almonds.....              | 11 12 1/2 | 13 14       | 13 15              |
| Formegetta almonds.....             |           | 14 1/2      |                    |
| Jordan shelled almonds.....         | 40        | 40 43       |                    |
| Peanuts (roasted).....              | 7 8       | 8 10        | 9 10               |
| " (green).....                      | 6 7       | 7 9         |                    |
| Cocoanuts, per sack.....            | 3 00      | 3 75        | 3 50 4 00          |
| " per doz.....                      |           | 60          | 60 70              |
| Grenoble walnuts.....               | 9 10      | 10 12       | 9 12               |
| Marbot walnuts.....                 | 7 8       | 9 10        | 9 10               |
| Bordeaux walnuts.....               | 7 8       | 9 10        | 9 10               |
| Sicily filberts.....                | 9 10      | 10 11 1/2   | 9 10               |
| Naples filberts.....                |           | 10 11       | 10 11              |
| Pecans.....                         | 10 12     | 13 15       | 12 14              |
| Shelled Walnuts.....                | 19 20     | 20 25       |                    |
| <b>SODA</b>                         |           |             |                    |
| Bl-carb, standard, 112-lb. keg..... | 1 65 1 80 | 2 00 2 25   | 1 70 1 75          |
| Sal soda, per bbl.....              | 70 75     | 80 90       | 85 90              |
| Sal Soda, per keg.....              | 95 1 00   | 1 00        | 95 1 00            |
| Granulated Sal Soda, per lb.....    |           | 1           |                    |
| <b>SPICES</b>                       |           |             |                    |
| Pepper, black, ground, in kegs..... |           |             |                    |
| " palls, boxes.....                 | 16 18     | 18          | 14 15              |
| " in 5-lb. cans.....                | 14 17     | 19          | 15 16              |
| " whole.....                        | 15 17     | 19          | 12 13              |
| Pepper, white, ground, in kegs..... |           |             |                    |
| " palls, boxes.....                 | 26 27     | 26 27       | 24 26              |
| " 5-lb. cans.....                   | 25 26     | 25 26       | 20 22              |
| " whole.....                        | 23 25     | 23 25       | 20 22              |
| Ginger, Jamaica.....                | 19 25     | 22 25       | 20 25              |
| Cloves, whole.....                  | 12 30     | 14 35       | 18 20              |
| Pure mixed spice.....               | 25 30     | 25 30       | 25 30              |
| Cassia.....                         | 13 18     | 20 40       | 16 20              |
| Cream tartar, French.....           | 25 24     | 25 20       | 22 22              |
| " best.....                         | 28 28     | 25 30       | 25 30              |
| Allspice.....                       | 10 15     | 13 16       | 16 18              |
| <b>WOODENWARE</b>                   |           |             |                    |
| Palls, No. 1, 2-hoop.....           | 1 90      | 1 60        | 1 90               |
| " 3-hoop.....                       | 2 05      | 1 75        | 2 05               |
| " half, and covers.....             | 1 75      | 1 70        | 1 75               |
| " quarter, jam and covers.....      | 1 45      | 1 20        | 1 45               |
| " candy, and covers.....            | 2 70 3 20 | 1 75 2 70   | 3 20               |
| Tubs No. 0.....                     | 11 00     | 8 50        | 11 00              |
| " 1.....                            | 9 00      | 7 00        | 9 00               |
| " 2.....                            | 8 00      | 6 25        | 8 00               |
| " 3.....                            | 7 00      | 5 35        | 7 00               |

| PETROLEUM                                      | Montreal.     | Toronto.    | St. John, Halifax. |
|------------------------------------------------|---------------|-------------|--------------------|
| Canadian water white.....                      | 14 1/2 15 1/2 | 17 1/2      | 17 17 1/2          |
| Sarnia water white.....                        | 16 17         | 16 1/2      | 17 17 1/2          |
| Sarnia prime white.....                        | 18 19         | 15 1/2      | 16 1/2 16 1/2      |
| American water white.....                      |               | 17 1/2      | 18 18 1/2          |
| Pratt's Astral (barrels extra).....            | 18 1/2 19     | 17 1/2      | 19 19 1/2          |
| <b>TEAS</b>                                    |               |             |                    |
| Congou—Half-chests Kaisow, Moning, Paking..... | 13 60         | 12 60       | 11 40              |
| " Caddies Paking, Kaisow.....                  | 17 40         | 18 50       | 15 40              |
| Indian—Darjeellings.....                       | 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.....                          | 17 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 38         | 22 38       |                    |
| " Half-chests, seconds.....                    | 17 19         | 17 19       |                    |
| " thirds.....                                  | 15 17         | 15 17       |                    |
| " common.....                                  | 13 14         | 13 14       |                    |
| Pingsueys—                                     |               |             |                    |
| " Young Hyson, 1/2-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—                                        |               |             |                    |
| " 1/2-chests, finest May pickings.....         | 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         | 18 20       |                    |
| " Common.....                                  | 13 15         | 15 17       |                    |
| " Nagasaki, 1/2-chests, Pekoe.....             | 16 22         |             |                    |
| " " Oolong.....                                | 14 15         |             |                    |
| " " Gunpowder.....                             | 16 19         |             |                    |
| " " Siftings.....                              | 7 11          |             |                    |
| <b>RICE, MACARONI, SAGO, TAPIOCA.</b>          |               |             |                    |
| Rice—Standard B.....                           | 3 00 3 10     | 3 1/2       | 3 25 3 40          |
| " Patna, per lb.....                           | 4 25 4 50     | 4 1/2 5     | 5 6                |
| " Japan.....                                   | 4 40 4 90     | 4 1/2 5 1/2 | 5 6                |
| " Imperial Seeta.....                          | 4 60 4 90     | 4 1/2 5 1/2 | 5 6                |
| " Extra Burmah.....                            |               | 4 1/2 5 1/2 | 5 6                |
| " Java, extra.....                             |               | 6 6 1/2     | 6 7                |
| " Macaroni, dom'ic, per lb., bulk.....         | 5 6           | 7 1/2       |                    |
| " " Imp'd, 1-lb. pkg., French.....             | 8 12          | 9 10        |                    |
| " " " Italian.....                             | 8 10          | 11 12 1/2   |                    |
| Sago.....                                      | 3 1/2 4       | 4 1/2       | 4 1/2 5            |
| Tapioca.....                                   | 3 1/2 4       | 4 1/2       | 4 1/2              |

## AMONG TORONTO RETAILERS.

THE FRUIT  
TRADE OF  
TORONTO.

I wonder how many grocers realize the magnitude of the fruit trade of Toronto, especially on a record day like Tuesday of this week. A couple of commission fruit dealers figured out on Tuesday night the extent of the trade in strawberries that had been done in the Scott street market during the day. Their estimate was 350,000 quart baskets, which, at an average of 5c., would mean \$17,500. This was in strawberries alone, though, of course, this was the great bulk of the trade done during the day. The other lines would, however, easily increase the total fruit trade of the day to \$20,000, or possibly to \$25,000, which is quite a respectable sum for one day's fruit trade.

EARLY  
CLOSING  
MATTERS.

Though from the lack of legal action or public agitation the opinion might readily be formed that early closing is a dead issue in Toronto, this is far from being the case. The decision of Judge Macdougall in quashing the convictions of Messrs. Reddock and Henry, made it impossible to proceed further with the by-law as it stands to-day. The committee of the Retail

Grocers' Association, which represents the body favorable to the by-law, has decided to press for such amendments to the by-law as are necessary to make it enforceable. When the essential amendments have been secured, test cases will be made. In fact, the intention of the Retail Grocers' Association, which represents in this matter fully three-quarters of the grocers of the city, is to continue their efforts to secure a sound, workable by-law. Once it is secured, it will in all probability be permanent. Success in Toronto would likely lead to attempts to secure similar by-laws in other centres, such as Hamilton, where action has been deferred because of the decision of Judge Macdougall.

THE GROCERS'  
PICNIC AT  
OSHAWA.

The arrangements for the 12th annual picnic of the Toronto Retail Grocers' Association at Prospect Park, Oshawa, on July 24 are progressing favorably. The donations of prizes from manufacturers and jobbers have been fully up to the usual standard both in number and value, so the list of sporting events will be as large and varied as usual. The event of the day will be the baseball match between the grocers

of the east and west ends of Toronto. Both teams include several players of established reputation, and as the contest approaches interest is increasing. Another event which is exciting much enthusiasm is the quoit tournament, which will be open to members of the grocers' and city travellers' associations. Of the racing events the most interesting will probably be the relay race, each team competing to have ten runners. This is always an exciting race, but is especially so when some of the runners are "unknown quantities" in the sporting line.

THE RAMBLER.

## A NOTABLE WINDOW.

A half inch filling of fine white salt between the front glass and boards 15 in. high, and a thin coating on an elevated platform with half a dozen lumps of rock salt in the centre; bottled pickles arranged on lumps of salt, and over the rock salt hangs a flowerpot of drooping vine, fancy groceries decorating the apparent "salt bank"; pyramids of canned goods and white butter cloth background—attracted attention in the Hartney store of The A. E. Hill Co., Limited.

HOW MUCH  
DID YOU SAY?

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

The Computing Scale Company,  
Dayton, Ohio.

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

## THE PROVISION TRADE.

The Markets—Horse Pickling in Oregon—Miscellaneous Notes.

### HORSE PICKLING IN OREGON.

**A**N Oregonian writes to The Breeders' Gazette in relation to Oregon horses, in this characteristic style:

"We have a horse-pickling plant in Linnton, Ore. They are killing a large lot of horses. The meat goes to the Old Country. The demand is growing every year. It takes about six horses to fill a barrel. Everything is used for something. Fertilizer is made out of the blood. Every horse has to pass inspection; every piece has a tag on it as to health. All horses that become unfit for service go to the pickle if healthy, otherwise into the fertilizer tanks.

"One never sees the Oregonian look at a horse's eyes nor inquire as to heaves; these diseases are not here nor were they ever here. I doubt very much if there is any glanders in our Northwest country. Some great stuff has been raised on the range. There ought to be. Some of the best blood in America is on the range."

We might slip in the remark right here that we hope Chicago and further east are not considered a part of the territorial expression, "The Old Country." Just now our stomach has the anti horse meat feeling. We prefer the old style of still riding the horse and not the new one of eating the animal and being afterwards ridden by a night mare conjured upon our brain by some pickled horse steak, while the automobile shies past on its tearing rubber legs.—National Provisioner.

### PRODUCE IMPORTS INTO LIVERPOOL.

According to the weekly circular of the Anglo-Canadian Produce Co., Limited, the imports of dairy produce and provisions into Liverpool this year up to June 13 and for the corresponding period last year were as follows:

|             | To June 20,      | To June 19,     |
|-------------|------------------|-----------------|
| Cheese..... | 296,574 boxes    | 370,157 boxes   |
| Butter..... | 146,679 packages | 28,479 packages |
| Bacon.....  | 296,525 boxes    | 288,318 boxes   |
| Hams.....   | 117,969 boxes    | 119,487 boxes   |
| Lard.....   | 35,660 tons      | 20,950 tons     |

Stocks in Liverpool at the different undermentioned dates were as follows:

|                   | April 30, 1901 | Mar. 31, 1901 | April 30, 1900 |
|-------------------|----------------|---------------|----------------|
| Cheese.....       | 46,688 boxes   | 58,897 boxes  | 56,620 boxes   |
| Butter.....       | 1,594 pcks.    | 3,111 pcks.   | 2,919 pcks.    |
| Bacon.....        | 16,847 boxes   | 15,989 boxes  | 12,678 boxes   |
| Hams.....         | 5,690 boxes    | 6,204 boxes   | 7,464 boxes    |
| Shoulders.....    | 2,845 boxes    | 2,394 boxes   | 2,548 boxes    |
| Lard, prime steam | 2,810 tierces  | 2,159 tierces | 16,228 tierces |
| " refined "       | 1,024 tons     | 553 tons      | 1,124 tons     |

### PRESERVATION OF EGGS IN GERMANY.

Consul General Guenther, of Frankfort, June 4, 1901, sends the following extracts

from an article on the results of experiments in preserving eggs, which appeared in a recent issue of a technical journal:

Four hundred fresh hen eggs were subjected to the action of different substances for a period of eight months. At the expiration of that time it was found that the eggs which had been put into salt brine were all spoiled; that those which had been wrapped in paper were 80 per cent. bad, and that a like percentage of those which had been immersed in a mixture of glycerine and salicylic acid were unfit for use. Of the eggs which had been rubbed with salt, or embedded in bran, or coated with paraffin, 70 per cent. were spoiled; of those subjected to a coat of liquid glass, collodion, or varnish, 40 per cent.; and of those which had been placed in wood ashes or had been painted with a mixture of liquid glass and boracic acid, or a solution of permanganate of potash, only 20 per cent. were bad. Almost all the eggs that had been coated with vaseline, or had been placed in lime-water or in a solution of liquid glass were in good condition.

### CANADIAN PROVISIONS IN ENGLAND.

A cable from London, Eng., says: "American provision importers in London view with dismay the Canadian project to build fast steamers to transport dairy and other perishable produce to British markets. They are strongly of the opinion that unless the United States Department of Agriculture speedily awakes to the seriousness of the situation Americans will be excluded from the British provision trade. Canadian bacon has already practically superseded the American product. This is shown by the statistics of imports. In 1889 Canada sent to England 4,000,000 lb. of bacon, valued at \$384,000. The importation was increased last year to 135,000,000 lb., valued at \$12,750,000."

### THE PROVISION MARKETS.

#### TORONTO.

The abundance of fresh fruits and the extreme heat have combined to limit the sales of all dressed meats to very small compass. This week is, in fact, the dullest of the season in fresh-dressed meats, especially pork. Spring lambs are in fair request. Prices are unchanged throughout, except for dressed hogs, which are 50c. lower. We now quote as follows: Dressed hogs, \$8.50 to \$9.00 per cwt.; sheep, \$6 to \$7 per cwt.; yearling lambs, \$6 to \$8.50 per cwt.; spring lambs, 12 to 13c. per lb.; beef carcasses \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8 to 9c. for best; fore quarters, \$6 for best; calves, \$8 to \$8.50 for best and \$6 to \$7 for mediums.

Both the domestic and the export demands for smoked and salted meats continue steady, and as stocks are moderate prices are firm. We quote: Long clear bacon, 11c. Smoked meats—Breakfast bacon, 14½ to 15c.; rolls, 11½ to 12c.; small hams, 13½c.; medium

hams, 13c.; large hams, 12 to 12½c.; shoulder hams, 11c.; backs, 14c. Barrel pork—Canadian heavy mess, \$19.50 to \$20; Canadian short cut, \$21; lard, tierces, 10¼c.; tubs, 11c.; pails, 11¼c. The good demand and firm price of provisions keeps the live hog market firm at \$7 to \$7.25. Deliveries are fairly good.

#### MONTREAL.

The market for both pork and lard remains firm, and shows no weakening tendency. Some houses have again advanced their price of pure lard to \$2 30 per pail, while others are still quoting \$2.25. We now quote: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2 30 per pail; refined lard compound (Fairbank's), \$1.88 for 1 to 24 pails; \$1.86 for 25 to 49 pails; \$1.82 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9¼c. per lb. in tierces, and 10¼c. in 20-lb. pails and 10c. in 50-lb. boxes, for Quebec.

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

Barrelled goods are quiet. Prices are firm, particularly in pork. In smoked meats prices are high. Hams have a fair sale. Lard is still high. The local market is well supplied.

#### NEW YORK

In New York, the exporters are buying mess pork moderately at firm prices. A quiet market prevails here for Western lard. The city lard is bought up close to offerings by shippers or refiners. The continent business in refined lard is of a conservative order. The city cutters are getting ¼ to ½c. more money for bellies, with 12 lb. loose pickled now selling at 10c.; the accumulations are moderate after very good demands from the mining regions. There are freer sales of pickled shoulders and hams, with no trouble found in sustaining strong prices.—National Provisioner.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

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

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

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

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

**D. GUNN, BROTHERS & CO.**

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



All the up-to-date are selling

REGISTERED  
*Bow Park*  
BRAND

**Sweet Pickles**

Are you?

Better write us for quotations, or your wholesaler will give them to you.

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

# BREAKFAST BACON.

REGISTERED  
*Bow Park*  
BRAND  
**BACON**

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

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

## Sugar-Cured MEATS

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

### SHOULDERS

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

**F. W. FEARMAN CO.**

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

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



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

**CRANSTON'S DUE BILLS.**

For village, town and city merchants no invention of modern trade requisites is more useful than Cranston's trade due bills, manufactured by J. K. Cranston, Galt, Ont. These trade due bills are designed to lessen labor and correct the evils of the produce and credit business. They are made of fine, durable, colored cardboard in 1, 5, 10, 25, 50c. and \$1 styles, or currency denominations. In exchanging produce they are extremely useful. Also the merchant who has customers to whom he has been granting credit, charging up each item, whether the amount be 1c. or 50c., making out statements and arranging settlements, and having the annoyance of disputed accounts and losses caused by forgetting to make charges when extremely busy, etc., simply issues to his customers due bills covering the amount such customer will probably want credit for, and charges this amount in one single item, and when settlement is made, by giving an attractive discount, you get cash in advance, and thus both are benefited. In the meantime, the due bills are used by the customers in buying supplies, paying for purchases same as paying cash. Merchants who have used these due bills say that they find them economical, useful and convenient, and also that customers like them, and trade increases by their use.

**WALLACEBURG BEET SUGAR CO.**

The organization of the Wallaceburg, Ont., Beet Sugar Co. has been completed. On Wednesday last week the organization meeting was held in J. S. Fraser's office and within half an hour the entire amount of stock, \$300,000, was subscribed. The factory is to cost \$600,000, and will be bonded for balance of amount required. Among those present at the meeting and who are all heavy stockholders, were: B. Boutell, H. Gillett, Dr. John McLurg, Selwyn Eddy, H. B. Smith, Charles Moore, David LeFavour, W. Starkley and G. W. McCormick, of Bay City; Capt. Forbes, of Port Huron; Capt. J. W. Steinhoff, D. A. Gordon and J. S. Fraser, of Wallaceburg.

D. A. Gordon was elected president, B. Boutell, vice-president, and H. B. Smith, treasurer. Ten directors constitute the Board, four of whom, Messrs. Steinhoff, Gordon and Fraser, with one to be chosen, are from Wallaceburg.

It is intended to have the building erected before winter begins.

Metcalf & Son, oatmeal millers, Portage la Prairie, Man., are erecting a brick warehouse for storing rolled oats.

# We are always improving

All our lines are of first-class quality  
and have bright catchy labels.

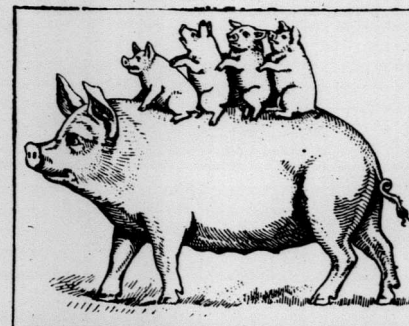
## 60 Varieties

They're Clark's.

They're Right.



**LARD** Guaranteed  
**PURE.**



**BACON and  
HAMS**

of the Best Quality.

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

# Canadian Bacon.

## THE BEST QUALITY

**OUR BRANDS**

meet the requirements of the  
most exacting trade.

**MILD CURED  
FULL FLAVORED  
CAREFULLY SELECTED  
ALWAYS RELIABLE**

**PEA FED WILTSHIRE CUT  
LONG RIB CUT  
CUMBERLAND CUT  
LONG CUT HAMS**

# The Park, Blackwell Co., Limited

Packers and Exporters.

**TORONTO, CANADA.**

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

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

# Ceylon and Indian Teas— Black or Green.

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

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

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

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.



## A CHANGE IN PURE GOLD.

Thos. B. Greening & Co., Hamilton, have sold out their business to Balfour, Stewart & McLaren, of the same city. Mr. Greening has bought out the interests of the late Mr. Jardine in The Pure Gold Manufacturing Co., Limited, Toronto, and at the beginning of next year will be actively identified with that company as its president. Mr. R. A. Donald will continue as partner and general-manager, and, in other respects, the business of the company will be conducted as formerly.

A site has been bought on Wellington place, Toronto, whereon a larger factory than their present one will be erected, and the business will be generally extended. The union of Mr. Greening's interests and that of The Pure Gold Manufacturing Co., Limited, is considered as likely to be one of much power and influence.

The firm which succeed Thos. B. Greening & Co. in Hamilton is composed of Walter Balfour and Robert Stewart, who have had many years' experience in the tea and coffee business, and are well known to the trade, and Henry E. McLaren, who will attend to the firm's finances.

## THE CAPSTAN CO'S NEW QUARTERS.

The Capstan Manufacturing Co., formerly of Collingwood, has removed their business and manufacturing plant to Toronto, and are now installed in their new premises at 50 Jarvis street. This company is favorably known to the grocery trade of Ontario, and their large number of customers in the Province will be glad to learn that increased sales of the popular "Capstan" brands of goods manufactured by them have necessitated their removal to a larger shipping centre than the flourishing northern town of Collingwood.

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

Any Shape, all Processes, for any purpose, from 1 to 17 Colors.

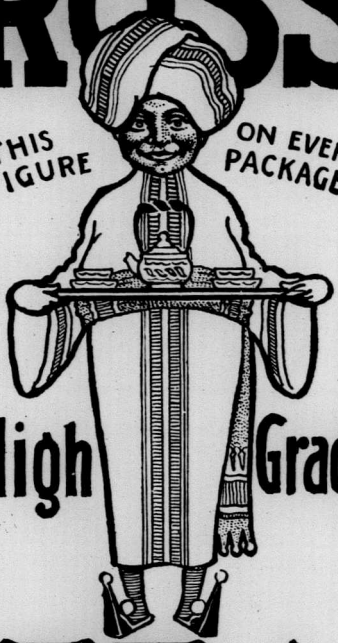
## LABELS

STOCK LABELS for Maple Syrup, Preserves, Liquor, etc.

LEVY & CO., 19 Leader Lane. TORONTO.

**ROSS'**

THIS FIGURE ON EVERY PACKAGE



High Grade

**TEA**

THE ORIGINAL PURE CEYLON.

It seems strange in face of all the claims that have been made, that it was left for us to put up the first pure Ceylon tea. No doubt there will be many follow us, but we want to impress on the trade generally that Ross' High-Grade Ceylon Tea is the only absolutely pure Ceylon tea on the market.

All others, without exception, are mixed with China and India teas.

Ross' High-Grade Ceylon Tea is put up in one grade only, the highest, packed in 5, 10, 25 and 50c. packages, black, green and mixed.

The 25c. package contains 10 ounces, the 50c. package contains 20 ounces, of the finest tea you can buy in any shape or form.

THE ROSS TEA CO. - - TORONTO.

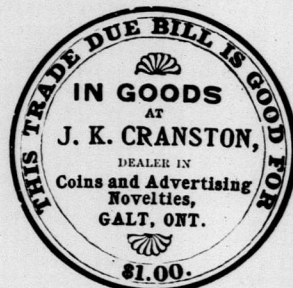
Owing to the increased demands on us by the grocery trade, who recognize the worth and selling qualities of

## "Capstan" Brand

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

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

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



## Aluminum Coins and Due Bills.

Made in colored Card and Board. Once used never discarded. Also made in Aluminum or Brass for Bakers' and Milkmen.

Boon for Merchants.  
The Cranston Trade Due Bill.

Our Due Bill System simplifies trade, makes the produce business a source of pleasure, profit and a means of advertising that is most valuable. Farmers like the Due Bill Coin almost as much as cash. They make new customers for the merchant. Made in 1c., 5c., 10c., 25c., 50c. and \$1.00 sizes. Price in Colored Card style, \$5.00 per 1,000, \$8.50 per 2,000. Price in Aluminum or Brass (assorted

sizes) first thousand \$21.00; second thousand \$18.00; third thousand \$17.00. Send 2c. for sample.

J. K. CRANSTON, GALT, ONT.



THE TIME TO INSURE IS

**NOW**

While you are WELL, STRONG and INSURABLE

The **Confederation Life**

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.

PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B., - - President.  
W. H. Beatty, Esq., W. D. Matthews, Esq., - Vice-Presidents.

W. C. MACDONALD,  
ACTUARY.

J. K. MACDONALD,  
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

# JAPAN TEA

Japan Tea is the highest priced tea on the Canadian or American markets to-day, and this after years of acquaintance on the part of the public. What then must we deduce from this-- Japan Tea has proven itself to be the best tea obtainable. If people are willing to show a preference for it in this way, **it is not likely to be displaced very easily.**

Every pound is inspected before shipment.

Every pound is pure Japan Tea.

Every pound is clean.

It is the "commanding officer" of the tea market—it leads—others follow.

# JAPAN TEA

## MANITOBA MARKETS.

WINNIPEG, July 3, 1901.

THE week has been fine with the exception of a very heavy rainstorm Tuesday evening. The storm broke about 8 p.m. and lasted until 3 a.m. Wednesday, and during that time more rain fell than even the "oldest inhabitant" remembers falling in a like period of time; in fact, for a time it was such a deluge that the city sewers could not carry it away, and it was backed up on some of the basements to a depth of two feet and on the streets to a depth of several inches. Although the storm covered a large section of the Province and was accompanied by severe thunder and lightning, with slight downfall of hail in some parts, no reports of serious damage have come to hand, and the crop prospects still continue all that could be desired.

Trade has been excellent all the week, and more than one wholesale house is expressing surprise at the amount of money coming in, and state that paper is being well met at the banks. This increase in the circulation of money is due to the good price realized by farmers for their stockers, the cash being paid by creameries to the farmers, and the general activity in all lines of farm produce.

FLOUR—This market is fairly active, but shows a drop of 5c. per sack on almost all grades, owing, no doubt, to the weakness of wheat prices. Lake of the Woods Milling Co., Five Roses, \$2; Red Patent, \$1.85; Medora, \$1.40; XXXX, \$1.10 per 98 lb. sack. Ogilvie Milling Co., Hungarian Patent, \$2; Glenora, \$1.85; Alberta, \$1.65; Manitoba, \$1.50; Imperial XXXX, \$1.10.

CEREALS—The demand in this market is normal and without change of price. Rolled oats, which is the line showing heaviest sales, are firm at \$2.05.

EVAPORATED AND DRIED FRUITS—Evaporated apples are scarce and firm in price. Several sales were made this week at 8c. Dried are also firm, but the demand is slight. Quotations are 6 to 6½c. All reports go to show that the apricot crop is short, and prices will be high. The opening price here will be 14c. this year, as against 9½c. a year ago. Peaches are not yet quoted up, but the crop is reported to be abundant. Prunes also will be cheap. A large quantity of last year's crop is still in the dealers' hands, and this season's crop is very abundant.

CANNED GOODS.—The new pack of strawberries is expected on this market in a few days. The reports from Ontario indicate a liberal crop, and the opening price will be \$3.25. Raspberries will prob-

ably open about \$3.15. Vegetables are not yet quoted, but, no doubt, peas will be quoted in a few days. Last season's goods are selling well and old stocks will be pretty well cleaned up by the arrival of new goods. Standard packs are maintaining prices well, but there is a great variety of quotations for other packs.

GREEN FRUITS—This market is active in all lines. We quote: Peaches, \$2.00; plums, \$2.25; apricots, \$2; cherries, \$2; Ontario strawberries, \$3.50 per crate; pines, \$2.50 and \$2.75 per doz.; fancy bananas, \$2.75 to \$3.25 per bunch; lemons, \$5.50; oranges, \$3.50 to \$4.75.

VEGETABLES—The first new potatoes are in, and quoted at 4c. per lb.; new beets and carrots, 75c. per doz. bunches; cauliflower, 85c. per doz; cabbage, 4c. per lb.; asparagus, 60c.; cucumbers, \$1 per doz.

CURED MEATS—This market is without change of any kind. Prices are firm and demand fair.

BUTTER—Creamery, 15½ to 16c. Supply is large. Dairy is abundant and prices firm at 10 to 13c., according to grade.

CHEESE—Market is good and prices have ranged from 8 to 8½c. Produce houses are predicting lower prices, but it would seem that prices should remain firm, especially during present scarcity of boxes.

EGGS—Supply is fair, and price 10½c. delivered Winnipeg.

## NOTES.

Mr. J. J. Codville, of the firm of Codville, & Co., left this week for his summer home at St. Patrick's, Quebec.

Mr. Kenneth J. Johnston, of Bright & Johnston, wholesale fruiterers, left this week with his wife and family to visit his old home in St. Catharines and the Pan-American Exposition. While in the East he will interview a number of Ontario fruit growers with reference to shipments of Ontario fruit to this market.

Mr. D. M. Hirne, city traveller for Campbell Bros. & Wilson, has left on a long vacation tour, which will embrace a visit to the Glasgow Exposition. Just as his train pulled out a number of his friends who had gathered to wish him bon voyage, handed him a box of choice cigars and a purse containing \$50 in gold.

Mr. W. B. Buckley, of the Gatehead Mills, Delph, England, is a visitor in the city this week, returning from a year's trip around the world. Although the mills of Wm. Buckley, sr., are devoted to shawls and woollens, Mr. Buckley has made it his business to inquire into the status of all classes of British manufactures in the colonies. He left Monday for the east and will visit Toronto, Montreal and other points.

## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of C. F. Avar & Son, general merchants, Great Shemong, N.B. has been held. Alderis Lacombe, grocer, Montreal, has assigned.

G. Charette, general merchant, St. Marie de Blandford, Que., has assigned.

J. C. Downs & Co., grocers, Stanstead, Que., are offering to compromise.

John Parker, general merchant, Dunbarton, Ont., has assigned to D. H. Ward.

Bilodeau & Chalifoux have been appointed curators of Oscar Voisard, grocer, Hull, Que.

H. L. Salmon, tobacconist, Victoria and Vancouver, has compromised at 50c. on the dollar.

C. J. Belanger, general merchant, Portneuf (Saguenay), Que., is offering 40c. on the dollar.

## PARTNERSHIPS FORMED AND DISSOLVED.

Fair & Naien, general merchants, Watson's Corners, Ont., have dissolved, each continuing alone.

P. Massicotte & Co., grocers, etc., Montreal, have dissolved, and Therese Massicotte has registered as proprietress.

John A. Scott and Clara J. McClung have registered partnership under the style of Miller, Scott & Co., provision dealers, etc., Victoria.

## SALES MADE AND PENDING.

R. J. Riddell, general merchant, Hyndford, Ont., has sold out.

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

C. H. Schleacow, grocer, etc., Ottawa, is offering his business for sale.

Geo. P. Leitch, general merchant, Spry, Ont., is advertising his business for sale.

The assets of A. Lamontagne, Confectioner, Quebec, are to be sold on July 10.

The stock of H. A. Bigham, grocer, etc., Culloden, Ont., has been sold at 51c. on the dollar to Wm. Barnard.

A. Cote & Fils, general merchants, St. Fabien, Que., have sold their stock to Bellevance & Frere at 62c. on the dollar.

## CHANGES.

Keeler & Constance, general merchants, Mount Sicker, B.C., are out of business.

E. N. Sicotte, fruiterer and confectioner, St. Pierre, Man., has removed to La Rochelle.

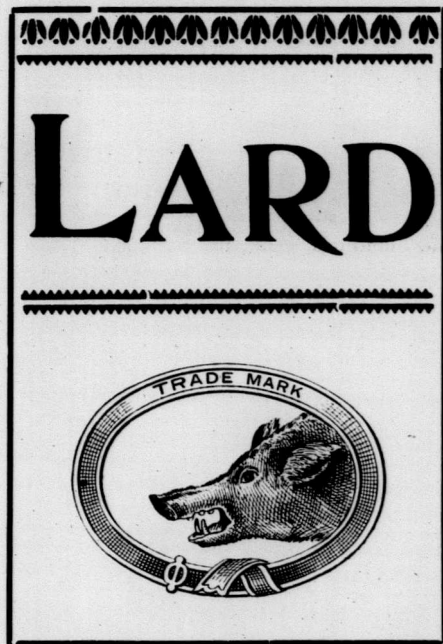
J. W. Robinson, general merchant, Osprunge, Ont., has been succeeded by A. J. Currie.

Wm. Laidlaw, general merchant, Durham, Ont., has been succeeded by James Ireland.

Mongeau & Frere, grocers, St. Henri de Montreal, Que., have been succeeded by Juneau & Fessier.

## FIRES.

Morrison & McCormack, grocers, etc., Bridgeport, N.S., have been burned out.



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

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

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

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

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

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

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

# THE N. K. FAIRBANK COMPANY

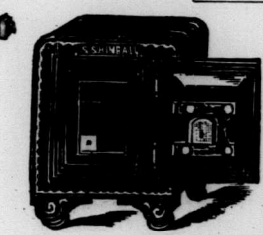
Wellington and Ann Sts., MONTREAL, QUE.

**COX'S GELATINE** Always Trustworthy  
ESTABLISHED 1725.

Agents for Canada:  
C. E. COLSON & SON, Montreal.  
D. MASSON & CO., Montreal.  
ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N.B., and Montreal

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

**CHAMPION FIRE and BURGLAR-PROOF SAFES**  
ESTABLISHED HERE SIXTEEN YEARS.



We sell direct to the user, and save all commissions.  
SIXTEEN SIZES IN STOCK.  
Our small Safe is the best low-priced safe in the market.  
GET PRICES, ETC. BEFORE BUYING.

**S. S. KIMBALL,**  
577 Craig Street, - Montreal.

## It Will Pay

you to get our quotations before buying

# MOLASSES

Barbados and Porto Rico.

We are the largest direct importers in New Brunswick.

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

## Clothes

are never injured by using

# VICTORINE

The King of Washing Compounds.

IT IS SOLD EVERYWHERE.  
SEND FOR SAMPLE.

**VICTORINE** (Incorporated)  
MONTREAL.

Shipping Packages.



Write for Prices to  
**Boeckh Bros. & Company,**  
TORONTO.

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

### PACKING GOODS FOR FOREIGN MARKETS.

**O**WING to the distance and the change from land to water haul and back again to land haul, the use of proper packages for goods exported from America to European countries has become of vital importance. The matter has received so much attention of late, on both sides of the Atlantic, that United States Consul Fleming, of Edinburgh, in his annual report to the Department of State, goes into the subject comprehensively. The report, though prepared for United States shippers, is of equal importance to Canadian exporters.

In his introductory remarks Consul Fleming points out that severe criticism is heard regarding the style and quality of cheese boxes used. Hams, tobacco, and several other articles are also sent from this side of the Atlantic in inferior packages.

In the following paragraphs taken from the report, the words following the figure (1) denote the more important forms in which an article is shipped, the most common form being stated first. The matter following the figure (2) describes or indicates the method of packing considered by shippers and importers to be the best, or gives the opinion commonly held here regarding the way packing is now done. Where there is practically only one form of package or only one way in which an article is prepared for shipment, the figures are omitted, and the matter relates to the best method of packing or some feature of it, or comments on present methods. I should add that, although the export case universally recognized as the best for all goods requiring special protection from moisture is a tin-lined or zinc-lined case, where the word case is used in these pages, the ordinary wooden case is meant, unless otherwise stated.

Apples—1. Barrels, cases, bags, baskets. 2. American apples are generally well packed in the ordinary way, the barrels remaining in fair condition as long as any other, but it is said that the fruit keeps in a better state when shipped in barrels ventilated by small diamond-shaped holes cut in four places in the staves. This is a Dutch idea, and the apples from Holland arrive in a more marketable condition, as a rule, than those from any other country, although the quality is, perhaps, inferior.

Brooms—1. Bales, bundles, cases. 2. The importance of stoutly binding bales and bundles must not be overlooked; otherwise, the best handling will not save them from damage.

Butter—1. Boxes, tubs, barrels, cases. 2. Danish butter, the standard article here, is shipped in white-pine cubical boxes, each box containing 56 lb., thin paper separating the butter from the wood.

Cheese—1. Boxes, cases, barrels, tubs. 2. Boxes of good material should be used in the

cheese trade, and the lids so well fastened that they will not come off in handling at the wharves. Some Canadian shippers of cheese are more careful in this respect than the American shippers.

Eggs—It is thought that the cases now used in commerce lack strength, and that a little improvement in this respect would bring profitable results to shippers everywhere.

Fish—1. Barrels, bags, bundles, cases, kegs, bales. 2. Nearly all dried fish are properly shipped in bundles made of bagging and mats sewn together. Salted dried fish are best in tin-lined cases. Herrings are generally packed back downward in barrels bound with wood, iron hooped. Fault is found with the fish barrels commonly used here. It is held that they should be bound with iron, not wood.

Flour—1. Sacks, barrels. 2. The jute sack is a much better protection than the cotton, as it is stronger. Only winter wheat flour comes in cotton bags. Bakers on this side prefer to have cotton bags for this class of flour, which always comes in half-sacks. But flour dealers say that the cotton bags do not stand the wear and tear in transit so well as jute. The quality of the cotton, however, has been much improved in the last two or three years, importers insisting on getting heavier and stronger sacks, as, when they burst, the millers have had to pay the loss when the inspectors certified that the texture of the cotton was not sufficiently strong; so that, for their own protection, they are now putting flour into more substantial bags.

Fruit (small)—1. Boxes, cases, bags, baskets, bales, sieves, barrels, crates, chips. 2. The boxes, cases and baskets in which most of the different varieties of fruits are now received here from the continent and America are quite sufficient for their purposes, but it is suggested that raisins should be packed in heavier boxes than at present, as there is much waste through weak boxes.

Hams—1. Barrels, cases, bags. 2. There is more or less complaint that cases of American hams are not substantially bound. They should

be rendered secure enough to withstand very careless usage.

Handles—1. Cases, crates, bags, bundles. 2. Handles in any sound case are always secure enough, as are short handles in bags. To put in bundles is poor packing, unless the ends are very firmly bound. Those from America are cased and come in first-rate condition.

Lard—1. Tierces, pails, casks, firkins. 2. The oak tierces in which lard comes from America hold about 336 lb. The lard arrives in good condition if there has been no shifting of cargo from rough weather. Lard comes also in 112-lb. casks. The pails, containing 28 lb., are regarded as very neat packages, and they seldom arrive here in bad condition.

Meat (canned)—American cases are of first-class material, but occasionally show carelessness or haste in the packing house, being insufficiently nailed or bound together.

Pig products (feet and heads)—1. Barrels, tierces, cases. 2. Substantial, iron-bound barrels. These are the kind uniformly used by shippers in Denmark.

Vinegar—1. Barrels, cases. 2. Extra care is suggested as necessary in heading up barrels for vinegar. Not a few barrels are defective in the heads, and the loss from leakage at this port is considerable.

Among the exports to the United States last week were 15,260 lb. of "Salada" Ceylon tea.

John McLaughlin, general merchant, Church Point, N.S., is erecting a larger store, as his present premises are too small.

Inspector W. Wilson, of Victoria, condemned as unfit for use 150 cases of imported fruits, principally peaches. They were seized and sent back to the shippers.

The Capstan Manufacturing Co., late of Collingwood, Ont., have removed their offices and plant to Toronto, having secured premises at 50 Jarvis street.

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

# EMPIRE

## SMOKING TOBACCO

In 5 10 and 15c. Plugs.

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

**EMPIRE is well advertised.**

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

**EMPIRE is A BIG PLUG FOR LITTLE MONEY**

Made by

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

# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

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

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

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



## LICORICE..

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

**YOUNG & SMYLIE**

Established 1845.

BROOKLYN, N.Y.

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

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

Write for scale of charges, etc., to

**THE GLENER CO.,**  
 Limited

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

**WESTERN** Incorporated 1851.  
**ASSURANCE COMPANY**

**Fire and Marine**

Capital, subscribed \$2,000,000.00  
 Capital - - - 1,000,000.00  
 Assets, over - - 2,340,000.00  
 Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President  
 C. C. Foster, Secretary.



It's Not Only The Men

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

John Dwight & Co., Toronto and Montreal  
 Victoria, B.C. Halifax, N.S. St. John, N.B.  
 Quebec, P.Q. St. John's, Nfld.

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

**HIRES ROOTBEER** is a tonic as well as a beverage.

Be sure you sell HIRES.

Price may be a little high, but the best pays in the long run.

All Wholesalers keep it.

Here is our PUSH—it deserves yours. Get up and hustle. Send us your order for One Gross Hires Rootbeer Extract, giving your jobber's name through whom you wish

it filled, and we will send you One Case (2 dozen bottles) Hires Carbonated Rootbeer, FREE. Your gain, \$2.40 besides the freight on the extract.

PRICE TO DEALERS.

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

SEND YOUR ORDER TO....

**W. P. DOWNEY, Sole Canadian Agent,**  
 20 and 22 St. Peter Street, - MONTREAL.  
 Handbills, Showcards, etc., on receipt of Business Card.





How About

Mustard?

and

Laundry Blue?

Are you handling the best, or is your neighbor getting some of your custom?

The live grocer of to-day everywhere sells

KEEN'S

KEEN'S MUSTARD and KEEN'S OXFORD BLUE go hand-in-hand on order sheets.

Current Market Quotations for Proprietary Articles

July 4, 1901.

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

BAKING POWDER.

|                                    |  |               |
|------------------------------------|--|---------------|
| Cook's Friend—                     |  |               |
| Size 1, in 2 and 4 doz. boxes..... |  | \$ 2 40       |
| " 10, in 4 doz. boxes.....         |  | 2 10          |
| " 2, in 6 ".....                   |  | 80            |
| " 12, in 6 ".....                  |  | 70            |
| " 3, in 4 ".....                   |  | 45            |
| 12 oz. tins, 3 doz. in case.....   |  | 3 00          |
| 9 oz. tins, 3 ".....               |  | 2 40          |
| 5 lb. tins, 1/2 ".....             |  | 1 10          |
| 5 lb. tins, 1/2 ".....             |  | 4 00          |
| Diamond— W. H. GILLARD & CO.       |  |               |
| 1 lb. tins, 2 doz. in case.....    |  | per doz. 2 00 |
| 1/2 lb. tins, 3 ".....             |  | 1 25          |
| 1/4 lb. tins, 4 ".....             |  | 0 75          |

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 "            | 6-oz.          | 0 80     |
| 4 "            | 8-oz.          | 1 00     |
| 4 "            | 12-oz.         | 1 50     |
| 4 "            | 16-oz.         | 1 80     |
| 1 "            | 2 1/2-lb.      | 4 50     |
| 1 "            | 5-lb.          | 7 75     |

JERSEY CREAM BAKING POWDER.

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

BLACKING.

|                        |        |
|------------------------|--------|
| COONEY'S               |        |
| Boxes, each 4 doz..... | \$4 50 |

SHOE POLISH.

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

BLUE.

|                                                                                               |        |
|-----------------------------------------------------------------------------------------------|--------|
| Keen's Oxford, per lb.....                                                                    | \$0 17 |
| In 10 box lots or case.....                                                                   | 0 16   |
| Reckitt's Square Blue 12-lb. box.....                                                         | 0 17   |
| Reckitt's Square Blue, 5 box lots.....                                                        | 0 16   |
| Nixey's "Cervus" in squares, 1 oz., in bags, 1/2 and 1 oz., and in pepper boxes, 2c. and 10c. |        |
| Cooney's Royal Windsor, per gross.....                                                        | 4 80   |
| " Universal, bag, per gross.....                                                              | 4 80   |

BLACK LEAD.

|                                                                            |      |
|----------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                     | 1 15 |
| Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz. |      |
| Nixey's Refined 1d. 2d. and 1a. pkts.                                      |      |
| " Silver Moonlight 5 and 1c. pkts.                                         |      |
| " Nixelene Paste 1d. 2 1/2d. 5d. size.                                     |      |
| Nixey's Jubilee, round in 1 and 2 oz. blocks.                              |      |
| Cooney's Universal, per gross.....                                         | 4 80 |

CORN BROOMS

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

BISCUITS.

|                         |                           |
|-------------------------|---------------------------|
| FREE, FREAN & CO.       |                           |
| Metropolitan mixed..... | 40 lb. tins 10c.          |
| Florence Wafers.....    | 8 lb. tins 35c.           |
| Venice Wafers.....      | 8 lb. tins 35c.           |
| Florence Wafers.....    | Small tins \$3.70 per doz |

CARR & CO., LIMITED.

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

CANNED GOODS.

MUSHROOMS.

|                           |         |
|---------------------------|---------|
| HENRI JONAS & Co.         |         |
| Mushrooms, Rionel.....    | \$14 75 |
| " 1st choice Duthell..... | 17 50   |
| " 1st choice Lenoir.....  | 18 50   |
| extra Lenoir.....         | 20 00   |
| Per case, 100 tins.       |         |

FRENCH PEAS—DELORY'S

|                     |        |
|---------------------|--------|
| HENRI JONAS & Co.   |        |
| Moyen's No. 2.....  | \$9 00 |
| " No. 1.....        | 10 50  |
| 1/2 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Tres fins.....      | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18 00  |

FRENCH SARDINES.

|                       |        |
|-----------------------|--------|
| HENRI JONAS & Co.     |        |
| 1/2 Trefavennes.....  | \$9 00 |
| " Rolland.....        | 9 50   |
| 1/2 Delory.....       | 10 50  |
| 1/2 Club Alpines..... | 11 50  |

CHOCOLATES & COCOAS.

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

CADBURY'S.

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

|                                      |      |
|--------------------------------------|------|
| Chocolate—FRY'S per lb.              |      |
| Caracas, 1/4's, 6-lb. boxes.....     | 0 42 |
| Vanilla, 1/4's.....                  | 0 42 |
| "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 |
| " 1/4's.....                           | 4 50 |
| " 1 lb. ".....                         | 8 25 |

|                                      |  |
|--------------------------------------|--|
| Homeopathic, 1/4's 14 lb. boxes..... |  |
| " 1/4's 12 lb. boxes.....            |  |

|                                |             |
|--------------------------------|-------------|
| JOHN P. MOTT & CO.'S.          |             |
| R. S. McIndoe, Agent, Toronto. |             |
| Mott's Broma.....              | per lb 0 20 |
| Mott's Prepared Cocoa.....     | 0 28        |

|                                        |        |
|----------------------------------------|--------|
| Mott's Homeopathic Cocoa (1/4's)....   | 0 22   |
| Mott's Breakfast Cocoa (in ins)....    | 0 40   |
| Mott's No. 1 Chocolate.....            | 0 30   |
| Mott's Breakfast Chocolate.....        | 0 28   |
| Mott's Caracacas Chocolate.....        | 0 40   |
| Mott's Diamond Chocolate.....          | 0 28   |
| Mott's French-Can. Chocolate.....      | 0 18   |
| Mott's Navy or Cooking Chocolate..     | 0 28   |
| Mott's Cocoa Nibs.....                 | 0 35   |
| Mott's Cocoa Shells.....               | 0 05   |
| Vanilla Sticks, per gross.....         | 0 90   |
| Mott's Confectionery Chocolate.....    | 0 21   |
| Mott's Sweet Chocolate Liquors.....    | 0 19   |
| COWAN COCOA AND CHOCOLATE CO.          |        |
| Hygienic Cocoa, 1/2 lb. tins, per doz. | \$3 75 |
| Cocoa Essence, 1/2 lb. tins, per doz.  | 2 25   |
| Soluble Cocoa, No. 1 bulk, per lb....  | 0 20   |
| Diamond Chocolate, 12 lb. boxes....    | 0 25   |
| Royal Navy Chocolate, 12 lb. boxes.    | 0 30   |
| Mexican Vanilla Chocolate, 12 lb. bxs  | 0 35   |

CHEESE.

|                                        |       |        |
|----------------------------------------|-------|--------|
| Imperial—Large size jars, per doz..... |       | \$8 25 |
| Medium size jars.....                  | 4 50  |        |
| Small size jars.....                   | 2 40  |        |
| Individual size jars.....              | 1 00  |        |
| Imperial Holder—Large size.....        | 18 00 |        |
| Medium size.....                       | 15 00 |        |
| Small size.....                        | 12 00 |        |
| Roquefort—Large size, per doz.....     | 2 41  |        |
| Small size.....                        | 1 40  |        |
| Paragon—Large size, per doz.....       | 8 25  |        |
| Medium size.....                       | 4 50  |        |
| Small size.....                        | 2 40  |        |
| Individual size.....                   | 1 00  |        |

BAYLE'S POTTED.

|                                      |        |        |         |
|--------------------------------------|--------|--------|---------|
| Robert Greig & Co., Agents, Toronto. |        |        |         |
| 1/2-lb.                              | 1-lb.  | 5-lb.  |         |
| Jar.                                 | Jar.   | Jar.   |         |
| After Dinner.....                    | \$2 40 | \$4 25 | \$18 60 |
| Devilled.....                        | 2 65   | 4 75   |         |

COFFEE

|                            |          |
|----------------------------|----------|
| JAMES TURNER & CO. per lb. |          |
| Mecca.....                 | 0 32     |
| Damascus.....              | 0 28     |
| Cairo.....                 | 0 30     |
| Sirdar.....                | 0 17     |
| Old Dutch Eto.....         | 0 12 1/2 |

CLOTHES PINS

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

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# Edwardsburg Silver Gloss Starch.

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

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

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

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

**FOOD.**

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

|                                |        |
|--------------------------------|--------|
| <b>GILLETT'S POWDERED LYE.</b> |        |
| doz. in case                   | \$3 60 |

**JAMS AND JELLIES**

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

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

**KNIFE POLISH.**

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

**LICORICE.**

**YOUNG & SMYLLIE'S LIST.**

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

**MUSTARD.**

**COLMAN'S OR KEENE'S.**

|                                  |        |
|----------------------------------|--------|
| D. S. F., 1/2 lb. tins, per doz. | \$1 40 |
| " " 1 lb. tins, " "              | 2 50   |
| " " 1 lb. tins, " "              | 5 00   |

|                               |      |
|-------------------------------|------|
| Durham, 4 lb. jars, per jar   | 0 75 |
| 1 lb. " "                     | 0 25 |
| F. D., 1/2 lb. tins, per doz. | 0 85 |
| " " 1/2 lb. tins              | 1 45 |

**BAYLE'S PREPARED MUSTARDS.**

|                                      |           |
|--------------------------------------|-----------|
| Robert Greig & Co., Toronto, Agents. |           |
| 1/2-lb. jars 1-lb. jars.             |           |
| Horseradish per doz., \$1 75         | \$2 50    |
| English Sandwich                     | 1 75 2 50 |

**JONAS' FRENCH MUSTARDS**

| HENRI JONAS & Co. Per gross. |        |
|------------------------------|--------|
| Pony size                    | \$7 50 |
| Imperial, medium             | 9 00   |
| Imperial, large              | 12 00  |
| Tumblers                     | 12 00  |
| Mugs                         | 13 20  |
| Pint jars                    | 15 00  |
| Quart jars                   | 24 00  |

**MATCHES.**

|                                   |        |
|-----------------------------------|--------|
| Eddy's Telegraph, single cases    | \$4 00 |
| " " five cases                    | 3 80   |
| Telephone, single cases           | 3 90   |
| " " five cases                    | 3 70   |
| Eagle Parlors, single cases, 200s | 1 70   |
| " " five cases, 200s              | 1 60   |
| " " single cases, 100s            | 1 90   |
| " " five cases, 1 0s              | 1 80   |
| Victoria Parlors, single cases    | 3 00   |
| " " five cases                    | 2 90   |

**MINCE MEAT.**

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

**ORANGE MARMALADE.**

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

**PICKLES.**

|                                   |      |
|-----------------------------------|------|
| STEPHENS'.                        |      |
| A. P. Tippet & Co., Agents.       |      |
| Patent stoppers (pints), per doz. | 2 50 |
| Corked pints, " "                 | 1 50 |

|                                       |               |
|---------------------------------------|---------------|
| BAYLE'S.                              |               |
| Robert Greig & Co., Toronto, Agents.  |               |
| 1/2 Pint. Pints.                      |               |
| Pandora, per doz.                     | \$2 15 \$3 60 |
| Sliced Sweet                          | 1 75 2 85     |
| Hot Stuff                             | 1 75 2 85     |
| Tobasco Sauce, 2-oz. bottle, per doz. | \$4 25        |
| Tobasco Pods in vinegar, 1/2 pt.      | 3 25          |

**SODA.—COW BRAND**

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



**SOAP**

|                             |                   |
|-----------------------------|-------------------|
| A. F. TIPPET & CO., AGENTS  |                   |
| Maypole Soap, colors        | per grs. \$10.30. |
| Maypole Soap, black         | per grs. \$15.30. |
| Oricle Soap, per gross      | \$10.20           |
| Gloriola Soap, per gross    | 12 00             |
| Straw Hat Polish, per gross | 10 20             |



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