

PUBLISHED EVERY  
FRIDAY

CIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER AND GENERAL STOREKEEPER

## COLMAN'S MUSTARD



**BEST ON EARTH**

### How to keep Pickles—

It depends to a large extent on the vinegar that covers them.

### IMPERIAL WHITE WINE

is specially adapted for this. The largest and most successful pickle manufacturers in Canada say so. They know that it adds reliability to their goods—they look better, taste better, keep better—therefore **IMPERIAL** is used exclusively by them.

For table purposes it fills every requirement.

*You do not take the slightest risk in telling your critical customers that **IMPERIAL** is the best for all uses.*





We find this brand of Table and Dairy

**BRUSSELS**

**SALT**

rapidly increasing in favor—

**WHY?**

**Because**

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

**R. & J. RANSFORD,**

Established 1868

Clinton, Ont.



**LICORICE . . .**

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

**YOUNG & SMYLYE**

Established 1845.

**BROOKLYN, N.Y.**

**ENTERPRISE** on an article is a  
**Guarantee of QUALITY**

**ENTERPRISE**

**FOOD CHOPPERS**

**Four Knives with each Machine**

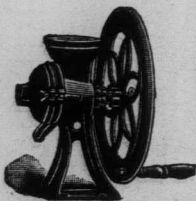
No. 100, chops 2 lbs. per minute, \$1.50  
No. 300, chops 3 lbs. per minute, \$2.25

**Sell every Day in Year  
GUARANTEED TO CHOP RAW MEAT**

Illustrated Catalogue **FREE**

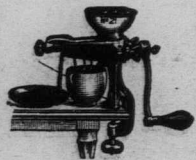
Order through your Jobber

**Bone, Shell & Corn Mill**



No. 750, \$7.50

**Meat Juice Extractor**



No. 21, \$2.50

**Cherry Stoners**  
5 Sizes & Styles



No. 1, \$7.50 doz.

**Rapid Grinding & Pulverizing Mills**

15 Sizes & Styles for Hand & Power, \$1.25 to \$300.00



No. 2½, \$4.75

New York Branch,  
10 Warren Street

**The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.**

San Francisco Branch,  
105 Front Street



# Stower's Lime Juice

Distinguished from all others because it has no musty flavor. Many times stronger than any other Lime Juice made because concentrated and absolutely pure. An honest production from natural fruit. Palatable, healthy. Keeps perfectly in any climate even after the cork is drawn. "The Lime Juice that draws trade and holds it."

Pickles that always please. Sound, piquant Pickles preserved in absolutely pure Malt Vinegar. Packed in bottles with showy labels, which are a great shelf attraction for the store. ALWAYS THE SAME!

# Stephens' Pickles

*Sold by leading wholesalers.*

A. P. TIPPET & CO., Agents,  
Montreal. Toronto.

# Fry's Cocoa.

Absolutely pure Cocoa, with no false flavorings added nor any injurious drugs or chemicals. Made by one of the largest manufacturers of Cocoa in the world. Concentrated and hence of great strength. A quarter-pound tin, which retails at 25 cents, will make fifty cups of rich, delicate Cocoa—one-half a cent a cup.

*Sold by leading wholesalers.*



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

## FLOUR

**MAGOR'S  
DELICIOUS  
PATENT  
FLOUR.**

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

Prices For Cash Unequaled.

**JOHN MAGOR & CO., MONTREAL**

## "ACME" TABLE SALT

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

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

## Windsor Mills

**A Superior Writing Paper**

Every business man should make sure that his quality of writing paper is good—the kind that pleases—for he must have good writing paper if he would give character to his business.

**CANADA PAPER CO., Limited**  
TORONTO and MONTREAL.

GOLD MEDAL, PARIS, 1900.

## Walter Baker & Co.'s

PURE, HIGH GRADE  
**Cocoas and Chocolates.**



TRADE-MARK.

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

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

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

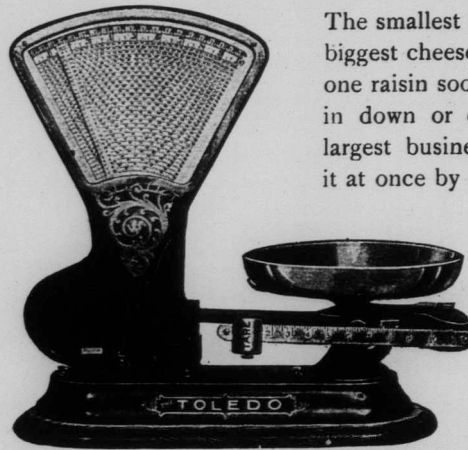
**WALTER BAKER & CO. Ltd.**

ESTABLISHED 1780.

**DORCHESTER, MASS.**

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

TRADE-MARK ON EVERY PACKAGE.



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

### Toledo Automatic Springless Scale.

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

**DEAN & McLEOD,**  
Canadian Agents, HAMILTON, ONT.

It does not require even a hair to turn it.

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

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

## HIRES' ROOT BEER

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

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

SEND YOUR  
ORDER TO....

**W. P. DOWNEY, Sole Canadian Agent,**

20 and 22 St. Peter Street, - MONTREAL.

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

## Barbadoes Molasses

Extra choice quality now  
in store ex Rosebud.

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

## BASKETS

We make them in all shapes and  
sizes. We have

*Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,*

In fact, all kinds; besides being very neat  
in appearance, they are strong and dur-  
able. Send your orders to

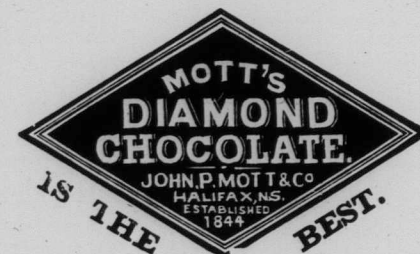
THE . . .

**Oakville Basket Co.**  
Oakville, Ont.

## Perkins, Ince & Co.

**Wholesale  
Grocers**

FRONT STREET EAST,  
Toronto.



For Sale Everywhere.

—:—:—  
ASK FOR

**MOTT'S.**



## PAYNE'S CIGARS.

If you start my Cigars as a "side line" you can count not only upon holding your Cigar trade, but on increasing it from year to year—from month to month, I might say.

I make a grocer the fairest proposition in the world from his standpoint and from my own too. I offer to send an assortment of a thousand or more of my Cigars, (including one or two hundred each of my two leaders, the "Pharaoh" 10-cent and the "Pebble" 5-cent Cigars) at my own expense, and I also prepay the freight charges on the first order.

If at any time within six months the grocer is dissatisfied with his trade, he can send the Cigars back to me and get his money. Write me to-day and be the first man in your town to handle my Cigars—they are trade-winners.

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

## "Sterling" BRAND

Lime Fruit Juice,  
Lime Juice Cordial,  
Raspberry Vinegar.

These are articles that one can hardly be without these hot summer days—something that is easy to make and cooling.

- Up-to-date grocers see
- that they are well
- stocked with these
- particular goods.
- It pays them to recommend
- them to their customers.

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

## A Steady Rise

## MOLINA BREAKFAST FOOD

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

Grocers, your customers will appreciate

## MOLINA BREAKFAST FOOD.

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

THE TILLSON CO., Limited, Tillsonburg, Ont.



# Take a Step

towards commanding a PROFITABLE and EXTENSIVE tea trade by handling

## JAPAN TEA

the kind that always pleases the purchaser, and those to whom it is served. It possesses the essential elements that contribute towards gaining and maintaining the favor of your best customers. The buyer of **JAPAN TEA** is benefited, because it gives satisfaction. The seller of **JAPAN TEA** is benefited, because it makes friends and profit.

Every pound of **JAPAN TEA** shipped from Japan is inspected. Every pound is warranted to be the purest any tea country can produce.





## IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

Merit Acknowledged  
Superiority Admitted.

### YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents  
Montreal.

## IVORY GLOSS STARCH

is the kind that never fails to please. It is due to this fact that the demand for it is continually on the increase. Every progressive dealer is glad to handle

## IVORY GLOSS STARCH

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

## WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

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



### "GILT EDGE"

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

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

## MOLASSES

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

The Dominion Molasses Co.,  
Limited

Halifax - Nova Scotia.



# NEW . . . TOMATOES



## "Honor Bright" Brand

(Trade Mark Registered)

Guaranteed equal to the best brands of 1902 Tomatoes packed. Very handsome label.

Our travellers are now booking orders for shipment soon as packed.

In view of the uncertainty as to the future of the market, now is the time to make your purchases.

Our travellers will tell you all about the prices.

**W. H. Gillard & Co.,** WHOLESALE GROCERS, TEA AND COFFEE IMPORTERS, **Hamilton.**



**THE DOMINION BREWERY CO., LIMITED**

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

# WHITE LABEL ALE

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

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

WM. ROSS, Manager.



**The Australasian Grocer**

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

**Subscription \$2.50 per Ann.**

post free to any part of the world.

A handsome Diary is presented free to annual subscribers.

**PUBLISHING OFFICES:**  
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Sydney, - - - Post Office Chambers

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

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London, - - - 42 Cannon St., E.C.

*Specimen Copies Free on Application.*

ESTABLISHED 1852.

## Gillett's Goods are the Best!

Imperial Baking Powder,  
Gillett's Perfumed Lye,  
Magic Baking Soda,  
Gillett's Washing Crystal.

Magic Baking Powder,  
Gillett's Mammoth Blue,  
Royal Yeast Cakes,  
Gillett's Cream Yeast Cakes,  
Gillett's Cream Tartar,  
etc., etc.

**E. W. GILLETT COMPANY LIMITED**

London,  
Eng.

**TORONTO, ONT.**

Chicago,  
Ill.

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## SOME WINDOW DRESSING HINTS.

**Y**OUR trade is limited. You find some other merchant in your vicinity is taking a large share of the business which ought to belong to you. The many fail, the few succeed. You want to be amongst the minority and are wondering how to go about your business to insure its success. People day by day go past your door and buy what they want in other stores. You wonder how it is.

**A LITTLE SELF EXAMINATION** in the ways you adopt in conducting your business is a thing the grocer cannot too often practice. It always pays.

Perhaps your windows are not as attractive as those of your rivals. Men go by yours with a careless glance, but stare long and intently at the other man's get-ups. They see a neat window, are induced to go in, and there they buy what they want.

### CHANGE DISPLAYS.

Do not keep the same things in your window for weeks and months. A window should be changed at least once a week, oftener if you have the time. You have to keep at it, and persistently woo the fickle public by the attractions of your window show. Change your window week after week and always put in something new. Be in season, or, better, be a little before season when the people are thinking of what they have to buy. They see what they want in your window, and, when making their purchases, give you a call. By often changing the dressing of the window more things can be displayed, and as all people do not want the same thing, you will be enlisting the sympathies of a wider class of customers.

### KEEP OUT THE FLIES.

"Cleanliness is next to godliness," saith an old maxim. This saying may be applied with effect to your window. Keep everything clean. Do not let the flies into its precincts, keep them out by means of screens, panel doors, etc. Thus you will avoid the necessity of placing in your window flypaper, which is an unsightly disfigurement. Many men and women turn away with disgust when they see dead flies and flypaper covered with flies amongst the goods shown.

A little care in keeping out the flies is not all that is necessary. Everything in the window should be well dusted besides.

No dirt should be allowed to accumulate therein for men are inclined to say, like window, like owner.

### ATTRACTIONS.

A neatly framed picture in a window adds to its attractiveness. It is well, when possible, to take advantage of popular sentiment in this matter. When the South-African War was in progress, pictures of battlefields, cavalry charges, naval engagements, etc., were what caught the public eye. In days of rejoicing other pictures appropriate to the occasion are more in favor. A good idea is, if there are any artists known to the public, or in whom they are interested, to procure their pictures for exhibition.

Other ways of engaging the interests of the onlookers are the securing of cups or other trophies to be competed for by local athletes, or sportsmen, relics of the past, having histories attached thereto, and any other thing which might arouse public curiosity.

### THE LAW OF "CONTRAST"

may be employed with success in dressing a window. A bicycle dealer once took a novel way of selling his wheels. He had a number of bicycles on exhibition for which he asked \$50 apiece. They were good looking wheels, but people only looked at them and passed onward without buying. But one day he hit upon a scheme and proceeded at once to test its merits. He secured, with the aid of a few dollars, the window of another shopman near by, and in it placed an old second-hand wheel. On it was a ticket saying that the original cost of this bicycle was \$110. It could be bought for \$65 now. Needless to say it was not sold. People looked at it, went into the other store and paid down their \$50 for a new wheel. That merchant found his sales much increased.

### COLOR EFFECTS.

Color can be made to play no mean part in the dressing of a window. A judicious combination of harmonizing colors is sure to attract the notice of everyone that passes by, and the idea presented to the gazers by your window is sure to make an impression. An inviting show window with prices on the goods is an excellent advertisement.

### COOPERATION OF THE CLERKS.

Consult your clerks if you wish to keep

yourself and your business at the top of the tree. We are not all gifted in the same way, neither are our ideals the same. Often a genius is working behind the counter, who would, were opportunity given him, write his name amongst the names of the great. By consulting your clerks, who perhaps are in closer touch with the public and know their wants even better than you, nothing will be lost and much is sure to be gained. Bright young men see that their ideas are acted upon, and become more interested in extending your business. You thus gain much more custom by the aid of your young men, through consulting and acting upon their ideas, than you would by holding yourself aloof from and above them.

### A TIMELY DISPLAY.

A good idea for grocers during July would be to display in their window something of especial use for lunch baskets. People do not go to picnics every day, but they are constantly using hams, bacon, lemons and other articles day by day. A good fruit window thus may be arranged.

In the front place of your window on each side put a hamper of lemons. If you use plain baskets their attractiveness may be improved by wrapping them in colored tissue paper. It is a good plan to use ornamental baskets when they are accessible. False bottoms may often be placed in the baskets, limiting the number of lemons put in them to make the display.

The two baskets may be made to form the extremity of a semi-circle curving back to the middle of the window.

A watermelon may be placed in the centre of the curve, and on each side bunches of bananas and cantaloupes. Heaping trays, dishes and baskets of other fruit, such as oranges, berries and peaches, may be placed on each side to complete the crescent.

In front of all, in a little group by themselves, four pineapples in the form of a diamond may be placed, one in each corner, and on two sides, or rather corners, a little distance removed therefrom, station boxes of cherries or grapes.

Sugar may also be placed in boxes in the background, and piles of biscuits or cakes can be made to form a feature of this window.



**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH  
IN **CAKES** WELL KNOWN AND RELIABLE. **IN TINS** GUARANTEED TO THE TRADE

**DURABLE AND ECONOMICAL**  
3000 TONS SOLD YEARLY.

**DUSTLESS, LABOR SAVING,**  
BEST IN THE WORLD.



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.

#### A GROCERY CLERK'S DUTIES.

THE duty of a grocery clerk does not only consist in waiting on customers and putting up orders, says Modern Grocer. There are a hundred and one things to be done and looked after that go to make up a good clerk. Take for example the order clerk. Perhaps his is the most responsible position. He has a certain number of customers, as a general rule, and probably calls on them at about the same time every day. He should not only be "the grocer's clerk," but should be as a sort of morning visitor, and one whom the housewife is glad to see. After his cheery "good morning" and a few pleasant remarks, he is ready for business. He knows that it is hard for the busy housewife to remember the many articles needed, and that it is a great help to suggest goods that may be required in the kitchen. His customer may have known before he came what she wanted, but it slipped her mind, and after he is gone most likely she will say, "Oh, yes, now I remember, I wanted some spices," or whatever it might be, and she will be obliged to send someone out to the nearest store for the required article. We often here people say, "Oh, I don't like Mr. Blank's order boy, he is not at all pleasant, I think I will have to try Mr. Brown."

Not much less important is the position of the clerk in the store, whose business it is to look after the customers and things in general. In the morning when he gets down there is the display to be made and shelves to be dusted and goods shown up to the best advantage. Then the orders that may have come in the night before are to be filled, and the rest of the morning will probably be spent in waiting on customers. At 11 o'clock the order clerk comes back from his route and it is time to put up orders, and at 12 o'clock the proprietor gets back from town and the wagon is to be unloaded and goods arranged.

After lunch the afternoon is taken up in getting out orders and waiting on customers.

We admit that the life of a grocery clerk is not an easy one, but at least it is not a monotonous one.

Many clerks have the mistaken idea that a perfect clerk consists in cramming as many things in a certain length of time as possible. This is not so. A clerk should do what he can do and do it well.

Every clerk should have a system about doing his work, but by this we do not mean that he should do just the work that is assigned to him. Every clerk should do his own work and if his employer asks him to do something that is supposed to be done by a fellow clerk, he will not rise in his estimation by saying, "Why, that is Henry's work." How often we hear this.

Be cheerful—do things as they come along, be courteous to customers as well as employer, attend strictly to business during business hours, and your success as a businessman will not be doubtful, but a certainty.

#### RAILWAYS IN THE WEST.

IN his annual report, J. S. Dennis, Deputy Commissioner of Agriculture, deals thoroughly with the Territorial railway question. He says in part: "This question is allied to our road problem because thickly settled districts which now have to deliver their produce to existing railways by long hauls over roads that we are called upon to improve, will abandon such roads the moment they are within reach of the nearer railway facilities which will be provided by branch lines that sooner or later will form a network throughout the Territories. At the present time we have thickly settled districts, which produce large grain crops, situated 30 and 40 miles from the nearest railway station, and labor and hardship consequent upon haulage of grain for that distance to market.

"The situation in this respect throughout the Saskatchewan Valley will be relieved by

the extension westward of the Canadian Northern Railway.

"In portions of Eastern Assiniboia, which at present produce the larger portion of the wheat crop of the Territories, the need of branch line railways is very acute.

"Throughout the whole length of Eastern Assiniboia the main line of the Canadian Pacific Railway runs parallel to and some distance south of the Qu'Appelle River, and the thickly-settled districts lying north of the river are cut off from railway communication except by long hauls, including the crossing of the Valley of the Qu'Appelle with its steep hills. This condition has necessitated an attempt on the part of the Department to provide and maintain long main roads north and south across this valley.

"In Southeastern Assiniboia the necessity for further railway extension is also becoming pressing, and as the country between the main line and Soo branch of the Canadian Pacific Railway has developed in the way of settlement in a marked degree during the past year, it is evident that an extension of the Pipestone branch of that railway through this district will become an urgent necessity within the coming year, if these settlers are to be provided with such railway facilities as will obviate a long haul for the large amount of grain that they will probably raise in the near future.

"The construction of the projected branch line of the Canadian Pacific Railway north of and parallel to the valley, which is looked for this year, will at once relieve the residents of the country traversed by this branch line of the present long haul to the main line, and will altogether change the present trend of travel over the roads and bridges we have been striving to provide.

"Anyone who thoroughly studies the question will easily recognize the necessity for immediate railway extension to provide for the great development which had taken place in the past few years."



**A BARGAIN  IN  VALENCIA RAISINS**

**LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS HAMILTON.**

There is only **ONE FLY PAD**  
WILSON'S

**A TRADE BUILDER.**

For many years \_\_\_\_\_

**Bensdorp's Royal Dutch Cocoa**

has enjoyed the enviable distinction as a leader of this choice condiment. And why? Because it is the highest grade of Cocoa produced.

It is absolutely pure. It is the most economical, inasmuch as it requires only one-h If the quantity to produce the same results claimed by other high-grade brands.

At present these goods are sold in pound, half-pound and quarter-pound tins, but the numerous inquiries for a **10-cent Package** of

**Bensdorp's Royal Dutch Cocoa**

have necessitated the placing of an order with the manufacturers, of Amsterdam, Holland. This consignment will arrive in a few days, and our usual despatch in shipping will guarantee these goods on the counters of thousands of the leading grocery firms in Canada immediately after arrival.

**JAMES TURNER & CO.**

Wholesale Agents,

HAMILTON, ONT.



# 1902 Pack 2-lb. STRAWBERRIES now in store.

## THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

### THE WHITEFISH OF MANITOBA.

**H**UNDREDS of thousands of dollars come into the pockets of the people of Manitoba by reason of the fish of the fresh blue water of Lake Winnipeg.

Each season there is a fleet of sail boats goes down the Red River from West Selkirk and is towed down Lake Winnipeg to its head waters. Some are manned by Icelanders and Orkneymen from old Europe, and the rest have for their crews the lads from Huron, Grey and Bruce counties, in the Province of Ontario.

The fishing stations are located in the northern extremity of this great body of water. Although none are very large in their dimensions or important in their appearance, they form the tentacles of a great industry.

The great secret of Lake Winnipeg's success is that it is the winter granary of the fish-consuming world in America. The fish taken are stored in "freezers." After they leave the "freezers" the fish are taken by steamboat to West Selkirk to be transferred from that point as occasion demands by freight train.

Out on the lake there are various bottoms, usually sandy, and varying from 90 to 120

feet in depth, where the whitefish find their feeding grounds.

Manitoba whitefish is put up in all the really great hotels in all the up-to-date summer resorts to the south. Its flesh is more firm, its flavor more delicate, and its demand more constant than any other member of the finny tribe.

Once caught, the fish are brought to the stations where there are a hundred men engaged in cleaning the catch. The cleaners handle the fish like lightning. It is a case of knife, cut, a slash, and the entrails fall into a barrel while the whole meat of the fish goes the other way to the washing vats where they are turned over twice with paddles before they go to the "freezing" house. There the fish are carefully packed in zinc pans, and are stacked in lines 10 ft. high, encased in salt and ice and left to freeze solid for from 24 to 36 hours.

After that the zinc cases of frozen fish are emptied. Their contents come out solid. The fish come out in cakes the size of the zinc boxes, and are packed in wooden boxes and are loaded on the steamers that come to Selkirk.

A. Nardine, general merchant, etc., Main Gut, Nfld., has sold his sawmill to The Cumberland Lumber Co.

### CATALOGUES, BOOKLETS, ETC.

PICTURESQUE VICTORIA.

**"P**ICTURESQUE VICTORIA" is a handsome little booklet just issued by the Tourist Association, of Victoria, B.C. This voluntary association, organized by the business men and citizens for the purpose of making known the attractions of Victoria and Vancouver Island as a tourist and health resort, is to be congratulated upon this splendid effort in a most praiseworthy cause. The many unsurpassed attractions offered by Victoria to the summer holiday seeker are presented in a manner which reflects credit upon those who have the work in charge.

Many handsome photographs admirably display the picturesqueness of scenery, and the beauty of places of interest, and go far to substantiate the claim that the combination of bold and picturesque country with old-fashioned English homes, their beautiful gardens and air of comfort and contentment, makes Victoria a delightful residential city.

The general attractiveness of Victoria as the ideal place for salmon and trout fishing, for rifle and shotgun, for excursions and drives, for recreation, together with the excellent railway and steamship connections, is given due prominence. Throughout the

## WRITE, WIRE or PHONE

US ABOUT

BENS DORP'S COCOA  
GOODWILLIE'S FRUITS IN GLASS  
UPTON'S JAMS, JELLIES and MARMALADE  
SNIDER'S CATSUP & SOUPS  
GULDEN'S OLIVES—BOTTLES and BULK.

The Quality  
and  
Prices  
will interest  
you.

A. F. MacLAREN IMPERIAL CHEESE CO., TORONTO, Agents.



**IN STORE**  
Choicest New Season's

# MONING CONGOUS

See Our Travellers

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

36 Yonge St., Toronto.

booklet we are reminded that in Victoria there are "no mosquitoes," "no malaria," "no fogs." The Tourist Association have a Bureau of Information at 34 Fort street, Victoria, B.C.

### DEATH OF J. A. CHIPMAN.

The death of J. A. Chipman, of Halifax, occurred Friday, July 18. Deceased was about 55 years of age. He was a native of Annapolis, and resided at 27 Inglis street. He came to Halifax when young, and for years was in the flour business, but latterly was engaged in the commission business. He was a prominent member of the board of trade, and the promoter of the resolution urging that the C.P.R. take over the I.C.R. between St. John and Halifax, which provoked much discussion a few months ago. Mr. Chipman was for years a member of the firm of Chipman & Mutch, which firm did an extensive business. Up to the time of his death he did business under the name of J. A. Chipman & Co. He leaves a widow and a daughter.

The partnership of McPherson & McCammon, grocers, Nelson, B. C., was dissolved on July 11. T. S. McPherson has assumed the assets and liabilities of the firm, and will continue the business.

### BUTTERMAKING HINTS FOR SUMMER.

**B**UTTERMAKERS so far have had the assistance of generally favorable weather for the production of butter, as regards temperature, but with the coming of July; the first month of the last half of the year, conditions may be expected to change, says Chicago Dairy Produce, and it is well to be prepared now for their coming.

Hot weather means extreme cleanliness at the factory if the best butter is to be made. Drains should be examined frequently, and well flushed out and no sloppings of milk allowed to remain anywhere about the factory inside or out long enough to cause a smell. Skim milk tanks and platforms situated where drippings speedily become a nuisance should receive prompt attention and be cleaned up as soon as the last patron has left the building. Too often this work is put off until late afternoon, until everything else is put in order, and until there has been time to develop a nuisance that grows more as the season advances.

There will be the usual trouble with flies and the buttermaker who doesn't have creamery doors and windows well screened is going to have a lot of trouble.

It is not enough simply to cover the cream vat. In the well-regulated creamery of the

present day the attempt should be to keep the flies out of the building, and give them as little advantage and encouragement in the surroundings as a strict regard for cleanliness will dictate.

Patrons should be cautioned to prepare for the hot, dusty weather of summer and early fall. A day's milk saved not only means a loss prevented, but the patron who is ready for the hot weather when it comes is the one whose milk is going to make the best flavored butter at the creamery.

Don't be sparing of reliable washing powders, cleansers and disinfectants. Science has put these things into your hands, and there is no more reason to waste your strength in toil doing without their assistance than there would be reason to do without centrifugal separation in favor of gravity skimming.

Be saving of your health. Hard work does not destroy health half as quickly as needless exposure, carelessness and foolhardiness. Take time for needed rest, and if your work is too much to allow of it, put some on other shoulders. The helper will be glad of the opportunity to earn a few dollars a week, and the period of life allowed you as a creamery operator will be more replete with health and pleasure.

JUST OUT

**UPTON'S**  
**Pure Fruit Jams**  
and  
**Marmalade**

BEST QUALITY

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



**UPTON'S**

**Jams, Jellies and**  
**Marmalade**

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

GOOD PRESERVES

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

51 Colborne St., TORONTO, Agents.



# THE PROVISION TRADE.

Cold-Storage Butter Shipments—The Markets—Miscellaneous Notes.

## COLD-STORAGE BUTTER SHIPMENTS.

PROFESSOR ROBERTSON, Dominion Commissioner of Agriculture and Dairying, has sent out the following circular on the subject of creamery cold-storage: "The cold-storage service for the carriage of butter is being utilized almost to its full capacity this season. Refrigerator cars are now run from about 40 starting points per week to Montreal, picking up butter at stations on the way. When these arrive in Montreal a cold-storage inspector examines their contents and reports the condition of the cars and the quantities of ice, if any, found in them. In nearly every case a quantity of ice from 200 to 1,800 pounds has been found unmelted on arrival at Montreal. However, refrigerator cars are not suitable for cooling butter. They are intended only to keep cool the butter, which is loaded in them in cool condition. It is highly important that the cold-storage at the creameries be kept in use in such a way as to cool the butter down within one day after it is made to a temperature not above 40 degrees Fahrenheit. If the butter be kept warm even for a few days it will show a staleness of flavor when delivered in England which will prevent it being taken at the highest market price by the best class of customers." In a circular letter to railway agents the Commissioner of Agriculture and Dairying invites their co-operation in making refrigerator cars subsidized by the Government as useful and satisfactory as possible. A good deal may be done by taking care to keep the doors closed, except during the actual time required to put in the butter. An open door lets the cool air flow out and the warm air rush in. Shippers should be advised to deliver butter at the station near the time at which the refrigerator car passes. Agents would render a service when delivery is made ahead of time by placing the butter where it would be protected from the rays of the sun, kept as cool as possible, and not exposed to undesirable odors such as that from oil barrels, which may be in the ordinary freight shed. Cheese should not be loaded into refrigerator cars intended for butter, as one or two loads of the former heat the cars, and to that extent injure the butter.

## FIRST HOG DRESSED BY LATE P. D. ARMOUR.

It is told of the late P. D. Armour that on one occasion he made a present of a suit

of clothes to each of his employees in a certain department. Each man was told that he might order his own suit, and send the bill to Mr. Armour, no restriction being made as to price. In order to avail himself fully of this liberality, one young man ordered evening clothes costing \$80. When the bill was sent in, Mr. Armour sent for the clerk to vouch for its accuracy, and, finding it right, assured the man it would be paid. As the clerk was leaving, however, Mr. Armour said to him:

"I wish to say to you that I have packed a great many hogs in my time, but I never dressed one before!"

## THAT'S THE WAY THEY LOOK.

Little Ethel was out driving with her mother, and as they drove past a swamp she saw some cat-tails growing. "Oh mamma," she said, pointing at them, "I didn't know that sausages grew on sticks before."

## WHY PORK IS HIGH.

The National Provisioner thus accounts for the present high prices of pork products and hogs:

"The state of the pork trade and the available supply may be seen in the condition of stocks of provisions in Chicago at the close of business, June 30, as reported to the board of trade. The total cuts of meats on that date amounted to 120,962,996 lb., and 136,207,991 lb. on June 30, 1901. The shortage was not due to the movement of products. The shipments of these products were as follows: During June, 1902, of 28,611,497 lb. of lard (gross weight) and 58,920,017 lb. (gross weight) of meats, and 35,439,308 lb. and 64,771,312 lb., respectively, of the above products during June 1901. The receipts for June, 1902, were: Lard, 2,812,197 lb.; meats, 6,899,927 lb. June, 1901: Lard, 6,820,418 lb.; meats, 14,319,570 lb. The shortage of 1,000,000 hogs at centres for three months explains it."

This rise in prices is not confined to pork, nor is it to be found only in Chicago.

"The price of live stock is steadily rising in all markets. The tendency is still more upward. The Schwarzschild & Sulzberger Co. paid \$8 70 for cattle on the hoof at Chicago last week. It is a noticeable fact in view of the rising live stock market that

the sensational class of newspapers have ceased their agitation against the price of dressed beef."

## THE PROVISION MARKETS.

### TORONTO.

Trade in dressed hogs is dull, but they have advanced in price 25c. per 100 lb. during the week. A moderate amount of business is doing in dressed beef, which remains firm and unchanged. The prices of live hogs and cattle remain as they were last week. Quotations follow: Dressed hogs, \$9.25 to \$9.50; beef carcasses, \$8 to \$8.50 per 100 lb.; hind quarters, \$9.50 to \$11 per 100 lb.; front quarters, \$5.50 to \$6.50 per 100 lb.; veal, 7 to 8c. per lb., and lambs, 9 to 10½c. Select live hogs are worth \$7.25, and fat and lights, \$7 per 100 lb. Choice export cattle are worth \$6 to \$7 per 100 lb., and lights, \$5 to \$5.75.

The provision market is steady and unchanged. The unfavorable weather of the past few days has quieted down trade in these commodities, but business on the whole continues fair. We quote as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, \$21.50; short cut, \$23 to \$23.50; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.; plate beef, \$15.

### MONTREAL.

The tone of the provision markets for about all lines continues firm, although prices have been steady throughout the week. However, it is expected that if the present price of live hogs is maintained, an advance in some lines is very probable. The demand is still good, and the market is quite active.

In fresh killed abattoir dressed hogs, there has been no quotable change, the price still being \$9.25 to \$9.50 per 100 lb. The market is firm. A fair jobbing trade has been done, the demand from butchers being very good.

The price of pure Canadian lard remains at \$2.37½ to \$2.40 per pail. Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20-lb. tin pails, ¼c.; 20-

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Are you selling 

REGISTERED  
*Bow Park*

BRAND

# Cream Cheese?

Just the thing this hot weather. It sells fast.

Send us your order or ask your wholesaler.

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

When you have any

# BUTTER OR EGGS

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

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

# Pure Lard

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

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

# Long Clear Bacon.

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

Quotations on Case or Car-load lots on application.

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



lb. wood pails,  $\frac{1}{2}$ c.; 10-lb. tins,  $\frac{3}{8}$ c.; 5-lb. tins,  $\frac{3}{4}$ c.; 3-lb. tins,  $\frac{7}{8}$ c. Snow White and Globe compound, \$1.95 per pail; Cottolene, 11 $\frac{1}{4}$ c. for 20 lb. pails, and 11c. for 60 lb. tubs, for Quebec and Ontario; hams, 13 to 14c.; bacon, 14 to 15c.; heavy Canadian short cut mess pork, \$24.50 to \$25.00; Canadian short cut clear pork, \$23.50 to \$24.00; Canadian short cut clear pork, \$23.50 to \$24.

ST. JOHN, N. B.

In barrelled pork, in spite of the light business, prices tend higher. Business is almost out of the question. Beef, while not so firm, is still high and sales are light. Lard is still high. There is a rather light business. In fresh meats to the consumer little change is noted. In beef, light domestic stock is quoted quite a little easier. Western shows little change. It is now being imported on the hoof. Lamb is more freely offered and sells at reasonable figures. Veal and mutton are easier. Pork is still in light supply. Prices are high. We quote: Domestic mess pork, \$21.50 to \$22.50; domestic short cut, \$23 to \$24; plate beef, \$14 to \$16; light beef, 5 to 7c.; heavy beef, 9 to 10c.; veal, 5 to 7c.; mutton, 4 to 6c.; lamb, 8 to 9c.; pork, 8 to 8 $\frac{1}{2}$ c.; pure lard, tierces, 10 $\frac{3}{4}$  to 12 $\frac{1}{2}$ c.; tubs, 12 $\frac{1}{4}$  to 12 $\frac{3}{4}$ c.; pails, 12 $\frac{1}{2}$  to 13c.; hams, 14 to 15c.; rolls, 11 to 12c.

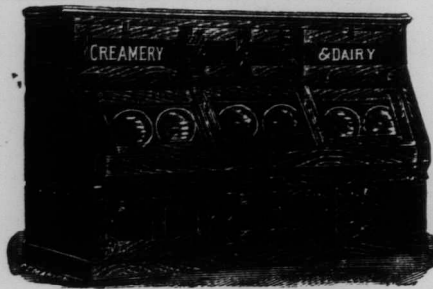
PROVISION NOTES.

F. McLaughlin, butcher, Quebec, has registered.

Ferguson & Philip, butchers, Westmount, Que., have registered.

DEALERS' PROFITS.

One of the most important considerations of the merchant in purchasing is the margin of profit there is on the goods. This is quite reasonable, but it is of even more importance that he furnish his customers with a line of goods that will give the most perfect satisfaction and thus retain a firm grip upon his trade. The United Factories, Limited, have not lost sight of either of these important features, as both the dealers' and the consumers' interests must enter into the consideration of the producer. They have, therefore, in the consolidation of three of the most important industries of Canada, kept before them the one object of producing a line of goods that will give a wide margin of profit to the dealer and make pleased customers because of the perfect satisfaction in the use of an article that is conscientiously made of the best materials produced.



C. P. FABIEN

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

3169 Notre Dame St., MONTREAL.

SLEE, SLEE & CO.

Limited

Tower Bridge Brewery,  
LONDON, ENG.

FOR  
 English Malt  
Vinegars.

Ontario Agents—

John W. Bickle & Greening,  
HAMILTON and TORONTO

From whom Samples and Prices can be obtained.

“TOMAHAWK”  
BRAND  
Hams and Bacon

Are rapidly cutting their way into popular favor.

The secret of their success is their uniformly excellent quality and flavor.

Grocers and Butchers are fast recognizing these facts, and orders are correspondingly on the increase.

If you are not handling the “Tomahawk” Brand do so at once and gain the thanks of your customers.

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

All first-class Grocers and Provision dealers should handle the

“L. & S.” and  
“Imperial”

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

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

Fowler's Canadian Company, Limited,  
Pork Packers and Exporters, HAMILTON, CANADA.

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

— ALSO —

The L. & S. Rosemary Company, Limited,  
Manufacturers of Jams Jellies, Coconut, Extracts, Baking Powder, Vinegars, Pickles, etc.  
32 McNAB STREET SOUTH, HAMILTON, CAN.

“CO  
JAP

“EMD”  
PROOF VINEGAR

“CONDOR”  
BAKING POWDER

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"CONDOR"  
JAPAN TEA

MADAM HUOT'S COFFEE

"NECTAR"  
BLACK TEA

# NEW TEAS

"EMD"  
PROOF VINEGAR

"CONDOR"  
PURE MUSTARD

EX STR. "EMPRESS OF INDIA," FROM YOKAHAMA, JAPAN,  
TO ARRIVE IN STOCK IN 10 DAYS:

2nd LOT OF "CONDOR"

65 Half-Chests Japan Teas, "Condor III," at - - 30c.  
"Condor IV," at 30c. "Condor V," at - - 26½c.

EX STR. "EMPRESS OF INDIA," FROM SHANGHAI, CHINA:

45 boxes new 1st crop Pin Head Gun Powder, extra, at - 30c.  
117 " " " " Pea Leaf " " choice, at - 25c.  
121 " " " " Pea Leaf " " good, at - 22½c.

"CONDOR"  
BAKING POWDER

"OLD CROW"  
PURE VINEGAR

All natural leaf and choicest early liquor—ask for samples.

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

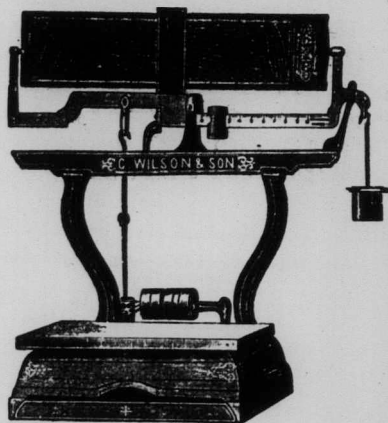
**E. D. Marceau & Co.** ST. PAUL ST., 281-285 **Montreal**

"OLD CROW"  
BLACK TEA

"CONDOR"  
PURE VINEGAR

"OLD CROW"  
BAKING POWDER

"EMD"  
BAKING POWDER



## One "R" Knocked Out

Wilson's Computing Scale has knocked out one of the three "R's." It is no longer necessary for a grocer to learn arithmetic. The Computing Scale not only weighs accurately, but reckons the cost at the rate per pound without any danger of mistake.

LET US SEND YOU OUR OFFER OF THE LATEST BALL-BEARING SCALE, UPON EASY TERMS OF PAYMENT.

CANADIAN  
MANUFACTURES  
FOR CANADA

**C. WILSON & SON**  
69 ESPLANADE ST. E. **TORONTO**

*"Best in the World."*

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

PURE ENGLISH

**MALT VINEGAR**

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

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

Export Agents:  
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

A PRIVATE letter from Baltimore, referring to the tomato outlook, says: "We hardly know how to size up the tomato situation. There is one thing certain, the early packing is over; but there will be some stock packed all along, although not to any great extent. The raw material is costing more, and it looks like higher prices for some days to come. The lowest price on full standard 3's f.o.b. Baltimore is \$1 to-day."

## CANNED SALMON IN LONDON.

Although the best qualities of Alaska fish show better value than any other grade of salmon in the market, sales are not what they should be at this time of the year. On the other hand, Fraser and Skeena talls and flats are in such good request that importers feel justified in holding their stocks for very firm prices. — Produce Markets' Review, July 5.

## PRICES WITHDRAWN ON FIGS.

A private cable from an operator in figs ordered the withdrawal of prices named on the new crop. The advices claim that the outlook for the coming crop is not so favorable as was the case when the prices were first named. Reports from the interior of the country figure on an output of from 25 to 33 1/2 per cent. less than that of last season. Estimates in camel loads place the probable total at from 45,000 to 50,000, as against about 67,480 camel loads last year.

## CURRANTS IN LONDON.

At the lower prices now ruling the market for currants shows rather more activity. Provincial is now about 6s. per cwt. cheaper than the rate which ruled for a few days early in May. Viewed from a dealer's standpoint this altogether unnecessary rise and fall is one more instance of trade disturbances of the market for an article of which the consumption hardly varies, and of which the statistical position is always known; these fluctuations can by no means be excused, though it may, to some extent, be explained by the alarmist reports received as to damage to the growing crop. The Genoa cargo, which was placed on the market at the beginning of the week, brought, among other kinds, some excellent Zante fruit, including a certain percentage of confectionery currants, of which the stock had previously been practically exhausted. So disheartened, however, have buyers become by the course of the trade, that, although the demand from the country is fairly good, they are showing what will probably turn out to be an excess of caution in their

operations. So far as any fruit, except Provincial, is concerned the supply is even now so limited that it must become, to all intents and purposes, exhausted before the new crop can arrive in about two months' time.—Produce Markets' Review, July 5.

## CURRANTS IN GREECE.

Writing from Patras, Greece, under date of July 1, D. Pasqua says of currants: "As a consequence of the improved prospects for the coming crop, coupled with the dull state of the markets in the principal consuming centres, our market for old fruit assumed in May a decided downward tendency, and prices gradually declined to the lowest level reached this season, especially for the Provincial sorts, which form the bulk of the actual stocks in Greece, say about 8,500 tons. The fine qualities are almost exhausted now, and the few small parcels that may be found command relatively high prices. The exports to June 30 compare as follows with those of the two preceding seasons:

	1902. Tons.	1901. Tons.	1900. Tons.
United Kingdom .....	58,155	32,200	60,812
U. S. and Canada .....	17,264	5,254	17,836
Australia .....	4,800	3,475	5,561
France .....	739	120	4,041
Continental Europe .....	33,280	7,180	33,705
Sundry .....	251	.....	.....
Total .....	114,489	48,232	127,955

"The total exports for season of 1900-1901 figured up to 123,625 tons. The new crop is progressing favorably, and if the weather continues good until the housing of the crop we should look for a yield of from 170,000 to 180,000 tons."

## OUTLOOK FOR CANNED VEGETABLES IN THE UNITED STATES.

Tomato plants are beginning to look sturdy and healthy, but we notice a very considerable lack of blossoms upon the best developed of them. With a steady succession of sunshiny days, we do not think this condition will be prevalent or general, and the outlook for a fair crop of tomatoes in August is at present good. Sugar corn is also beginning to look very well in this section, and as there is a fair price offering at present for a good article of Maryland style pack of corn, we expect there will be a full crop packed in this State unless very unfavorable conditions supervene. Corn will probably be in good request, not only during the packing season, but through the fall and winter, as there is not an excessive amount of stock carried over, and the known shortage of peas will tend to considerably increase the demand for canned corn. The high price to which field corn is forced by the Gates corner, and the very good price still obtained for it, although the

corner has been vacated this week, will remove considerable temptation from parties who pack field corn, a practice which always results in breaking the price of standard sugar corn.

Now that the pea situation throughout the whole continent is thoroughly understood, and the pack is known to be about 40 per cent short of what was expected, we cannot see but what canned peas will steadily improve in value between this and Thanksgiving Day.—The Trade, Baltimore, Md., July 18.

## GOSSIP FROM WINNIPEG.

WINNIPEG has practically no markets this week, everyone is far too busy getting ready for the Fair. Grocers, provision dealers, grain men and millers alike refused to talk about anything but Fair. The retail merchants are taking a greater interest in the Fair than for some years past, and some most beautiful displays have been arranged.

Everything points to a most successful exhibition. Already the number of cattle, sheep, swine and horses on the grounds is greater than at any time during the Fair last year. The exhibit of dairy produce is larger.

Large entries of stock have come from as far south as Texas, and inquiries indicate an enormous attendance of outside visitors.

Winnipeg always makes two big weeks in the year—bonspiel in February and Fair week in July—when business is almost suspended throughout the Province, and everyone comes to Winnipeg to have a good time.

Implement men for the past few years have not shown on the Exhibition grounds, but have arranged special exhibits in their showrooms. They have followed this plan this year also, and all this week the hum of machinery in motion will be heard in every implement place in the city. Dealers are anticipating a heavy sale of binders and ploughs during the next few days. All implement men report trade to date beyond their expectations. E. C. H.

Winnipeg, July 21.

## MONTSERRAT.

Montserrat lime fruit juice, well and favorably known throughout Canada, is meeting with a growing demand from the general public. Grocers and druggists find it a ready seller during the hot weather, and the excellent quality, combined with the large amount of advertising being done for it, largely contributes to its finding a ready sale. Experience has proven that this lime juice can be kept over from one season to another without its being affected by retention. This fact is due to the high quality of Montserrat.

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**JAPAN  
TEAS**

**SULTANA  
RAISINS**

We have just passed into stock some very fine lines of these both in style and draw, on which we are quoting very close prices.

We have some snaps to offer in these goods which should prove good sellers on account of great scarcity of Valencia Raisins.

WRITE US FOR PRICES.

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

### TORONTO RETAIL GROCERS' EXCURSION.

FULLY 800 people went with the Toronto Retail Grocers' Association on Wednesday, July 23, on their sixteenth annual excursion to Niagara Falls. The steamers of The Niagara Navigation Co., Chippewa, Chicora and Corona conveyed the excursionists across to Lewiston and the party then proceeded along the United States side of the Niagara River to their destination by the great Gorge Route. Everything contributed to the success of the day's journey. The day was fine, Lake Ontario was calm and the numbers who went came up to the expectations of the promoters of the excursion.

Nearly 500 excursionists went on the Chippewa at 7 a.m. To amuse those going across, the Association had provided an excellent programme. The services of a good string band were brought into requisition. Two Highland lassies, Miss Ross and Miss Bryce, danced to the music of the bagpipes played by Angus Allen, of The Weir Specialty Co., who accompanied the party. This gentleman also played at the Falls and on the last steamer coming home.

Besides the dancing and music, a pedro match was played on the boat between representatives of the wholesale houses, of whom a good many were present, and retail grocers. The match resulted in a victory for the former, who were, after a close contest, declared the winners by a score of 38 to 41. The winners were each presented with a box of assorted chocolates by Messrs. Cowan & Co., Toronto, and the losers got a stick of chocolate. There were also a number of guessing contests. A coffee guessing contest, in which Todhunter, Mitchell & Co. were the donors, resulted in the ladies' first prize, a silver berry bowl, being awarded to Miss Hay; the second ladies' prize, a 5-lb. tin of "Excelsior" coffee, to Miss Bredin, and the first and second prizes

for gentlemen to T. Wright and F. Britten respectively. These prizes were a silver cake basket and a 5-lb. tin of "Excelsior" coffee. H. Colliwool came the closest to guessing correctly the number of grains of wheat in a certain glass jar, and was the recipient of a case of Swiss Food from P. McIntosh & Son. The Gold Soap contest resulted in Mrs. Wood, 18 Henry street, Toronto, obtaining a 14k. gold-filled watch, and Mr. F. Gibb, of Gibb Bros., grocers, Yonge street, Toronto, estimated the number of excursionists on board the first boat at 479. There were exactly 482 on board, and so he was awarded a silver cup by The Bovril Co.

When the excursionists from the first boat reached Niagara Falls, N.Y., they were met by the band of The Natural Food Co. and escorted to the factory of that concern. The Porter residence and grounds, the property of this company, were placed at the disposal of The Toronto Retail Grocers' Association for the day. The party were shown over the factory, and the methods by which Shredded Wheat biscuits are made were explained.

Mr. H. Ohinstead, of The Natural Food Company, on their arrival at the factory of that company, welcomed his guests in a few well-chosen words and gave them the freedom of the place. His kind invitation was accepted, and everyone expressed surprise and pleasure at the cleanliness and magnitude of the works. Over 300 hands are employed by this firm, and the machinery and methods of manufacture are modern in every particular. The building is of white brick, iron and glass, principally the last named, judging from its outward appearance, for the first thing to strike the observer is the number of windows in the structure. The factory has been running since September 27, 1901. Henry D. Perky is the

founder and president of The Natural Food Company, and the cost of this factory at Niagara Falls, N.Y., was about \$3,000,000.

After visiting the above concern's premises the party then dispersed, some visiting the various places of interest at the Falls while others went on to Buffalo.

Most of the excursionists came home by the 7 o'clock boat. They were accompanied by Angus Allen, the piper, and an orchestra, and music all the way home was provided by these. A number of couples danced to the strains of the orchestra, and the Highland piper was applauded by scores of admirers.

#### NOTES.

The Natural Food Company had a Union Jack hoisted on their factory in honor of the event.

Quite a number of representatives of leading wholesale houses went with this excursion.

A handsome white silk badge, emblazoned with the Union Jack, was supplied each of the excursionists.

There were exactly 482 members of the excursion on the Chippewa and their numbers were swelled by additional arrivals on the later steamers.

#### KEEP RIGHT ON.

The first few advertisements may not bring many inquiries, but, like the foundations of a building, they are fulfilling their purpose, even if they don't make much of a showing, remarks a contemporary. Keep right on building. Keep right on advertising. Do not be discouraged because the foundation doesn't show up very much compared with what you expect the ultimate result to be. If the advertising is well done and in the right medium, you are just as sure of having a well built business as the builder is sure of having his house complete when the necessary expense and work are put into it.



## In Business To Make Money ?

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

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

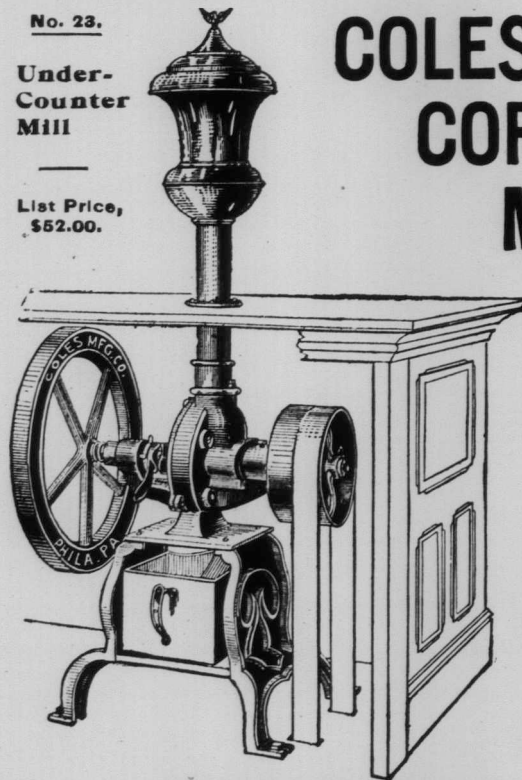
### Windsor Salt Will Help !

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

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

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

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

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA,  
PENN'A.



"The best business man is the one who learns  
wisdom from his own mistakes."

If you have made the mistake of not keeping

## Paterson's Camp Coffee Essence

Learn wisdom—and learn it as soon as possible—  
you may have a call for Paterson's any time, as it is a  
fast seller and then it looks so bad to be "just out."

ROSE & LAFLAMME, MONTREAL.  
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# THE CANADIAN GROCER

**President:**  
**JOHN BAYNE MacLEAN,**  
 Montreal.

## The MacLean Publishing Co. Limited

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

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- TORONTO - - - 10 Front Street East. Telephones 2701 and 2702.
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Published every Friday.

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

### CANNED CORN SITUATION.

INCREASED attention is being given to the canned corn market. During the past week several thousand cases are understood to have changed hands at 75c. In some instances the purchasers have been packers, who, in view of the threatened short pack, together with the fact that some of the factories will not put up corn this season, are evidently desirous of protecting themselves at the moderate prices which are now ruling.

It will be remembered that the price of the pack of 1900 reached as high as \$1.10 in a wholesale way, so that if the present indications of a short pack are fulfilled, there is a good prospect of money being made at the figures which are now ruling.

A gentleman who has covered the ground between Kingston and London reports that the situation is anything but favorable, as far as corn is concerned, and letters from

some of the eastern districts corroborate his views. In some parts it appears that the corn has been ploughed under, so poor has been the condition of the crop.

While it is, as we stated a week ago, still too early to definitely say what the ultimate result of the crop will be, it is quite evident that the condition of the canned corn market has improved beyond anything that was anticipated a few months ago. At that time it was the general opinion, in view of the quantity of corn it held, that the syndicate stood to lose a great deal of money on what it had in stock. But what then promised to be a white elephant is at present proving to be a somewhat profitable investment.

### MARITIME BOARD OF TRADE.

ACTIVE preparations are being made by the officers of the Maritime Board of Trade for the annual convention, which is to be held in Sydney, Cape Breton, the third week in August. This body, which is composed of leading business men in the Maritime Provinces, is yearly becoming more important, and its influence is necessarily becoming greater in public affairs, particularly in matters appertaining to the commercial welfare of the Maritime Provinces.

The fact that the meeting is to be held in Sydney lends more than usual interest to it. We are not aware what subjects are being prepared for discussion, but we may depend upon it that they will be of the usual interesting character. There is one subject which we would like to see discussed, and that is, Confederation of Canada and Newfoundland. There is no class of business men in Canada more concerned in this question than the business men of the Maritime Provinces, and there are none, who are, therefore, in a better position to discuss it in a more intelligent manner. It is to be hoped the officers of the board will see the wisdom of giving some attention to this important subject.

Business men's organizations are gradually extending their influence. And the more this influence is extended the better may we expect to see the affairs of the country administered.

### MONTREAL'S EXPORT TRADE.

THE Montreal Board of Trade compiled the following figures relative to the exports from the port of Montreal from the opening of navigation up to July 12. They are shown in comparison with those of 1901 during the same period:

	1902.	1901.
Wheat, bush.....	6,819,657	5,197,735
Corn, ".....	58,150	2,985,308
Peas, ".....	191,108	328,494
Oats, ".....	591,759	1,804,203
Barley, ".....	65,445	505,240
Rye, ".....	275,167	430,893
Butter, boxes.....	123,741	103,080
Cheese, ".....	520,250	394,308

Compared with last year, the total export trade during this period shows considerable falling off, due to a variety of reasons, among them being a shortage in crops, and consequent high prices. However, this state of things has affected all American ports, and it is a satisfaction to see that Montreal, as a port of export, compares most favorably with New York, Boston, and other American ports.

The greatest falling off occurs in corn, there being nearly 3,000,000 bushels less exported this year than last. The corn shipped from Montreal has been almost wholly United States corn, and as last year crop was a partial failure, and prices have gone up far above its export value, the business done on export account has dwindled to within a very small compass.

In wheat, cheese and butter, however, there appear increases in the amount exported, wheat being particularly satisfactory. The shortage of cars last autumn made it impossible to carry the enormous wheat crop to Fort William before the closing of navigation on lakes and canals, so that it had to be carried over till the spring, and has now come out over Canadian waterways instead of going to Buffalo, as would have been the case with a good part of it had it been shipped last fall.

The increase in the exports of butter are fairly satisfactory, but in cheese the greatest increase is noted, there being 126,000 boxes more this year than during the corresponding period in 1901. The present year gives many indications of making the record for Canadian cheese in England.



## MORE BUSINESS MEN WANTED.

**T**HERE is one feature in connection with the retirement of Lord Salisbury from the British Cabinet that has not yet attracted much attention, and that is in regard to the business element in the Government.

As our readers are well aware, there are very few business men in the British Cabinet, and this fact has been the subject of some criticism by the British trade press.

According to a cable despatch received this week, it is evident an effort is to be made to create a stronger representation of business men in the Cabinet, which will necessarily have to be reorganized on account of the retirement of Lord Salisbury. No less an authority than The London Times says that there is a strong feeling developing that now an excellent opportunity is afforded for securing reform in this direction. It is significant that the men in the present British Cabinet who have been most successful are Chamberlain, Ritchie and Arnold-Foster, almost the only commercially-trained men in the Government.

This agitation for a stronger representation of business men in governments is gradually increasing. Strong as may be the feeling in certain quarters in Great Britain that a change is necessary there, it is a great deal more so in Australia, where all the members of the Cabinet of the Commonwealth are lawyers. Our trade paper exchanges from there are very outspoken in regard to this deficiency of business men in the Government of that country. The new tariff has been before the Australian Parliament for about nine months, and it has only so far passed through the Lower House, being still in the Senate. This long delay in dealing with the tariff is doing a great deal of harm to the trade and commerce of the country, and the business men are not only dissatisfied with the delay, but they are awakening to the absence of the business element in the Cabinet.

This is, if it is anything, a commercial age, and it naturally follows that there should be in our parliaments a strong

representation of practical business men, if we are to have businesslike legislation.

Great Britain, essentially a commercial nation, is the Mother of Parliaments; it would be a consummation much to be desired if she became the mainspring in the movement for inoculating parliaments and, of course, cabinets with the business element.

### IT PAYS TO BE ALERT.

**I**T always pays business men to be not only on the alert, but to take active and immediate steps to remedy grievances as far as it lies in their power.

A cable despatch a week or so ago stated that the British Government, in asking for tenders for supplying Bermuda station with flour, specified a brand which was purely a product of United States mills. The matter attracted some attention from the press in Canada at the time, and the comments were not by any means favorable to the action of the War Office, which should have been better informed unless it was really desirous of giving the contract to a foreign country.

Mr. F. W. Thompson, the managing-director of The Ogilvie Milling Co., when he became aware of the condition of affairs, immediately drew the attention of the Dominion Government to the matter. The Government in turn sent a despatch to Lord Strathcona, who brought the matter to the attention of the War Office. The result was that the conditions of the contract were amended, and a Canadian company has received an order for the flour.

### UNPROFITABLE TEA INDUSTRY.

**R**EFERENCE in these columns has been more than once made to the unsatisfactory financial experience of the tea plantations in India and Ceylon. A share list recently issued in London, Eng., corroborates what has hitherto been said in regard to the matter.

The list includes over 100 companies, and it shows that not more than about two thirds of them paid dividends last year to their shareholders.

This is a most unsatisfactory state of affairs; and, unfortunately, there does not

appear to be much prospect of any improvement in the near future.

The present condition of affairs in the Indian and Ceylon tea trade is overproduction; or, more correctly speaking, overproduction of low-grade teas, which have within the last month or so brought the average price of teas on the London market down to the lowest figure on record. At the auction in London two weeks ago the average price of Ceylon tea was 6d., and of Indian tea 6.08d. An effort is being made to remedy overproduction by trying to induce the planters to reduce their output by 10 per cent.

But, besides overproduction, there is the British Customs tax of 6d. per lb., which is a heavy burden on the industry.

### FOOD PRODUCTS CONFISCATED.

**I**N the report for June of the chief city food inspector of Montreal, it appears that a considerable quantity of food was confiscated as not fit for consumption. At the Eastern Abattoir there were confiscated: 3 cows, 5 calves, 4 sheep, 40 livers and 600 lb. of bruised meat; and at the Western Abattoir: 1 cow, 36 calves, 2 hogs, 18 livers and 60 lb. of bruised meat. In the stores, wholesale and retail, the following confiscations were made: 140 lb. of beef, 200 lb. of veal, 6 lb. of pork, 10 lb. of poultry, 20 lb. of fish and 140 lb. of bruised meat.

In the inspection of bakeries and confectionery stores, 49 of the former and 14 of the latter were examined. In regard to the handling of bread, 10 bakers were found who neglected to cover the bread carts as they were being driven around to customers, and they were notified that this must be done. The practice of carrying the meat into the house in the hands was also censured, and it is intended to stop this altogether. Most of the drivers already use baskets for this purpose, but 18 butchers were found whose drivers did not, and they were instructed to do so.

The displaying of bread outside of the store was objected to, and with reason. Eighteen grocers were found who exhibited their bread in this way, and they received warning.

The inspection of milk proved more satisfactory. Eight complaints in regard to the quality of milk were received; 322 inspections of milk were made. Dairies in the city, to the number of 163, were found to be in satisfactory condition and the milk was of good quality generally. An examination was also made of 774 cows, in order to insure a pure milk supply.

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## THE LONDON TRADE COMMISSIONER---THE LIKELY MAN.

**R**UMORS current in the daily papers lend plausibility to the general belief that a Canadian trade commissioner will very shortly be appointed to take charge of this country's commercial interests in London. Several names have appeared in print as likely appointees, but so far as we can make out the name of the man who will in all probability get the position has not yet been suggested. Mr. James Cummings, of Lyn, who has been mentioned, and who made an excellent report after conducting investigations as special commissioner to Africa, is indeed a strong man, but his chances for the appointment are considered slim. Another aspirant is Mr. Peter Ball, of Toronto, a nephew of the late Hon. George Brown, who, if he possesses similar abilities to his distinguished relative, would fill the office well.

But we have good authority for saying that neither of these gentlemen will be appointed. The Government's choice is going to fall on Mr. George Anderson, of Toronto. Such is the dictum of a gentleman who is in close touch with the Ottawa authorities and who usually knows whereof he speaks.

True, Mr. Anderson is at present on his way to the Yukon, but this is merely a preliminary canter, for he is working for the Government along trade lines there.

Mr. Anderson has excellent qualifications for the post. Six years ago he was special trade commissioner to Japan. Business men will recall the good work he did there and the splendid report on Japanese conditions which he prepared. Ever since he showed the trade possibilities of the Eastern country, Canadian business has grown in the Orient.

To review the situation, the movement for the appointment of a commissioner began early last year when Mr. George H. Hees, of Toronto, addressed the Manufacturers' Association on the subject. He had experienced the advantages of the presence of Mr. G. S. Larke in Australia and urged that London should be similarly equipped with a commissionership. Since then the press and the Manufacturers' Association have carried on an active campaign to

secure an appointment and this paper has not been behind in lending support to the movement. At the last interview between the Government and the Association, it was intimated that an appropriation had been made, which The Globe announced next day amounted to \$20,000. At the same time the Hon. G. W. Ross promised assistance to the amount of \$5,000. There can be no further doubt that the Government will establish a trade commissioner in a good building in London within the next six weeks.

## OTTAWA TRADE GOSSIP.

**H.** H. LIVINGSTONE, of The Pure Gold Co., was in the city last week showing a new line of their preserves, which he reported good success with. Business in their other lines is exceptionally good.

The McCormick Biscuit Co., under the management of L. McCurdy, of this city, report their trade growing.

T. C. Bate, who looks after the tea department of H. N. Bate & Sons, states that he is well pleased with the demand for their "Anglo Saxon" in this district.

G. W. Hunt, of the Ottawa Fruit Exchange, left last week on a pleasure trip. He took the train to Toronto and from there the steamer to Montreal and Quebec.

Mrs. Brouse, wife of H. A. Brouse, wholesale fruit merchant, of this city, died quite suddenly a few days ago. Although she was ill for a few days, death came as a shock. A great deal of sympathy is felt for Mr. Brouse, who is so well known to the grocery trade here. Interment took place at Prescott, Ont.

## THE RETAIL ASSOCIATION.

The Grocers' Association met in their rooms on Monday night of last week. The attendance was only fair owing to the fact that members were not notified by card. However, considerable work was done towards getting accounts in connection with the excursion straightened up. It is likely that there will be a good balance to show.

A letter was received from Secretary Trowern, of the Retail Merchants' Association of Canada, in which he stated his intention of being in Ottawa shortly and would be pleased to meet the members of the Association. The secretary was instructed to acknowledge the letter and express the pleasure the Association would have in hearing him.

The committee appointed to look after

the trading-stamp question are working hard to get a by-law, but so far the question has been put back at the different meetings of the finance committee of the city council. A copy of the by-law used in other cities was received from Secretary Trowern, of Toronto, and was handed to the Association solicitor.

Owing to the small attendance the Saturday early closing was not discussed, but it is likely a special meeting will be called this month if Secretary Trowern will be here.

## THE WHOLESALE TRADE.

Trade in Ottawa is very good among retailers and wholesalers. The wholesale houses are booking orders for Fall goods to arrive and report lots of orders for canned salmon and vegetables, prunes, peaches and apricots, also sago and tapioca which is being offered at low figures.

The receipts of small fruit the last few days have not been very heavy. Raspberries have been scarce and prices ranged high. Cherries seem to be about over, although if fine weather continues there will likely be lots of raspberries before the week is out.

Wholesalers are getting a better price for tomatoes, the figures are now around the \$1 mark.

## NO EXCUSE FOR POOR STATIONERY.

There can be no excuse whatever for using poor stationery, for it is too cheap a product. You cannot tell but what it may make several thousand dollars' difference in your business.

Your billheads and statements should always be neatly executed. Not only should they be attractively gotten up, but the type used in the setting should be of the finest. The bill itself should be plain and legible so that your trade will not have to scowl and worry their brains to discover what it is all about.

Whenever you send out an announcement, no matter what the kind, whether it pertains to some new goods you may be showing or the message of a department opening, let it fairly bristle with brightness and sparkle with originality. Give the printer a chance to display a little of his talent. It is generally noticed that the billheads and letterheads of the large wholesale merchants in every city are, as a rule, very artistic. They believe that if the work is poorly executed and inartistic, the recipient will gather the inference that their business is not what it ought to be.



## "IF" you are interested in Teas

**WE are alike interested in you**—and it is to our mutual

interest that we become acquainted and talk the situation over. No harm in that—possibly much good, and please to remember that we are not "Theorists," but "Practical Demonstrators," proving all things beyond peradventure before giving them recognition.

**"SALADA"** Ceylon Tea is a successful venture. **Could we have made it so without superior merit in quality alone?**

Shall be very glad to hear from you.

**"SALADA,"** Toronto and Montreal

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

## LILY WHITE GLOSS STARCH

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

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

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD, ONT.

# The Canada Biscuit Co., LIMITED,

King and Bathurst Sts., Toronto.

Manufacturers of High-Grade

## BISCUITS, CONFECTIONERY, JAMS and JELLIES.



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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, July 24, 1902.

### GROCERIES.

**D**URING the week business in groceries has kept up well and no changes in prices have occurred, but the firmer feeling noted last week in canned corn has resulted in some houses advancing the prices of it 2½ to 5c. over their quotations of a week ago. The reports still indicate a scarcity of corn this season and some holders are more conservative in their offerings. Sugar has been selling freer, but syrups and molasses continue dull. The tea trade is still quiet and without new features. Some business is doing in the pickling varieties of spices, but other lines of that product are inactive.

### CANNED GOODS.

The principal feature of the canned goods market this week is the continuance of the firmness in corn, owing to repeated advices from the other side that the crop there this year will be short. These reports have increased the confidence of holders here, and some of them are asking 2½ to 5c. more than the prices quoted by us a week ago. So far all reports on the condition of the pea crop of this season tend to create a strong impression here that the crop will be short and so jobbers are inclined to stiffen their prices. Tomatoes have almost been cleaned out of the market, and \$1.15 is what is now asked for those of good stock. Quotations this week follow: Tomatoes, \$1.15 and upwards; corn, 77½ and upwards, and peas, 80c. up. The activity in canned salmon mentioned last week for future delivery continues. The demand for canned meats has fallen off somewhat. Fruits are quiet and featureless, and not much is doing in lobsters and haddies. We now quote: Fraser River sockeye, \$1.42½ for five-case lots and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15, according to quality, and canned haddies, \$1 to \$1.10.

### COFFEES.

A fair demand is reported for green Rio coffee, and mild descriptions continue quiet. There is a moderate call for roasted coffees. Latest advices from the primary coffee markets show a more cheerful appearance in the situation, and some net gains were made in some quarters. We quote as follows: Green Rio, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

### NUTS.

There is practically no business being done in nuts, which continue unchanged in price. The outside market for almonds shows firmness with a fair movement within quotations. An inquiry is being made outside for filberts for future delivery, but no transactions have been reported closed.

### RICE AND TAPIOCA.

Rice and tapioca, locally, are meeting with a fair demand, and the market is

steady. On the outside markets there has been a steady improvement in the demand for rice, and reports of a shortage in the Southern crop are having an uplifting effect on the market, causing the prices outside to raise a little during the week. We quote: B rice, 3¼c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3½ to 3¾c.

### SYRUPS AND MOLASSES.

Syrups and molasses, locally, are reported quiet and unchanged. A firm undertone is reported in all departments of the outside market in spite of the demand experienced being small. The New Orleans blackstrap market is quiet, except in the way of deliveries on contracts which have been quite heavy. We quote as follows: Corn syrup, 3½ to 3¾c. in barrels and kegs, sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for open-kettle.

### SPICES.

Quietness is the prevalent tone in the local spice market, excepting in pickling varieties, which are moving freely. Peppers, in the primary market, displayed a stronger undertone, and shipments from

See pages 37 and 38 for  
Toronto, Montreal, St. John  
and Halifax prices current.

the East were light. Ginger, cloves and other lesser spices outside have been quite active, and their prices were steady.

### SUGAR.

More business has been done locally in sugars during the past week than the week before. The London, Eng., and United States markets continue to show steadiness, both in refined and raw. The receipts in the four United States ports of raw sugar amounted to 36,112 tons, and the meltings were 35,000 tons. The total stock in the four ports was 110,299 tons, against 139,187 tons last week and 296,913 tons last year. A midsummer quietness has developed in the raw sugar market of the Republic and there seems little disposition to buy or sell, thus putting the market in a stagnant condition. The present quotations are so low that some buyers are putting their sugars in store in preference to selling them at the prevalent prices. Nevertheless, moderate quantities continue to be sold. The receipts to the refiners are large and deliveries are about equal to the requirements for meltings. Advices by cable from Cuba show a visible production to date in that island of 781,000 tons, and the receipts at the Cuban seaports are much larger than at the same time last year. Eastern countries are not taking the Javan crop as largely as anticipated, and the greater portion of the crop is expected to come to this continent. The demand in the United

States for refined is limited for this time of the year, but shows signs of increase. Shipments now are fairly prompt and prices are held without shading on any grade.

### TEAS.

The condition of the local tea market is about the same as last week. Chinas and Japans still are firm and inactive, and the commonest grades of the latter are bringing 18½ to 19c. here at the present time. Indian teas are unchanged and quiet. Ceylon teas are in moderate demand. The markets of London, Eng., were easier in Indian teas, and useful liquoring teas sold at exceptionally low prices, but little attention was paid to either new or old season's teas. The quantity of Ceylon tea brought forward there was considerable and met with fair attention at unchanged prices, but exceptionally low quotations ruled. The prevalent low prices in these are attracting the attention of the foreign markets, and an increased demand in consequence is expected from abroad. Sales were slow in Javas, and the prices were weak in sympathy with the low prices of Ceylon and Indian teas.

### FOREIGN DRIED FRUITS.

**CURRENTS.**—These are meeting with ready sales on the local market. From the primary markets come reports of favorable conditions for the new crop and that the market for both old and new crop inclines to a little firmness. Quotations, locally, are as follows: Filiatras, 5¾ to 6c.; Patras, 6¼ to 7c.

**VALENCIA RAISINS.**—The market here remains bare of supplies of these, and the prices are firmly held at 8½c. for selects.

**DATES.**—These are reported as dull at unchanged prices. We quote: Dates, in bulk, 4½c., and in packages, 6¼ to 6½c.

**PRUNES.**—The primary markets show a decided firmness in prunes for future delivery. The local trade is quiet. Our quotations are as follows: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6½c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

**CALIFORNIAN EVAPORATED FRUITS.**—These fruits continue to meet with a moderate demand. Our quotations are now as follows: 11 to 11c. per lb. for peaches and 13 to 17c. for apricots. New Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes, and 7½c. in 25-lb. boxes in carload lots.

### GREEN FRUITS.

Business on the fruit market this week has been inclined to be dull, owing to the unfavorable weather hindering the development of the crop of raspberries and other small fruits. The chief features are the much lower prices of watermelons, of which a good crop is reported from the South. Canadian tomatoes are on the market, but are scarce and those that are now offering do not show extra good quality. Some strawberries are still being offered. Black and red cur-



rants are scarce. Canadian cucumbers are also scarce. The trade in Californian fruits has not been heavy, owing to the abundance of native small fruits offering last week and the week before. The first car of peaches to arrive from the South this season came in early this week from Alberta, Georgia, and the 400 cases it contained were auctioned off at \$3 per case. We quote: Strawberries, 4 to 5c. per quart; raspberries, 8 to 9c.; black currants, 75 to 80c. per basket; red currants, 40 to 50c. per basket; gooseberries, 4 to 5c. per quart; cherries, 90c. to \$1 per basket; tomatoes, \$1 to \$1.25 per basket; cucumbers, \$1 to \$1.25 per basket; watermelons, \$17 to \$20 per 100; Californian plums, \$1.25 to \$1.50 per crate; Californian peaches, \$1 to \$1.50 per crate; pineapples, \$3 to \$3.50; canteloupes, \$2.50 to \$4; lemons, \$2.50 to \$3.50 per crate; Californian late Valencia oranges, \$5.25 to \$5.75 per crate.

#### VEGETABLES.

The vegetable market continues steady. New potatoes are now selling actively, and cabbage is meeting with a fair demand. New carrots, turnips and beets are also moving moderately. Other lines are quiet. Quotations are as follows: Green onions, 8 to 15c. per dozen; rhubarb, 20 to 30c. per dozen; lettuce, 20 to 30c. per dozen; radishes, 20 to 30c.; mint and parsley, 20 to 25c.; turnips, 40c. per dozen; cauliflower, 50c. to \$1.25 per doz.; cabbage, 40 to 50c. per doz. and \$1.25 per bbl.; carrots, 20 to 25c. per doz.; beets, 20 to 25c. per basket; peas, \$1.25 to \$1.40 per bag; new potatoes, 60 to 80c. per bushel; beans, 20 to 25c. per basket.

#### COUNTRY PRODUCE.

**EGGS.** The market for eggs continues strong with prices here firmly maintained in sympathy with the firmness of the British market. The receipts are not of good quality and show a shrinkage when candled, in some cases amounting to a considerable percentage. Quotations here are 15½ to 16c. for extra choice stock; ordinary, candled, 14 to 14½c., and seconds and checks, 11 to 12c.

**BEANS.** Very little is doing in beans, which are quoted at \$1.25 per bushel.

**HONEY.** The market for this product is lifeless at the present time and stocks on hand remaining over from last season are large. We quote: Honey, in 60 lb. tins, 9½ to 10c.; less quantities, 10 to 11c.; combs, \$2 to \$2.25 per dozen.

**DRIED APPLES.** There are no offerings in these.

**HAY.** The market is quiet and the demand fair. No. 1 timothy is selling at \$10.50 per ton.

**POULTRY.** Trade in dressed poultry is quiet and the prices are unchanged. We quote as follows: Young chickens (dry picked), 75 to 85c.; old hens, 45 to 55c.; turkeys, young, 11 to 13c., old, 10 to 11c., and ducks, 60 to 85c. per pair.

**POTATOES.** There are a few odd lots of old stock offering at 50c. per bag. New potatoes are worth 50 to 60c. per bushel.

#### BUTTER AND CHEESE.

**BUTTER.** There have been large receipts of butter during the week, and much is being offered at country points. There is a fair local jobbing trade being done, but the export business in both creamery and dairy is flat. The market is weaker than it was last week, but no

quotable changes have been made. We quote: Choice 1-lb. prints, 15 to 16c.; large rolls, 15c.; tubs, best quality, 15 to 15½c.; tubs, medium grade, 12 to 14c. per lb. Creamery prints are worth 19 to 20c., and creamery solids, 19c. per lb.

**CHEESE.**—The export demand is reported to have improved, and there now seems to be a better feeling in the market. A fair local business keeps up. Our quotations, locally, are: 10¼ to 10½c. for finest quality, and 9½ to 10c. for seconds. Sales at the factories are being made at 9.7-16 to 9½c. per lb.

#### FISH.

The midsummer trade in fish is moderate. Stocks on hand are sufficiently large to supply the current demands, and the prices are firm. Our quotations are now as follows: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 7½ to 8c.; pike, 6c.; British Columbian salmon, 20c.; whitefish, 7½ to 8c.; blue fish, 9c. per lb.; mackerel, 12 to 15c.; rock bass, 4c.; eastern salmon, 18c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN.**—The prices of Northwestern and Manitoba wheat continue unchanged, although there have been during the week fluctuations on the Chicago market, which, according to latest reports, is dull and heavy. We quote: 85c. for Manitoba No. 1 hard; 83c. for No. 1 Northern and 81c. for No. 2. The local quotations are unchanged at 50 to 50½c. for oats, 80c. for Ontario white wheat, 78 to 80c. for red and 69½ to 72c. for goose wheat on the St. Lawrence market.

**FLOUR.**—There have been quite a number of sales of flour on the local market during the week, but buying is mostly of the hand-to-mouth character, and our quotations are now as follows: Ontario patents, in bags, \$3.60 to \$3.75; Hungarian patents, \$4 to \$4.15; Manitoba bakers', \$3.70 to \$3.85; straight roller, \$3.30 to \$3.40 per bbl. in Toronto.

**BREAKFAST FOODS.**—The bulk of the business in this line is in rolled wheat. The other lines are quiet. We quote as follows: Oatmeal, standard and granulated, in carlots on track here, \$5.20; standard rolled oats in carlots on track here, \$1.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, \$2.40 in 100-lb. bbl.; cornmeal, \$3.60; split peas, \$4.75; pot barley, \$1.25, in 196 lb. bbls.

#### HIDES, SKINS AND WOOL.

**HIDES.**—The market for these continues inactive. An advance of ¼c. has been made in the prices of cured hides. We quote: No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼ to 8½c.

**SKINS.** Trade in these is dull and the prices are unchanged. Quotations are: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, 25c.; lambskins, 30c.

**WOOL.**—The stagnant condition of this market has not been relieved and the outlook for an improvement therein is not promising. Fleece wool is quoted at 13c., and unwashed, at 7c. per lb.

**TALLOW.**—The market is featureless. We quote 6¼ to 6½c. per lb. for tallow.

#### MARKET NOTES.

Eggs are ½c. higher.

The butter market is reported weaker.

The prices of dressed hogs have advanced 25c. per 100 lb.

#### QUEBEC MARKETS.

Montreal, July 24, 1902.

#### GROCERIES.

**C**ONSIDERING the dismal weather trade, in groceries, has been very good. It is at least up to the mark of that of last year at this time. But the damage to certain crops is bound to have its effect on the trade later. During the week, most of the important lines of groceries have shown very little change. Among the changes are rolled oats, which have weakened somewhat, and are now quoted in barrels at \$5.40, and in bags at \$2.65. Armour's corned beef has advanced, the 1-lb. tins selling at \$1.95 and the 2-lb. at \$3.40. Walnuts and peanuts have advanced again on the primary market, and, locally, an advance has been made in Grenoble walnuts. Some brands of cheap pickles are now practically out of the market, and, owing to the shortage in cucumbers, it is impossible to replace them at present. An advance of ¼c. has been made in small cheese, making the present selling price 10½ to 11c.

#### SUGAR.

There is an excellent demand for sugar as is usual at this time of the year, when fruit preserving operations are active. No change in the price has been reported, the market being steadier for the past few weeks than for some time. The price of granulated remains at \$3.65, while yellow sugars run from \$3 for No. 1 up to \$3.55 for extra bright coffee.

#### TEAS.

The demand from country points has been materially affected by the wet weather, which has apparently deterred many buyers from visiting the markets. Advice from the primary markets do not report any marked change in the situation. A recent letter to a local agent for Japan teas says that there will likely be a decrease in the shipments to Canada, not only in the first crop, but in the second and third crops as well, as the market is so high in the United States that any price can be obtained, while here the buyers have not been so quick to respond nor have they shown the same interest in the market. For Japan siftings, United States buyers are quoting to Japan between 7 and 8c. per lb., and it is likely that shippers in Japan will send most of these teas to that market. It is now estimated that there are about 20,000 less piculs than last year. China blacks opened higher than last year, but as the export duty of 5 per cent. was removed and as the freight rates are lower, they will be sold here at about the same price as last year. It is also said that better liquoring teas are being offered in China blacks this year. Ceylons are easier on the lower grades of teas, the better classes being steady.

#### SYRUPS AND MOLASSES.

The market for Barbados molasses is quiet. All orders for molasses to arrive

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have been filled, buyers having taken advantage of the easy prices to secure their supplies. The price is 23 to 24c., according to the quantity taken. Antigua molasses is worth 24c. and Porto Rico, 38c. In syrups, there is a very small amount of business being done, and the prices quoted are unchanged. We quote: 3½c. in bbls.; 3½c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.60 in 38½ lb. and \$1.20 in 25-lb. pails.

CANNED GOODS.

The demand for the general list of canned goods is of the best. No marked change followed the advance in tomatoes, nor was any anticipated, as those who bought the goods at the previous price showed no disinclination to take them at the advance. Armour's corned beef has advanced, and is now quoted at \$1.95 for the 1-lb. cans and \$3.40 for the 2-lb. tins. Business in salmon for future delivery continues good. Referring to the canned salmon situation, a Seattle firm, The Kelley-Clarke Co., on July 10, gave the following interesting data: "Every important event in salmon history revolves around the pregnant number four. The salmon lives but four years; the spawning occurs every four years, and the big run every four years, and an inevitable short run every four years. The pack in cases on the Puget Sound for the last four seasons was as follows:

	1898.	1899	1900.	1901.
Sockeye.....	214,000	497,700	228,794	1,105,066
Cohoec.....	86,000	90,400	117,174	136,000
Chums.....	25,000	17,800	55,170	71,941
Humpbacks.....	.....	245,400	.....	49,437

The pack on the Fraser River for prior years was: 1893, 457,797 cases; 1894, 363,967 cases; 1895, 400,368 cases; 1896, 356,981 cases; 1897, 860,459 cases; and 1898, 268,203 cases. The 1898 total Coast pack was only 2,400,000 cases. It is interesting to note the pack of 1891 and 1898, corresponding years with the present. We now quote: Peas, 82½c. to \$1.15; corn, 82½ to 85c.; tomatoes, \$1.12½ to \$1.17½; gallon apples, \$2.95 to \$3.00; 3-lb. apples, \$1.10. Salmon, pink, 92 to 95c.; spring, \$1.25; Rivers Inlet, red sockeye, \$1.30; Fraser River red sockeye, \$1.40.

SPICES.

There is a moderate demand for spices. Nothing special, however, is being done. Prices are unchanged. Quotations are as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb.; as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

RICE AND TAPIOCA.

The market for these lines is practically unchanged. Business is good all round. No further change has been reported in tapioca, and our quotations are as follows: B rice, in bags, \$3.02½; in ½ bags, \$3.07½; in ¼ bags, \$3.12½; in pockets, \$3.17½. In 10-bag lots an allowance of 10c. is made. CG rice, \$2.92½ in bags; \$2.97½ in ½ bags; \$3.02½ in ¼ bags, and \$3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb., and tapioca, 3c.

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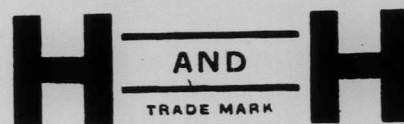
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**FOREIGN DRIED FRUITS.**

**CURRENTS.**—Locally, the market has not changed and a good business has been done at steady prices. A cable from Patras stated that the market there for currants was stronger, fine Amalias being quoted for prompt shipment at 10s. 9d. per cwt. It is reported that bids of 11s. 9d. have been refused on the new crop. We quote as follows: Fine Filiatras, 5½ to 5¾c. in ½ cases; cleaned, 5½ to 5¾c.; 1 lb. cartons, 6½ to 7c.; finest Vostizzas, 7 to 7½c. per lb.

**VALENCIA RAISINS.** The very small stocks of Valencia raisins continue to dwindle, and anything of good quality is sold between 8 and 8½c. We quote: Finest off stalk, 6½c.; selected, 7½ to 8½c.

**SULTANA RAISINS.** The demand for these keeps up well. Reports from the primary market state that the outlook for the crop is good. The local price remains at 9c. per lb.

**CANDIED PEELS.**—In this line nothing of importance has occurred since our last report. We quote: Citron peel, 15c.; orange peel, 11½c.; and lemon peel, 10½c. per lb., with a moderate trade doing.

**MALAGA RAISINS.** The demand for these raisins is still good, and they are being sold at unchanged prices. We quote as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$1.50 to \$1.60; ¼'s, \$1.30 to \$1.40.

**DATES.** There is little doing. The price of Hallowees remains at 4½c. per lb.

**FIGS.**—There has been no change on the local market. A private cable from a Smyrna fig packer declined a bid of 32s. 6d. per cwt. on new crop of figs, usual layer assortment. The cable quoted at 34s.

**CALIFORNIAN EVAPORATED FRUITS.**—A moderate inquiry continues, and pears sell at 10c.; peaches, 10½c., and apricots, 11½c.

**CALIFORNIAN RAISINS.**—No further change in price has taken place on the local market. In regard to conditions on the Coast, recent advices say: "Carry-over stocks are closely cleaned. Condition of growing crop continues favorable. The outlook for seedless, Sultana and Thompson's is good. The association is still in an unsettled condition; it may or may not materialize. The present outlook is good for an average pack of raisins." In the New York market, an unusually early opening of prices on the 1902 crop of Californian raisins was noted this week, and aroused considerable interest among brokers. The fruit offered came through a well-known brokerage house, identified with the Coast seeded raisin interests, and was said to be "outside" stock. The prices named covered five carloads of standard loose muscadel for September shipment from the Coast. They were: 2-crown grade, 4½c.; 3-crown, 5c.; and 4-crown, 5½c. f.o.b. Prices are considered speculative. The local price of seeded raisins in 1-lb. packages is 9¾c. to 10½c.

**PRUNES.**—The demand for prunes continues satisfactory, and the market is still active. Quotations are as follows: 8½c. for 40-50's; 8c. for 50-60's; 7½c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

**NUTS.**

Some lines of nuts are moving very well. Shelled walnuts are firmer and

have advanced on the primary market again. At the present cost, laid down here, the selling price should be between 18½ and 19½c., 1½ to 2c. higher than the present quotations, which are 17 to 17½c. Grenoble walnuts have advanced also, and are being quoted on the local market at 10 to 11c. Peanuts are ¼c. higher on the primary market, an advance that justifies the local selling price of roasted of 8½ to 13c., according to quality. We quote: Walnuts, 9¾ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17 to 17½c.; shelled almonds, 25 to 27c.; filberts, 8¾ to 9½c.; pecans, 15 to 16c.

**GREEN FRUITS.**

The very unfavorable weather has, perhaps, had a greater effect on the sale of green fruits than on any other of the grocer's lines. During the past week business has been very quiet and unsatisfactory all round. Strawberries continue to arrive in very small quantities, and are quoted 4c. per box higher. Potatoes are now selling at \$1.75 to \$2.75 per barrel, and tomatoes at 90c. to \$1 in 4-basket carriers, a decline in the latter case of 10 to 20c. Raspberries are offering more freely and are quoted lower. Blackberries are 1 to 2c. per box lower. Californian peaches are now in very good supply, and jobbers are selling at 25c. per box lower, while plums are quoted 25 to 50c. per box lower. We quote: Jamaica oranges, in barrels, \$4.50 to \$4.75; in boxes, \$2.75; Valencia oranges, 420's, \$5.75; 420's, Jumbo, \$6.50; 714's, \$6.50; Messina lemons, \$2 to \$3 per box; pineapples, 13 to 20c.; coconuts, \$3.50 per bag of 100; bananas, No. 1, \$1.25 to \$2, and eight hands, \$1 to \$1.50; sweet potatoes, Vine-lands, \$4; grape fruit, \$4.25 to \$5 per box; radishes, 15c. per dozen; strawberries, 11c. per box; asparagus, 40c. per bunch; Boston lettuce, 35c. per dozen; cucumbers, 35 to 45c. per dozen; wax beans, \$2.50 per basket; green beans, \$3 per basket; Californian cherries, \$2 to \$2.50 per box; Canadian cabbage, \$1.25 per barrel; potatoes, \$1.75 to \$2.75 per barrel; tomatoes, four-basket carriers, 90c. to \$1.00; watermelons, 25c.; muskmelons, \$3.50 per crate; raspberries, 10 to 12c. per box; gooseberries, 65c. per basket; blackberries, 6 to 7c. per box; Californian apples, \$2 per box; peaches, \$1.25 per box; plums, \$1.25 to \$1.75 per box; pears, \$2.50 per half box; apricots, \$1.25 per box; limes, \$1.50 per box; red currants, 6c. per box.

**FISH.**

Considering that the holiday season is now on, and so many people are away for the summer, the demand for fish is of the most satisfactory nature. The uncommonly cold weather has had much to do with this, but even this will not account for the increased business. The supply in some lines, notably dore and trout, is becoming limited, and a shortage is expected this week. All seafood, however, are plentiful. The expected arrivals of British Columbian salmon have not yet materialized. We now quote: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 3½ to 4c. per lb.; whitefish, 7½c.; dore, 7½ to 8c.; pike, 6c.; halibut, 10 to 12c.; salmon, 14 to 15c.; trout, large and medium, 8c.; No. 1 herring, Nova Scotian, \$4.75 to \$5.25 per bbl., and \$2.50 per ½ bbl.; No. 1 Holland herring, \$6.50 per ½ bbl.; No. 1 Scotch herring, \$6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. per keg; No. 1 green codfish, \$5 per

bbl.; mackerel, \$12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, \$4.75 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces, and in barrels, \$12.50; No. 1 British Columbian salmon, \$6 per ½ bbl., and \$12 per bbl.; standard bulk oysters, \$1.50 per gallon; Marshall's kippered herring, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ½ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

**FLOUR AND GRAIN.**

**FLOUR.**—Manitoba spring wheat patents are quoted higher this week as are also Manitoba strong bakers'. Other wise prices are the same. There is not much change in the condition of the market. A fair business in carload lots is being done, and there is some demand on export account. We quote: Manitoba spring wheat patents, \$1 to \$1.30; winter wheat patents, \$3.90 to \$4.10; strong bakers', \$3.70 to \$1.00; straight rollers, \$3.60 to \$3.70.

**GRAIN.**—Excepting in oats, the demand for grain has been very light. The market for oats, however, is firm, and prices are steady. Carload lots, ex-store sell at 48¾ to 49c. for No. 2 Ontarios, and 48¼ to 48½c. for No. 3 Ontarios. No. 2 white Manitobas are quoted at 49¼ to 49½c., and Manitoba feed oats at 48c. We quote: Rye, 67c.; peas, 86½ to 87c.; corn, 73½ to 74c.; buckwheat, 68½ to 69c.; No. 3 barley, 57 to 58c. in store.

**FEED.**—Again a decline is to be reported in Ontario and Manitoba bran. The former is \$1.50 below last week's price, while Manitoba bran is 50c. lower. The demand is light, though some business was done in Ontario bran in carload lots. Shorts are unchanged. The small offerings continue, and the market is firm. Manitoba shorts, in bags, are quoted at \$23 per ton.

**OATMEAL.**—Rolled oats have weakened somewhat and are quoted by jobbers this week at \$5.40 per barrel, and \$2.65 per bag, in small lots. The demand is still light, business being chiefly in small lots for immediate requirements.

**BALED HAY.**—The market has weakened considerably, and Nos. 1 and 2 timothy are quoted 50c. lower per ton. Clover is 25c. lower. The market at present is easy, owing to the continued large offerings, with only a fair local demand. We quote: No. 1 timothy, \$8.50 to \$9; No. 2, \$7.50 to \$8; clover, \$7 to \$7.25 per ton, in carlots.

**BUTTER AND CHEESE.**

**BUTTER.**—The tone of the butter market still maintains its firmness. An advance of ½c. per lb. upon the price of Quebec creamery has taken place, the price now being 19¾ to 19½c.

The first week of July was a record breaker as regards imports of butter into England, 95,590 cwt. having been received. Of this amount Canada sent 12,420 cwt.; Denmark, 39,098; Russia, 16,305; Holland, 11,279, and France, 7,709.

From the opening of navigation to July 12 the Montreal Board of Trade reports show that 123,000 packages of butter were shipped from this port. During the same period last year 103,000 packages were shipped, an increase for this season



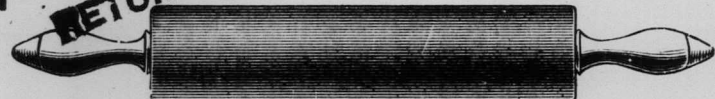


**Seal Brand**  
In 1 and 2-lb. Cans  
only.  
(AIR-TIGHT.)

Napoleon lost the battle of Leipsic from a fit of indigestion. How many battles do you lose in your business because you lack the supporting stimulating brace of good coffee? "Poor coffee, poor energy," is the rule. Nature has her soft pedal down and you have no snap. If you want the loud pedal, the forceful power, the strenuous living, try Chase & Sanborn's Seal Brand Coffee. It will strengthen your arm.

**CHASE & SANBORN,** Importers,  
Montreal.

NOV - 4 1902  
RETURNED



**TO MAKE PERMANENT CUSTOMERS  
SELECT RELIABLE GOODS**

Rigid scrutiny reveals nothing but goodness, because we succeed in supplying the best. Another point for your consideration is the fact that our greatly increased factory facilities have enabled us to improve qualities without corresponding increase in cost, thus leaving a wider margin of profit than before to the dealer.

NOV - 4 1902  
RETURNED



Potato Mashers.

**KITCHENWARE** Brooms, Brushes, Pails, Tubs,  
Towel Rollers, Racks, Can  
Openers, Carpet Whips, Wooden Spoons, Rolling Pins,  
Potato Mashers, Pastry Boards, Chopping Trays, Bread  
Boards, Pie Plates, Self-Wringing Mops, Mop Holders,  
Clothes Wringers, Tub Stands, Washing Machines,  
Clothes Horses, Etc.

If our representative does not visit your town, write us, and we will, if possible, arrange for him to call upon you, or we will send you quotations and full particulars of these goods by mail.

**UNITED FACTORIES, Limited,**

Head Office : Toronto.

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

LONDON WAREHOUSE,  
65 Dundas Street.



of 20,000 packages. These figures certainly indicate a growing trade.

Shipments from the port of Montreal last week amounted to 16,135 packages, or 11,238 more than for the same week last year.

Prices are as follows: Finest Townships, 20 to 20½c.; finest Quebecs, 19½ to 20c.; finest Ontarios, 19½ to 19¾c.; fine creamery, 18¾ to 19½c.; dairy butter, 16½ to 17c.

**CHEESE.**—The market for cheese may be said to be even stronger than a week ago. Some shippers claim that doing business at the present basis of cost is by no means profitable. Nine thousand boxes were disposed of on this market on Monday, the 21st, at 9½ to 9¾c., being ¼ to ½c. increase over last Monday's range. The highly satisfactory condition of the cheese market is pleasing, and the prospects are that this state of affairs will be maintained for some time.

While the shipments of butter from Montreal from the opening of navigation to July 12, as shown in our report, shows a big increase over the same period last year, the increase in cheese is greater still, 520,000 boxes having already been shipped, as compared with 394,000 boxes last year. There is every reason to believe that this will be a banner year for the butter and cheese industry. Prices are as follows: Finest Ontarios, 9½ to 10c.; finest Townships, 9¾ to 9¾c.; finest Quebecs, 9½ to 9¾c.

Seventy-six thousand four hundred and seventy-nine boxes were shipped from this port last week, an increase of 29,838 boxes over the corresponding week last year. The word "decrease" is quite foreign to the butter and cheese dictionary may it ever be thus!

Holders of western makes were asking 10c. on Monday of this week, and while 9½c. was easily obtainable, they would not sell.

#### COUNTRY PRODUCE.

**EGGS.**—The condition of the egg market is somewhat better than a week ago. Higher prices are being secured both in the country and city. As high as 11c. has been paid in the country, but the average price is 13¼ to 13¾c. In the city dealers are asking 15c. for straight receipts, and straight candled are selling for 16c. No. 2's bring 13 to 13½c., according to selection. Receipts reported from day to day are remarkably light.

**POTATOES.**—A decline of 2sc. per bbl. has taken place, owing to the market being well supplied—a little too well for the good of the pocket. Farmers were offering fine stock at \$1.50 per bbl, jobbers' prices being \$1.75. One of the causes to which can be attributed the rather unsatisfactory condition of the potato market is the continued wet weather, farmers paying attention to the potato crop in place of their hay. Indications point towards a stiffening of prices as soon as warmer weather comes to hand.

**HONEY.** Trade is still slow and prices are unchanged. We quote: White clover comb, 13 to 14c.; tinged, 10 to 11c.; strained, 9 to 10c. per lb.; buckwheat honey in comb, 9 to 10c.; extracted, 7 to 8c.

**BEANS.**—The bean market is a little steadier this week, \$1.20 to \$1.25 per bushel in dozen bag lots for primes, and

\$1.10 to \$1.12½ for carlots, being the quotations.

**MAPLE PRODUCTS.**—The easy feeling which has pervaded this market for some time past still prevails. We quote as follows: Syrup, in large tins, 70 to 80c.; small tins, 50 to 60c.; in wood, 15 to 30-gallon casks, 5 to 5½c. per lb. Sugar, in round lots, 7 to 9c., as to quantity and quality.

**POTASH.**—Business still remains quiet, but prices are steady. We quote: Firsts, \$1.20 to \$1.30; seconds, \$3.80 to \$3.85; pearls, \$6 to \$6.10 per 100 lb.

**HOPS.**—Choice Canadian goods are quoted at 18 to 20c. Ordinary lots are not worth over 10 or 12c. Pacific Coast hops, 24 to 25c., duty paid.

**TALLOW.**—The market is quiet and steady at 6¼ to 6½c. for refined; rough, 2½ to 3c.

#### MONTREAL NOTES.

Strawberries have gone up 4c.

Armour's corned beef has advanced.

Raspberries are 1 to 2c. per box lower.

Blackberries are 1 to 2c. per box lower.

Californian peaches and plums are 25c. per box lower.

#### NEW BRUNSWICK MARKETS.

St. John, N.B., July 22, 1902.

**T**HE WEEK has shown but a fairly active business, which is, perhaps, as well, as nearly every house is running shorthanded, with one or more employes away on holidays. It is now as it should be, nearly every employe being sure of holidays, usually two weeks. It is, however, a very poor man who is not much missed. One line is active—tourist travel. Boats and trains coming east are heavy with those seeking an outing. And surely we have what is most needed—coolness and natural beauty. In markets the tendency is towards firmer figures. The very light supply of spot tomatoes continues to be a feature.

**OILS.**—In burning oils there is a steady business at unchanged prices. In lubricating oils there is a very large business. Paint oils are still in large demand. There are rather easier prices in linseed oils, but turpentine is unchanged. In fish oils, new cod oil is to hand and lower prices are quoted. The fishermen, owing to the competition among the buyers, got high prices last season and the dealers have held prices high, but the market hardly warrants such figures, and to cause a drop it only needed the new oil.

**SALT.**—In Liverpool coarse salt a further cargo is to hand, and to insure right prices orders should be in to ship on arrival. Stocks held are not large and some has been brought from Boston, though costing high, to fill present demands. In fine, except some Canadian bulk in bbls. for cheese and butter factories, little is doing. We now quote as

follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 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; cartons, \$2 per case of 2 dozen; English bottled salt, \$1.25 to \$1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS.**—In corn, prices are low. It is said western packers will, however, owing to a likely short pack, want full prices. Some local packed has been sold. Peas are quite firm, although a short market has been supplied by some held by a local packer and just placed. The outlook for these is also for full prices from the west. Some packers have withdrawn prices. In tomatoes, the spot market is quite well cleaned up, and higher prices are asked. Local packers have sold for fall, but now have withdrawn prices. In strawberries, prices are firm for spot and firmer for futures. Salmon are firmly held for desirable goods. Peaches are unchanged. The pack last season seemed larger than was thought, some packers still offering. Meats are freely sold at full figures. In domestic sardines, new goods are in light supply. Haddies are a rather light pack, and in herring, so far, offerings have been small, but there is still quite a long season.

**GREEN FRUITS.**—In this line dealers are very busy. Small fruits, which have to be handled quickly, add very much to this. Domestic strawberries have been very freely received, but the western demand has caused good prices to rule. Nova Scotian cherries are in quite free receipt; they bring about usual figures. Bananas have a large sale and prices are quite low. The stock is particularly good. Oranges are light sellers. Some Valencias are still offered. Lemons are firm. Tomatoes and cucumbers keep quite high. Melons are unchanged in price. Rhubarb is still received, and full figures are obtained. There is an active demand. In pines, there is a steady sale at even figures. For Californian peaches, pears, plums and apricots there is just a fair business. The season seems early.

**DRIED FRUITS.**—In spot raisins, the stocks are light. Californian seeded, which were offered lower, are rather higher. Loose are also firmer. In new raisins, Malagas are offered. Prices are rather higher than last season. Some talk of Californian prices have been heard and they are quite high. In prunes there is little spot business and futures are largely bought. Prices are low. There have been large sales. In dates, futures are quoted quite low, and some sales have been made. There is little in apples offered. Onions are higher. Americans are now sold. Currants are unchanged.

**DAIRY PRODUCE.**—Eggs have been scarce and prices are higher and firmer.



# The Canadian Grocer

A Man's  
 Bread

Depends Upon His  
Business, His Business  
Depends Upon His  
ADVERTISING and

"THE CANADIAN GROCER"

Is the Advertising  
Medium That always  
Brings Satisfactory  
Results, It Fully  
Covers the  
CANADIAN  
FIELD.

# TORONTO

TURBAYNE



# TEAS TEAS

For the Wholesale Trade.

If you are interested in securing good, genuine values in **Japans, Indian, Ceylon, Congous, Oolongs; Pingsuey, Gunpowders, China Greens**, it would certainly be to your advantage to place your order with us. No better values at better prices obtainable.

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

There is a good inquiry. Butter is low. Receipts are ample, and only best stock moves at all freely. Cheese are rather easier. June cheese are being picked up by exporters.

**SUGAR.**—There is just a fairly active sale. The low prices continue and there is little outlook for a change. The sale for second-grade granulated is quite large.

**MOLASSES.** In this line present demand is rather lighter; stocks are quite good and in few hands. The market seems rather firmer. The sale is for Porto Rico. Except some Barbados, little else is held.

**FISH.**—Salmon are freely received, and prices are well maintained. Some very fine shad are now received. These are one of our best fish. In dry cod the market is quite firm, but sales are not large. Pollock have been quite scarce and are held at full figures. Smoked herring are quite firm at a slight advance. New pickled Bay herring has been received. Even prices rule. We quote: Large and medium dry cod, \$3.40 to \$3.50; small, \$2.50 to \$2.60; haddies, 4½ to 5c; smoked herring, 5½ to 6c; fresh cod and haddock, 2 to 2½c; boneless fish, pollock, \$1.50 to \$1.60 per 100 lb; pickled herring, \$1.75 to \$1.80 per ¼ bbl.; Canso herring, \$5.50 per bbl.; halibut, 8 to 10c.; salmon, 13 to 14c. per lb.

**FLOUR, FEED AND MEAL.** While the prices are unchanged, the outlook, particularly for Ontarios, is said to point to firmer prices. Oats are very firm at the high price. Oatmeal, while high,

shows some range in quotations from different millers. Feed is scarce and high. Beans are higher, and the local sale is light. Cornmeal is quite firm at full prices. Split peas are scarce and high. Barley has a light sale. We quote as follows: Manitoba flour, \$4.70 to \$4.75; best Ontario flour, \$4.20 to \$4.25; medium, \$3.85 to \$4.00; oatmeal, \$5.20 to \$5.25; cornmeal, \$3.25 to \$3.30; middlings, \$22 to \$23; oats, 55 to 58c.; handpicked beans, \$1.60 to \$1.65; prime, \$1.50 to \$1.55; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.95 to \$5.00; barley, \$4.40 to \$4.50; hay, \$12 to \$14.

#### ST. JOHN NOTES.

The finest shad are the fall run. These are now being received daily, fresh, by James Paterson.

Mr. N. D. Hooper, the representative for Lever Brothers, is now offering their new white floating soap "Crest." It is already finding a good demand.

J. Sutton Clark, whose goods are sold in Montreal by C. A. C. Louillow & Co., has now three large plants; one in Charlotte Co., N.B., for sardines; one at Grand Manan, for herring, and one in Nova Scotia, for haddies.

Mr. J. A. Tilton, one of our leading brokers, is on a trip west. Mr. Tilton has a large connection with some of the largest shippers of flour, oatmeal, and beans in the west. He is also the representative in these Provinces for Windsor salt, for which he reports a larger sale this season than ever.

#### EIGHTY-THREE ELEVATORS.

Since the season opened The Ogilvie Flour Mills Company of Winnipeg has built new elevators at Arnaud, Oakville, Basswood, Sinclair, Arcola, Grenfell and Balgonie. The average capacity of these elevators is 32,000 bushels each.

In addition to seven already completed, they intend to build 14 more. This will bring the total number of their elevators up to 83, with an aggregate capacity of 3,000,000 bushels.

The company has three gangs of men at work under its superintendent, H. W. Chafant. They will continue building at points they have selected all the season.

#### THE ONLY WAY.

Truthfulness in dealing with the public outweighs all other considerations. Why should I be any the less careful about the statements I make in talking to the public through the press than when speaking face to face? I speak to each individual who reads my advertisement; my relation to him is a personal one. I must win his confidence. I can only do it by telling him the truth. Not only must I take good care that I do not deceive him, but I must so word my advertisement that he cannot be self-deceived by it.—Dean Alvord, before the New York Sphinx Club.

*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*

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**NOVA SCOTIA MARKETS.**

HALIFAX, July 21, 1902.

**T**HE grocery trade, except for a considerable trade in sugar, owing to the preserving season, is now at about the dullest period of the year. Up to this date, however, the season's business has been a record one in most respects which go to make up a healthy tone in trade—a good volume of business, steady, even trade, and prompt payments on the part of customers. These have all been up to the record mark, and neither wholesalers, jobbers or retailers have much to complain of. There have been a few failures to note, but the amounts of liabilities have not been excessive, and the wholesalers, who suffer most, always expect some such shortage.

\* \* \*

The price of flours and feeds remains firm, and there is considerable demand. Old stocks of hay and oats are pretty well cleaned up, and what is in stock is held at the high prices which have prevailed. Corn-meal is on the upward move, 25c. advance having been made within a week or 10 days. Bran and middlings are very firm, but with only a moderate demand.

\* \* \*

Eggs are still very high for the season, though the supply is good. This market, however, does not seem to receive the quantities sent in in former years, owing to the great demand in Sydney, which takes up the supply from Prince Edward Island and eastern parts of Nova Scotia.

\* \* \*

Butter is coming in in good quantities, but the supply of best creamery seems to be short. The high price of hay and feed for the last year has evidently reduced butter-raising stock. Another cause is the establishment of numerous cheese factories.

\* \* \*

Beef is now more plentiful, and the large number of young cattle coming into the market has run down the price of light beef to 5 or 6c., according to quality. Lamb is plentiful at 1 to 2c. reduction at wholesale. Mutton is scarce and the demand is dull at this season. Fowls and chickens are in good supply and are bringing good prices. Turkeys now bring 15c.

\* \* \*

The fishing business is in a brisk state, and large quantities of new fish are coming in. The prices are low as the West-Indian markets are yet in poor condition, though at some points, notably in Porto Rico, there is considerable improvement. The wholesalers claim that on last year's business they lost money by paying too high prices in the early part of the season. There is considerable fresh fish coming in, notably salmon.

R.C.H.

**For Camp or Picnic**

Nothing more desirable than

**Clark's Meats.**

Now's the time to carry a FULL STOCK.

**EPPS'S**

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.  
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

**COCOA**

ESTABLISHED 1861

**HEADQUARTERS FOR FANCY FRUITS.**

Send your orders for the very best quality of

ORANGES, LEMONS, BANANAS and PINEAPPLES.

**HUGH WALKER & SON**

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



DO YOU HANDLE

**Capstan Brand Baking Powder?**

If not! why not?

It is the best seller in the market.

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

Ask your grocer for it or see our travellers.

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

**GRIMBLE'S** English Malt

Six GOLD Medals **VINEGAR**

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

**"Sarnia" OIL**  
LAMP

Equal to best American Oil.

GROGERS ALL SELL IT.

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

SAMUEL ROGERS, President.



## FISHERMEN AND CANNERS AGREE.

**A**T a meeting of canners and fishermen of the Fraser River in Vancouver last week the following proposition was submitted by the latter :

1. That the minimum price be raised from 10½ to 11c.
2. That the canners agree to employ not more than 2,000 boats during the season, the members of our union and Indians taking the preference of boats and gear.
3. That the canners assist our union in the collection of union fees and dues.
4. That the canners will permit a representative of our union to look over and check the canners' records of catch and pack at the end of the season.
5. That the 25th day of August be considered the last day of the sockeye season as to settlement, etc.
6. That the last four clauses be considered permanent and part and parcel of any agreement our union may enter into with the canners in the future.

Clause 2 was considered just and it was explained that the canners had already reduced the boats by 10 per cent. of last year's number, and at this late date it is very difficult and impracticable to guarantee to reduce the number further, but the advisability of reducing same is fully recognized.

Re collection of union subscriptions, it was agreed that if orders are given by individual fishermen to the bookkeepers of the canneries, instructions will be given to honor such fishermen having any amount accruing to him.

It was agreed to allow a representative of the fishermen to check the pack.

That the sockeye season shall close on August 25, and a count of the pack to be taken a week thereafter.

Clause 1 was then discussed, and it was arranged to change the price list to read as follows :

"Over 500,000 and up to 550,000 cases, 11 cents per fish, and that advances to fishermen shall be made at 11 cents per fish delivered.

"That the principles embodied in the four previous clauses will receive the careful consideration of the canners in any subsequent negotiations with the fishermen."

The agreement was then finally drawn up and signed.

## A CAUSE OF FAILURE.

Many a business man has come to grief because he lacked a reserve of capital, of discipline or of knowledge of his business, says Success. In good times, when anybody could sell goods, he was all right; but, when a panic came, and his notes were refused at the bank, he went down because he had no reserve of savings or of character.

Shrewd business men are always on the watch for emergencies, financial storms or panics; they know perfectly well that it takes a very different kind of ship timber to wrestle with the tempests than it requires in pleasant weather, when there is no strain or stress. It is the man who prepares for an emergency, who keeps his sails trimmed and his ship in order that weathers the gale.

## THE COWAN CO., Limited, TORONTO

MANUFACTURERS OF CHOICEST

## Coatings for Confectioners

DARK CHOCOLATES ARE

O.K., Beaver, Black Pearl and Ebony

LIGHT CHOCOLATES ARE

Triumph, Pearl and Empress

THESE GOODS EITHER WITH OR WITHOUT VANILLA

## Your Attention.

We would call your attention to the fact that we have just unloaded another car of **CHOICE NEW ORLEANS MOLASSES**, and we are offering it at a great bargain. Write for our prices, they will interest you.

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

TEA IMPORTERS AND WHOLESALE GROCERS, GUELPH, ONT.

The success of our

## "COW BRAND"

Baking Soda (in packages) has created numerous imitators. When these are offered to you, we suggest a careful comparison with the "Cow Brand," and fear nothing from the verdict.



JOHN DWIGHT &amp; CO.

34 Yonge Street,

TORONTO, ONT.



# Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

AGENTS:  
GEO. J. CLANCY & CO.,  
59-61 Front St. E., TORONTO.

**Canada Preserving Company,**  
HAMILTON.

## LISTEN!



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

**Delhi Canning Co., Limited, -:- Delhi, Ont.**



### The THISTLE Brand

ARE  
HIGH-GRADE

TOMATOES - CORN - PEAS - Etc.

GUARANTEED  
SECOND TO NONE.

BRIGHTON CANNING CO.

## If You Were Buying

teas you would probably ask for a number of samples and draw them carefully before deciding, but when it comes to buying canned goods how often do you open the cans and examine the contents? And yet **your customers** will have to take your word that these goods are what they want.

Don't you think you ought to **know** what you are selling?

**The Kent Canning Co., LIMITED**

**Chatham, Ont.**



## MONTREAL GROCERS' PICNIC.

THE Montreal Grocers' Association held its 22nd annual picnic on Wednesday, July 16, at Highgate Springs, Vt. Although, when the train left the station at 9 a.m., the weather looked anything but favorable, yet a good number of grocers and their friends attended; though the number was not as great as in previous years. However, none but the brave deserve the fair (weather), and after being treated throughout the morning to a heavy downpour of rain, about noon when the picnickers had arrived at their destination, the elements relented and the sun began to make up for lost time.

The ground in Missisquoi Park was not wet, and during the afternoon everything was on the side of the grocer. If the picnic was not up to the mark as regards attendance, this could certainly not be said of it from the point of view of enjoyment, for all agreed that never had there been more enthusiasm shown in the games, races and other contests, as well as in the luncheon—which, however, always calls for considerable enthusiasm.

## THE GAMES.

On the way to the grounds the party was entertained by the bagpipes of the Fifth Royal Scots, of Montreal. At the park the excursionists separated and put in the time in various ways until the arrival of Secretary J. P. Dixon, upon which the races were commenced. The results were as follows:

100 yards' dash, for bookkeepers and salesmen of retail trade—1, T. McBride; 2, W. Carter; 3, M. O'Brien; 4, N. C. Gadbois.

100 yards' dash, drivers and storemen of retail grocery trade—1, L. Mouton; 2, A. O'Brien; 3, D. Frigon.

75 yards' dash, open to sons of grocers, 10 years and under—1, Percy Kennison; 2, E. Farrell; 3, H. Laniel.

75 yards' dash, open to daughters of grocers, 10 years and under—1, Bella Graham; 2, A. Laniel; 3, F. Manning.

Comfort Soap race, for ladies—1, Miss A. Broden; 2, Mrs. Whalen; 3, Miss Proteau; 4, Mrs. Laffamme; 5, Miss McIntyre; 6, Mrs. Lalonde; 7, Mrs. Levesque.

200 yards' race, city travellers of wholesale grocery trade—1, A. E. Landry; 2, W. E. Solomon; 3, J. O. Levesque.

200 yards' race, bread and biscuit drivers—1, E. P. Latendre; 2, A. McConomy; 3, S. Charron.

200 yards' race, ale and ginger ale drivers—1, W. Carter; 2, M. Jordan; 3, J. McEntee.

100 yards' race, for travellers connected with the trade—1, H. Therrien; 2, J. A. Solomon; 3, C. Belanger.

200 yards' race, bookkeepers and salesmen, wholesale fruit and provision business—1, John Gillies; 2, J. A. Trepannier; 3, W. J. Clogg.

75 yards' race, daughters of grocers and their employes—1, Beatrice Noseworthy; 2, A. Broder; 3, Rachel Pilkington.

Special race, 200 yards, for grocers, members of the Association—1, A. Laniel; 2, P. H. Brophy; 3, J. A. Maynard.

The Fairbank's Tar Soap and shampoo contest for sons of grocers—1, N. Galarneau; 2, A. O'Brien; 3, M. Currie; 4, M. Brophy.

100 yards' race, for retail grocers—1, J. A. Seguin; 2, James Hatton; 3, P. A. Brophy; 4, D. Dupuis.

100 yards' race, open to grocers, members of committee, exclusive of chairmen—1, A. Laniel; 2, E. P. Latendre; 3, James Hutton.

100 yards' race, for chairmen of committees—1, E. W. Farrell; 5, P. O'Brien; 3, A. O. Galarneau.

150 yards' race, sons of grocers or their employes, 18 or under—1, M. O'Brien; 2, A. O'Brien; 3, M. C. Gadbois.

75 yards, boys under 15—1, Richard Walsh; 2, Harry Turner; 3, John Platt.

Special race, for members in retail grocery trade—1, P. H. Brophy; 2, Edward Beaudoin; 3, James Hutton; 4, E. W. Farrell.

Old men's race, 65 years and over—1, T. R. Collins; 2, Ald. N. Lapointe; 3, Ald. Turner.

Consolation race for ladies—1, Mary Taylor; 2, Mrs. J. A. Dionne; 3, Mrs. Dupuis; 4, Miss McKee.

Consolation race for men—1, A. Gauvreau; 2, T. Elliott; 3, M. Haugh; 4, G. E. Forest.

Press race—1, O. Moutin; 2, J. B. Mack; 3, C. J. Hanratty.

Fat man's race, over 200 pounds—1, E. Beaudoin; 2, C. Levesque; 3, T. Brossard; 4, Ald. N. Lapointe.

Quoting competition—1, W. Lindsay; 2, W. Wyte; 3, H. McPhee.

Prize waltzing for a gold watch—1, Mrs. J. D. Dionne and J. Raby; 2, Mrs. J. O. Levesque and J. E. Berthiaume; 3, Miss C. Masse and J. E. Beauchamp; 4, Miss E. Masse and E. Raby.

## SOME FEATURES.

A number of the contests afforded great enjoyment, and one in particular, the shampoo contest, in which several sons of grocers furiously lathered their heads with Faibank's tar soap, was very amusing.

The old man's race, which was won by Mr. T. R. Collins, was another exciting event. Ald. Turner came in third in this race, notwithstanding a brave struggle and splendid spurt toward the end. He ran out of the course. Ald. N. Lapointe worked hard from start to finish, and came in second.

Another feature was the waltz contest, won by Mrs. J. D. Dionne and Mr. J. Raby. The prize was a gold watch, given by Mr. Laurence A. Wilson. Mr. Raby was heartily congratulated and finally bounced.

A number of Americans, who were spending the summer at the park, were also present at the picnic and took part in the fun with much enthusiasm. They were very pleased at having so good an opportunity to practice their French.

## THE BANQUET.

When the programme of sports had been

carried out, the party made their way to a large tent, where a banquet was held, Ald. Turner acting as chairman. The dinner was a great success, for which Mr. N. Chartrand, who was chairman of the dinner committee, received many compliments.

The first toast proposed was that of "The King," by the chairman, followed by "The President of the United States," both of which were heartily received. The toasts which followed were "The Montreal City Council," "Our Guests," "The Wholesale Trade of Montreal," "The Ladies," "The Press" and "The Wholesale Grocery Travellers." The above toasts were responded to respectively by Ald. Lapointe, Ald. Labrecque (of St. Henri), Messrs. John Robertson, Louis Guion, L. E. Ethier, J. E. Trepannier, J. B. Mack and J. O. Levesque.

Letters of regret at not being able to attend were read from Mayor Cochrane, Laurence A. Wilson, A. D. Fraser, George Mann and Albert Hebert.

A cash donation of \$30 was given by N. Quintal & Son, which was a welcome addition to the prize list.

The chairman of the games committee, E. W. Farrell, did his work exceptionally well, and everything ran as smoothly as possible.

N. Crapeau was the starter of the games. His work was well done.

The prizes won are to be distributed at the next monthly meeting of the Association at the Monument National on August 7.

## PERSONAL MENTION.

Mr. Zepherin Hebert, of Hudon, Hebert & Cie, leaves on Saturday, July 26, for Old Orchard Beach, where he will spend about a month recuperating after a long season of hard work.

Mr. Thomas Kinnear, of T. Kinnear & Co., wholesale grocers, Toronto, with Mrs. Kinnear and family, are spending the summer at Bay View summer resort, on the coast of Maine.

Mr. Wellington Boulter, of Picton, canner, stated on Tuesday in Toronto that the crop of corn and tomatoes was unusually backward, and that this season's pack would probably be light unless the weather improved.

Mr. F. H. Hanson, export manager of The Ogilvie Flour Mills Co., Limited, Winnipeg, left last week by the ss. Mongolian on an extended trip in the interests of the firm. He will visit the chief markets in the United Kingdom, on the continent and in South Africa.



# Royal Baking Powder

ABSOLUTELY PURE

A high-class cream of tartar baking powder, used by the most careful housewives, and the best and most profitable baking powder to use or sell. "Royal" affords a good profit to the dealer, and its lively sale adds to the reputation of any store.

The United States Government when advertising for baking powders rejects alum powders in toto or at any price, because of their unhealthfulness. Yet makers of these powders will be found in almost every town urging their sale. Alum powders are a discredit to any grocer who takes them in stock.











By Special Appointment to His Majesty  
King Edward VII.

**CANTRELL & COCHRANE,**  
DUBLIN and BELFAST.



C. & C.  
"Ginger Ale"

C. & C.  
"Club Soda"

C. & C.  
"Royal Seltzer"

C. & C. have been awarded 33 Gold and Prize Medals for special excellence and superiority of manufacture.

JOHN HOPE & CO., MONTREAL, - - SOLE AGENTS FOR CANADA.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

USE—BUY—SELL—the following good lines. It pays to sell the best.

THE ONLY YEAST WITH  
CREAM IN IT—JERSEY CREAM.

- |  |                                      |
|--|--------------------------------------|
| Jersey Cream Baking Powder.                        | Jersey Cream Yeast Cakes.            |
| Jersey Cream Extra Granulated Sugar (finest made). | Jersey Cream Standard Yellow Sugars. |
| Jersey Cream Bright Coffee Sugars.                 | Jersey Extracts.                     |
| Jersey Tomatoes.                                   | Jersey Corn.                         |
| Jersey Peas.                                       | Social Tea.                          |
| Social Coffee.                                     | Social Cocoa.                        |
| Social Flaked Wheat.                               | Social Self-rising Flour.            |
| Social Buckwheat Flour.                            | Old Church Canned Goods.             |
|  | Old Church Canned Fruits.            |
|  | Standard Jams and Jellies.           |

THE ONLY YEAST WITH  
CREAM IN IT—JERSEY CREAM.

82, 84, 86 McNab St., HAMILTON.

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

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

	Montreal.		Toronto.		St. John, Halifax.	
<b>COFFEE</b>						
Green—						
Mocha	24		28	28	30	
Old Government Java	27		30	30	30	
Rio	10		12	12	18	
Santos			9½	10½		
Plantation Ceylon	29		26	30	31	
Porto Rico			22	25	24	28
Gautemala			22	25	24	26
Jamaica	18		16	20	18	22
Maracaibo	18		18	18	12	18
<b>NUTS</b>						
Brazil	11¼	12¼	15	16		15
Valencia shelled almonds	25	27	30	35	30	35
Tarragona almonds	12	13		11½	12	13
Formegetta almonds			42	40	43	
Jordan shelled almonds			8	10		9
Peanuts (roasted)	8½	13	7	9		10
" (green)	6½	7½				
Cocoanuts, per sack	3 00		3 75	4 00	3 50	4 00
" per doz.			60	70	60	70
Grenoble walnuts	10	11		10½	11	12
Marbot walnuts		10	9½	10½		
Bordeaux walnuts		9		8	8½	9
Sicily filberts	8½	9½	9½	10½	8½	9
Naples filberts				10	11	
Pecans	15	16	13	15	13	14
Shelled Walnuts	18½	19½	18	23		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
<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
" best		28	25	30	25	30
Allspice	10	15	13	16	16	18
<b>WOODENWARE</b>						
Palls No. 1, 2-hoop	1 65		1 55		1 90	
" 3-hoop	1 80		1 70		2 05	
" half, and covers	1 65		1 60		1 75	
" quarter, jam and covers	1 15		1 10		1 45	
" candy, and covers	2 50	2 90	2 40		3 20	
Tubs No. 0	10 00	10 15	8 50		11 00	
" 1	8 00	8 15	7 00		9 00	
" 2	7 00	7 15	6 00		8 00	
" 3		6 15	5 25		7 00	
<b>PETROLEUM</b>						
Photogene			17	17½		
Canadian water white	14½	15½				
Sarnia water white	16	17	16½	17	16½	17
Sarnia prime white		18	15	15½	16½	17
American water white		19	17½	18	17½	18
Pratt's Astral (barrels extra)	18½	19	17	17½	17½	18
<b>Black— TEAS</b>						
Congou—Half-chests Kaisow	18	60	12	60	11	40
Morning Paking	17	40	18	50	15	4
Caddies Paking, Kaisow	35	55	35	55	30	50
Indian—Darjeellings	20	40	20	40	18	40
Assam Pekoes	18	25	18	25	17	24
Pekoe Souchong	35	42	35	42	34	40
Ceylon—Broken Pekoes	20	30	20	30	20	30
Pekoes Souchong	17½	40	17	35	17	35
China Greens—						
Gunpowder—Cases, extra first	42	50	42	50		
Half-chests, ordinary firsts	22	28	22	28		
Young Hyson—Cases, sifted						
extra firsts	42	50	42	50		
Cases, small leaf, firsts	35	40	35	40		
Half-chests, ordinary firsts	22	28	22	28		
Half-chests, seconds	17	19		23		
" thirds	15	17	16	18		
" common	13	14	14	15		
Pingpueys—						
Young Hyson, ¼-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—						
¼-chests, finest Maypickings	38	40	38	40		
Choice	32	36	33	37		
Finest	28	30	30	32		
Fine	25	27	27	30		
Good medium	22	24	25	28		
Medium	19	20	21	23		
Good common	16	18	19	20		
Common	13	15	17	19		
Nagasaki, ¼-chests, Pekoe	16	22				
" Oolong	14	15				
" Gunpowder	16	19				
" Siftings	7½	11				
<b>RICE, MACARONI, SAGO, TAPIOCA.</b>						
Rice—Standard B	3 00	3 10			3 25	3 40
Patna, per lb	4 25	4 50	4¼	5	5	6
Japan	4 40	4 90	5½	6	5	6
Imperial Seeta	4 60	4 90	4¾	5½	5	6
Extra Burmah			4¾	5	4	5
Java, extra		5¼	6	6	6	7
Macaroni, dom'ic, per lb, bulk	3¼	4¼		7½		
" imp'd, 1-lb. pkg., French	8	12	9	10		
" " Italian	8	10	11	12½		
Sago	3¼	3	3¾	4½	4¼	5
Taploca		3	3¾	3¾	4¼	5

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## If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in dribbles, through carelessness of clerks, or disputed accounts. Who that has "passbook" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

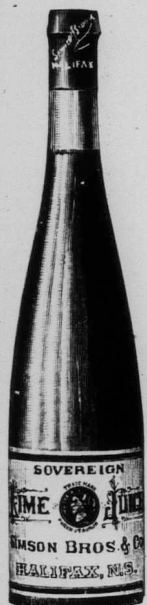


### If a Man Wants Credit

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

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

**ALLISON COUPON CO.,** Manufacturers,  
**Indianapolis, Indiana.**



Hock Style  
(Imperial Pint)

## 14 Years' Experience

in refining and bottling Lime Juice with up-to-date methods and latest improved apparatus, using nothing but the best Crude Juice as our raw material, enables us to put on the market **THE BEST VALUE** in bottled and bulk Lime Juice. Our prices are reasonable, consistent with high quality, and at the same time little more than half the cost of imported brands of equal quality.

**NOW,** as the hot weather will soon be with us, do not hesitate to stock our

## "Sovereign" Lime Juice

You stand to win a good profit, without chance of loss, as we guarantee every bottle. . . .

**SIMSON BROS. CO., Limited,**  
Wholesale Druggists,  
**HALIFAX, N. S.**

If you want to please your customers give them

# JAMES' "DOME" LEAD

It's an old timer, but right.

## Gillard's Sauce

Is still the best and cheapest.

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

## Gillard's Pickle

The most delicious English pickle made.

**GILLARD & CO., Limited, LONDON, ENG.**

CREAM IN IT—JERSEY CREAM.

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## THE PROPOSED BREAD AGREEMENT.

The Subject Discussed by the Grocers' Section of the Retail Merchants' Association.

**T**HE regular monthly meeting of the Grocers' Section of the Retail Merchants' Association of Canada, Toronto branch, was held last Monday evening, July 14, 1902, in their board room, corner of Bay and Richmond streets, F. C. Higgins, chairman, presiding.

A committee was present from the Bakers' Section of the Association to discuss the proposed changes in the sale of bread which had been considered by a joint committee from both the Bakers' and Grocers' Sections.

The agreement was read clause by clause, and some amendments were made thereto, when it was finally adopted by the meeting. Among other conditions the following are proposed: Instead of bakers' leaving bread for sale as they do now, it is proposed that they make their sales outright, so as to avoid the possibility of having the stale bread put on the market at a reduced price and giving a wrong impression to the public as to what bread is actually selling at, and thus injuring legitimate profits.

The proposition will also give the grocers 1c. profit on each loaf instead of  $\frac{1}{2}$ c., as at present. The date on which the price of bread will be changed will be made known in ample time to give every grocer notice to provide for it when it takes effect.

The question of the operation of the price restrictive plan regarding its application to shredded wheat was fully discussed, and it was reported that a few retail grocers and one wholesale grocer, who had signed the agreement with the company, have been making every effort to purchase shredded wheat through roundabout sources, so as to defeat, if possible, the purposes of the Shredded Wheat Co.

The Shredded Wheat Co., however, have decided that the contracts must be lived up to, and they are determined to enforce them to the fullest extent, and a resolution was unanimously adopted calling upon all retail grocers who have the welfare of the trade at heart to give the Natural Food Co. every assistance in the matter. The agreement will shortly be put into operation in the United States, and it can then be carried out effectually.

The committee who have in charge the arranging for the subjects for discussion at the convention to be held on September 9 and 10 will bring in their report at a special meeting to be held next week.

### A NEW BRUNSWICK SARDINE FIRM.

J. Sutton Clark, of St. George, N.B., who has for several years carried on at

Letang, Charlotte county, an extensive business in the canning of sardines, this season established at White Head, Grand Manan, a factory for the putting up of kippered herring. The building is 30 x 80 ft. and two storeys high. A large number of people are employed and the business is rapidly developing. Mr. Clark has purchased a property at Edinburg, N.S., near Weymouth, where he proposes to erect premises for the canning of finnan haddies. The establishment will be 90 x 80 ft. and a two-storey building.

### ONTARIO APPLES FOR FRANCE.

An inquiry has been received in Toronto from a large French fruit firm asking for quotations on 100,000 bbls. of Ontario apples, this year's crop. This is believed to be the first time a Parisian house has interested itself to any extent in Ontario fruits, and the inquiry is consequently causing some interest in export fruit circles. A prominent wholesale dealer estimated this year's Ontario crop at between 300,000 and 400,000 bbls., or over double that of last year, or that of several years back. He expected prices would be very low, and thought it was a most opportune time for the taking hold of the French end of the apple exporting trade.

### HINTS TO BUYERS.

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

**L.** CHAPUT, FILS & CIE have just received their third cargo of Barbados molasses, the quality of which is reported very fine.

The Eby, Blain Co., Limited, report a brisk demand for Japan teas.

L. Chaput, Fils & Cie are selling gallon apples for spot, at low prices.

"Columbia" goods are selling rapidly with The Eby, Blain Co., Limited.

T. Kinnear & Co. report that they are showing exceptional quality in fine Filiatra and Patras currants.

The Eby, Blain Co., Limited, report large sales of "Sovereign" lime juice and fruit syrups.

L. Chaput, Fils & Cie have still a few boxes of Valencia raisins, fine off-stalks and four-crown layers, which they are offering cheap.

The attention of the trade is called to the advertisement in this issue of 65  $\frac{1}{2}$ -chests

of new Japan and China green teas offered by E. D. Marceau.

Lorimer's Lemonade Crystals are having a brisk sale with The Eby, Blain Co., Limited.

W. P. Downey will receive a consignment of citron, orange and lemon peels, direct from Livorno, Italy, about September 7.

The Eby, Blain Co., Limited, have just received a car of Californian prunes of all sizes, which they are offering at low prices.

W. P. Downey, Montreal, has just received a large consignment of raisins from Denia, from Andres & Co., whom he represents in Canada.

### SITUATION WANTED.

WANTED—POSITION AS MANAGER OR salesman in grocery business. Seven years' experience. Apply Box 96, CANADIAN GROCER, Toronto. (30)

**FRASER**  
**GROWS**  
**FRUIT**

WRITE OR WIRE  
**J. D. FRASER**  
Leamington,  
for Early Tomatoes, Cucumbers, Muskmelons,  
**PEACHES** and Watermelons by the car load.

### HOW TO WRITE Show Cards.



This means to the merchant a more up-to-date store and a vast increase in sales; to the window trimmer and salesman, advancement and an increase in salary. My Book of Instruction at One Dollar is the most complete work of the kind yet published. It covers the entire field, revealing all the card-painter's secrets. It will teach you the art from its rudiments to the production of the most difficult and finished work during leisure hours at home. **W. Edwards,** Box 315, Carleton Place, Ont.

BUY

## Star Brand

## COTTON CLOTHES LINES

— AND —

## COTTON TWINE

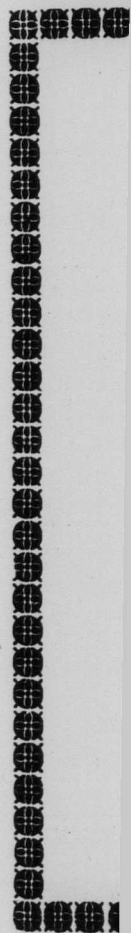
Cotton Lines are as cheap as Sisal or Manila and much better.

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

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# Be one of the FIRST, not the LAST

to sell and recommend British Grown Green Tea.

We all wave the flag, but do we do all we can to help keep it supreme?

On equal terms do we always buy goods that are grown or manufactured under the Union Jack?

Ceylon and Indian Black Teas have captured nearly the whole black tea trade, just because they are the best black teas that are grown.

Ceylon Green Teas are just as good and are sure to displace all other green teas.

Why hang on to Japs and Chinas any longer? Everything is in favor of Ceylon Green—quality, profit, patriotism.

One trial of **RED ROSE** Green Ceylon Tea will convince you that these statements are correct.

## T. H. Estabrooks

Tea Importer and Blender.

ST. JOHN, TORONTO, WINNIPEG.

Pure Gold Jelly Powder  
 Pure Gold Flavoring Extracts  
 Pure Gold Baking Powder

WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.



## The Tea and Coffee Industry of India.

THE CANADIAN GROCER is in receipt of The Planting Directory of South India for 1902. The directory furnishes a comprehensive list of the principal coffee, tea, cinchona and cardamom estates of South India, with the names of their owners and managers, and details of acreage, elevation and rainfall.

The actual area planted with coffee in South India in 1900 was close on 250,000 acres. This practically represents the whole coffee area of India. The production was 21,582,003 lb. Of the above acreage more than half is owned by Europeans, whose plantations vary from 50 to 400 or 500 acres.

The area devoted to tea in South India is still small, but it has increased rapidly of late years. In 1900, the total acreage was over 31,000, as against 491,000 for the rest of India—or about 6 per cent. of the whole; whereas 10 years earlier it was under 11,600 acres, or a little over 3 per cent. of the whole acreage at that time. The variety of tea most in favor is a good type of Assam hybrid, but for low elevations the pure Assam Indigenous is preferred.

Cinchona, owing to overproduction, appeared a few years ago to be virtually extinct, but there has been a small revival and some planters have done well with this crop of late.

At the end of 1900, there were 245,405 acres of land under coffee in India, all, with the exception of 387 acres, in Southern India. The production of coffee is restricted for the most part to a limited area in the elevated region above the southwest coast; the coffee lands of Mysore, Coorg, and the Madras districts of Malabar and the Nilgiris comprising 88 per cent. of the whole area under the plant in India. About 52 per cent. of this area is in Mysore, where there were 128,057 acres in 1900, and the plant is grown on 99,088 acres, being 40 per cent. of the whole, in the British district of Coorg (68,596 acres), the Nilgiris and Malabar (30,492 acres). In Madras there is no extensive cultivation except in these two districts and in Salem and Madura. Coffee is also grown, but on a very restricted scale, in Burma, Assam, Bengal and Bombay. There were 22,128 persons permanently and 91,685 temporarily employed on the coffee estates in 1900, making a total of 113,813 persons, which is equal to one person to about 2.16 acres.

The following figures are the average of the 10 years ending 1900:

	Lb.
Indian coffee—	
Production .....	30,040,608
Exports .....	30,103,056
Foreign coffee—	
Imports .....	1,529,819
Exports .....	737,520

The figures indicate that the Indian producer of coffee has no local market on which he can depend for the consumption of any portion of his production. He is entirely dependent upon the external markets. As France takes on an average about a third of the whole quantity exported, it is obvious that the Indian coffee producer has an intimate interest in the outcome of the question at present under discussion of the application to Indian coffee into France of a rate of duty higher than that which is imposed upon Brazilian coffee.

The area under tea in India at the end of 1900 extended over 522,487 acres, nearly two-thirds (64.6 per cent.) being in the valleys of the Brahmaputra and Surma, which contain as much as 337,327 acres, namely, 204,985 in Assam (the Brahmaputra valley) and 132,342 in Cachar and Sylhet (the Surma valley). In extent of cultivation Bengal comes next, the area under tea being 134,572 acres, or 25.8 per cent. of the whole, and a little more than that in the Surma valley. The production of tea is, therefore, to the extent of nine-tenths of the whole area limited to the two provinces of Assam and Bengal.

Tea cultivation in India has been mainly concentrated in tracts where a heavy rainfall and a humid and equable climate permit of repeated flushes and pluckings of the leaf. In the valleys of the Brahmaputra and Surma the yield averages about 468 lb. to the acre; in Jalpaiguri (the Dooars), 484 lb.; in Darjeeling about 279 lb.; in the northwestern provinces it is 309 lb.; in Travancore it is stated at 360 lb. Elsewhere it is much lower.

The area under tea has expanded from year to year without a pause during the 16 years up to 1900. In 1885 the area was about 284,000 acres; in 1900 it had increased to 522,487 acres, the increase being in the ratio of 84 per cent.

As much as 107,000 acres have been added to the area under tea during the last five years. This area, in full bearing, will yield at least 40,000,000 lb. of tea per year.

The plantations vary greatly in size. In Assam, where the industry is mainly carried on by Europeans with ample capital, where fusions of estates have been in progress for some years in view of economy of management, and where most plantations have large unplanted areas attached to them, the area of a plantation averages as much as 1,318 acres. In Bengal the average area of a plantation is 734 acres; in the North-western Provinces the average falls to 121 acres, while in the Punjab, where natives grow extensively in the Kaugra valley there are only about 4 acres to each plantation. In Madras the average is about 172 acres, and in Travancore, 445 acres. The quantity of tea produced has increased in much greater ratio than the area under cultivation, for, while the area has increased 84 per cent., the increase in production has been 176 per cent.

The following is the statement of the actual increase of production each year over the production of the preceding year:

	Lb.
1886 .....	10,899,835
1887 .....	9,826,270
1888 .....	7,540,462
1889 .....	7,250,331
1890 .....	4,993,531
1891 .....	11,831,496
1892 .....	—1,873,628
1893 .....	10,253,626
1894 .....	2,465,144
1895 .....	8,694,783
1896 .....	13,018,227
1897 .....	—2,643,846
1898 .....	3,693,172
1899 .....	24,322,055
1900 .....	15,663,209

The number of persons employed in the tea industry in 1900 is returned at 621,287 permanently and 98,446 temporarily, or altogether a little below three-quarters of a million (719,733) persons, which would work out to about 1.38 persons to the acre.

The tea produced in India is exported, mainly to the United Kingdom, to the extent of about 96.6 per cent. of the average production.

The production of tea in India and Ceylon has increased so much more rapidly than the consumption in the United Kingdom, which is the principal market for these teas, that there has been a heavy fall in price, and the tea industry is at the moment in a position of great embarrassment. Producers are busily engaged seeking relief from the introduction of economies, and from the enlargement of markets other than that in the United Kingdom.

Planting Directory is published by Planting Opinion, Madras, and its price is two rupees.

### A BIG TEA ORDER.

A Toronto broker is just in receipt of a cable from Colombo, Ceylon, accepting an order for twenty-four hundred chests of Ceylon green tea given by a Toronto house.

Altho  
guaranteed

F.

Established



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Subscribers  
tations on an  
any time, car  
corresponding  
Toronto or M

COX'S CO

Agents for Canada  
C. E. CO  
D. MASS  
ARTHUR

Order no  
goods—fa

WALT



**Altho'** the weather has been unseasonable there will still be pickles. Therefore, vinegar required. We ship direct from our factory, guaranteed strength, and during July and August will prepay freight.

**ENGLISH MALT PROOF  
TRIPLE CRYSTAL CIDER  
STRONG PICKLING**

and the vinegar of commerce which is called X X X.

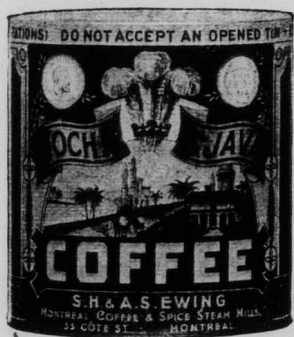
**F. J. CASTLE,**

**OTTAWA.**

Established 1845.

MODERN MACHINERY. UP-TO-DATE METHODS.

Established 1845.



1 and 2-lb. Tins.

**WHY EXPERIMENT**

when you can command the perfected products of 57 years' study and experience? **IT IS NO EXPERIMENT** to try **S. H. & A. S. EWING'S** high-grade COFFEE and SPICES, but it will prove well worth the progressive grocer's time to personally test and be convinced of the superior aromatic flavor which characterizes our high-grade Coffee. Compare the quality and uniform excellence of our Spices with others on the market. Handle **S. H. & A. S. EWING'S** goods and feel secure that you have got the best that long experience and improved methods can produce.

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

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

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

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

Established 1862.

**E. THOMPSON & CO.**

LIVERPOOL,

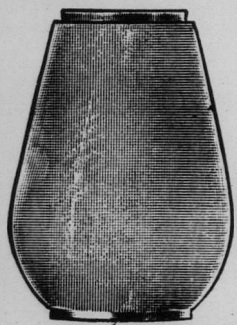
Offices—11 Victoria St. . . . ENG.  
Warehouses—48-52 Thomas St.

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

REFERENCE—Canadian Bank of Commerce.

American Agent—  
**G. H. THOMPSON,**  
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

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

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

Toronto Fruit Merchants.

*McWilliam & Everist*

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.  
Warehouse Phone Main 3394.

**Raspberries**

Watermelons. Tomatoes

Fresh arrivals daily at lowest market price.  
Full stock of Oranges, Lemons and Bananas always on hand.

**HUSBAND Bros. & Co.**

82 Colborne St., TORONTO.

Phones, Main 51, Main 3428.

SEASON 1902.

**Butter  
Tubs**

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

**WALTER WOODS & CO.**  
HAMILTON.



## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**T**HE creditors of A. H. Pare, general merchant, Point de Maskinonge, Que., will meet on July 26.

A. L. Kent is curator of Riorden Bros., traders, Montreal.

Gagnon & Co. are the curators of J. N. Cabana, grocer, Montreal.

J. C. De L'Eglise, grocer, St. Tite, Que., has assigned to V. E. Paradis.

The creditors of R. T. Stone & Co., general merchants, Melancton, Ont., meet on July 29.

Miss Sarah Smith, general merchant, Metapedia, Que., has compromised at 30c. on the dollar cash.

A chattel mortgagee is in possession of the premises of Murphy & Co., grocers, Sturgeon Falls, Ont.

The creditors of Organ, Elliott & Co., dealers in wholesale grocers' sundries, Montreal, had a meeting on July 22.

Benjamin Gallant, general merchant, Bloomfield Station, P.E.I., is offering to compromise at 25 per cent. cash.

## PARTNERSHIPS FORMED AND DISSOLVED.

Leclerc & Frere, grocers, Montreal, have dissolved.

C. R. Stewart & Co., general merchants, Rosenfield, Que., are dissolving. C. K. Stewart will continue alone.

## SALES MADE AND PENDING.

The stock of Ferd. Decarie, grocer and liquor merchant, Montreal, has been sold.

The assets of Crabbe & Co., wholesale jobbing confectioners, Ottawa, have been sold.

The stock of W. E. Rood & Co., grocers, Halifax, N.S., is advertised for sale by sheriff.

A. M. Blackburn, baker and confectioner, Wolseley, N.W.T., is advertising his business for sale.

Tweed & Ewart, general merchants, Medicine Hat, N.W.T., are advertised to retire from business.

## CHANGES.

James Fenley, trader, Montreal, has registered.

Berthelette & Cie, grocers, Montreal, have registered.

A. O'Brien & Co., confectioners, Montreal, have registered.

Wm. Bently, grocer, Toronto, has sold out to W. B. Markle.

V. Lopez & Co., exporters of butter, Montreal, have registered.

S. E. Harris, grocer, London, Ont., has sold out to Norman McLeod.

A. A. Laferriere & Cie, general merchants, Villeray, Que., have registered.

Wallace King, fruiterer, Morden, Man., has sold out to John McConnell.

H. Cooke & Sons, general merchants, Farnham, Que., have registered.

John Fairley, general merchant, Carberry, Man., is succeeded by T. R. Brough.

Hilton, Gibson & Co., manufacturers' agents, Winnipeg, are out of business.

S. B. Baxter, general merchant, Eden, Que., has sold out to G. W. Waggoner.

J. M. Dale, general merchant, Port Hammond, B.C., is succeeded by S. S. Ray.

The estate of R. Hill, general merchant, Ballantrae, Ont., has been sold to W. H. Jones.

C. W. Lavers, cigar dealer, etc., North Sydney, N.S., has sold out to N. N. McLeod.

Walter Le Roux, general merchant, etc., Sandy Point, is opening a branch at St. George.

George W. Parker, grocer and provision dealer, Sydney, N.S., is succeeded by Parker & Ervin.

Parsons & Rogers, wholesale fruiterers and produce merchants, Winnipeg, Man., are succeeded by A. E. Parsons & Co.

## FIRES.

Mrs. C. Rosa Docile, baker, Extension, B.C., has sustained loss by fire.

John A. Snow, liquor merchant, Louisburg, N.S., was burned out.

## DEATHS.

J. A. Graves, of Graves Bros., general merchants, Tilsonburg, Ont., is dead.

James A. Chipman, of James A. Chipman & Co., brokers and flour and feed merchants, Halifax, is dead.

## FRUIT MARKS JUDGMENT.

The fruit division of the Agricultural Department, Ottawa, has received notice of the judgment rendered in the appealed James case. The appeal was largely for the purpose of settling certain technical matters arising in connection with the enforcement of the Fruit Marks Act. The judgment makes clear the following points: 1. Either end or both ends of a barrel is held to be the "faced" or "shown" surface. 2. The brand or other mark does not determine the face. 3. Having in possession or offering for sale fraudulently packed fruit, even if the vendor does not know it to be such, is an offence. 4. Fruit admitted by all parties not to be for sale is not subject to the provision of the Act.

## "CATCHY" BULLETINS AND CARDS.

The grocers, butchers and other retail merchants in small towns or cities, who wish to follow up-to-date methods of securing business through catchy bulletins and show-cards, will find a knowledge of the art of show-card and ticket lettering of the very greatest value to themselves. Neatness and proper display are strong factors in drawing trade. Neat show-cards and price tickets both add to the effectiveness of display and bring the important element of the price to the buyer's attention in a pleasing manner. W. Edwards, Carleton Place, Ont., offers in this issue a book of instruction at \$1, postpaid, which will teach you this art in a thorough and practical manner. See it.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 3c. cents, and pays a good profit.

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.



The merits and superiority of

# CEYLON TEA

## BLACK AND GREEN

are the principal factors that have led to the growing desirability among the public for this . . .

healthy, pure, clean, delicious

tea. Facts and figures prove that it is the leading and best-selling tea of to-day. Its high-quality will always retain the position of **LEADER** it now holds.



# WHY ARE Southwell's Jams

superior to all other  
Imported Lines?

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

Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

### FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS



# Austrian Sugar

ON SPOT—TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

## ALEX. WILLS,

27 St. Sacrament Street, - - - MONTREAL.

### H. N. Bate & Sons, Ottawa, Can.

Agents for  
STRICTLY UNCOLORED

### Anglo-Saxon Ceylon Green

Same Drawing Qualities as Japan

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

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

Sale Guaranteed or can be returned at our expense.

With four cases of above we give one of our handsome polished oak paper bag holders. Best in the market.

## Current Market Quotations for Proprietary Articles

July 24, 1902.  
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

BAKING POWDER.		
Cook's Friend—	Per doz.	\$ 2 40
Size 1, in 2 and 4 doz. boxes.....		2 10
" 10, in 4 doz. boxes.....		2 10
" 2 in 6 ".....		80
" 12, in 6 ".....		70
" 3, in 4 ".....		45
Pound tins, 3 doz. in case.....		3 00
12-oz. tins, 3 ".....		2 40
5-lb. tins, 7/2 ".....		14 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
1 " "	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
1/2 doz.	2 1/2-lb.	10 50
1 doz.	2 1/2-lb.	10 40
1/2 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER		
Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	4-oz.	\$ 40
4 " "	6-oz.	0 15
4 " "	8-oz.	0 80
4 " "	12-oz.	1 00
4 " "	12-oz.	1 50
2 " "	12-oz.	1 55
4 " "	16-oz.	1 80
2 " "	16-oz.	1 85
1 " "	2 1/2-lb.	4 50
1 " "	5-lb.	7 75
2 " "	6-oz.	Per case.
1 " "	12-oz.	\$1 90
1 " "	16-oz.	

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

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

BLACKING. SHOE POLISH.		
Jonas.....	Per gross	\$9 00
Froment.....		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

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.		

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.		
CARR & CO. LIMITED.		
Cafe Noir.....		0 15
Ensign.....		0 12 1/2
Metropolitan mixed.....		0 09
Special price list of Fancy Tins for Xmas trade and other lines on application.		

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

FRENCH PEAS—DELOY'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.		
1/4 Trefavennes.....		\$9 50
1/4 Rolland.....		10 00
1/4 Delory.....		10 50
1/4 Club Alpina.....		2 50

CHOCOLATES & COCOAS. THE OOWAN CO. LIMITED.		
Cocoa—		
Hygienic, 1-lb. tins, per doz.....		\$7 25
" 1/2-lb. tins ".....		3 75
" 1/4-lb. tins ".....		2 25
" fancy tins ".....		0 90
Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb.....		0 55
Perfection, 1/2-lb. tins, per doz.....		3 00
Cocoa Essence, sweet, 1/2-lb. tins, per doz.....		2 25

Chocolate—		
Queen's Dessert, 1/4's and 1/2's.....		\$0 40
" 6's.....		0 42
Mexican Vanilla, 1/4's and 1/2's.....		0 35
Royal Navy Rock.....		0 30
Diamond.....		0 25
" 8's.....		0 28

JOHN P. MOTT & CO.'S R. S. McIndoe, Agent, Toronto.		
Mott's Broma.....	per lb	0 30
Mott's Prepared Cocoa.....		0 28
Mott's Homeopathic Cocoa (1/4's).....		0 3
Mott's Breakfast Cocoa (in tins).....		0 40
Mott's No. 1 Chocolate.....		0 30
Mott's Breakfast Chocolate.....		0 28
Mott's Caracass 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		0 43
Mott's Sweet Chocolate Liquors 0 19		0 30

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

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

CADBURY'S.		
Frank Magor & Co., Agents. per doz		
Cocoa essence, 5 oz. packages.....		\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.		0 40
Rock Chocolate, loose.....		0 40
" 1-lb. tins.....		0 42
Nibs, 1-lb. tins.....		0 35 1/2

CHOCOLATE-MENIER.		
Chocolate—Menier	1/4 and 1/2 lbs. 360 per lb.	
Croquettes and Pastilles 200.	or per case	
of 108 \$20.		
Menier's Breakfast Cocoa 1/4-lb. tins 130.		
" 1/2-lb. tins 250.		
" 1-lb. tins 500.		



WALTER BAKER & CO., LIMITED.		
Premium No. 1 chocolate, 12-lb. boxes.....	per lb.	\$ 33
Vanilla chocolate 6-lb. boxes.....		47
German sweet, 6-lb. boxes.....		27
Bkfast cocoa, 1/2-lb. tins, plain; 6-lb. boxes.....		51
Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs.		35
Caracass sweet chocolate, 6-lb. boxes		37
Soluble chocolate (hot or cold soda)		
1-lb. cans.....		45
Vanilla chocolate wafers, 48 to box, per box.....		1 56

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

Are v  
ASS  
MEN  
164 St  
JAM  
Mecca.....  
Damasos.....  
Gairo.....  
Sirdar.....  
Old Dutch Rio  
E. D. I.  
Old Crow" Ja  
Mi  
"Condor" Javs  
Moc  
15-year-old M  
hand-picke  
1-lb. Fancy ti  
48 tins per  
Madam HuoU  
100 lb. deliver  
CI  
UNITED  
Clothes Pins  
case, per  
doz. packag  
doz. packag  
COUPON  
For sale in C  
Limited,  
Fils, Mor  
\$1, \$2, \$  
In lots of 1  
books, 1 ki  
100 to 500 bo  
500 to 1,000 b  
Alliac  
1 00 books  
2 00 books  
3 00 books  
5 00 books  
10 00 books  
15 00 books  
20 00 books  
25 00 books  
50 00 books



# "THE EDWARDSBURG BRANDS"

## Starch

## .. and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**  
**ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited**  
**Established 1858.**

164 St. James St.,  
**MONTREAL.**

Works:  
**CARDINAL, ONT.**

53 Front St. East,  
**TORONTO.**

### COFFEE.

<b>JAMES TURNER &amp; CO.</b> per lb.	
Mecca .....	0 32
Damasous .....	0 28
Calro .....	0 20
Sirdar .....	0 17
Old Dutch Rio .....	0 12½
<b>E. D. MARCEAU, Montreal.</b>	
per lb.	
Old Crow Java .....	0 25
Mocha .....	0 25
"Condor" Java .....	0 30
Mocha .....	0 30
15-year-old Mandheling Java and hand-picked Mocha .....	0 50
1-lb. Fancy tins choice pure coffee, 48 tins per case .....	0 20
Madam Huot's Coffee, 1-lb. tins .....	0 31
2-lb. tins .....	0 30
100 lb. delivered in Ontario and Quebec.	

### CLOTHES PINS.

<b>UNITED FACTORIES, LIMITED.</b>	
Clothes Pins (full count), 5 gross in case, per case .....	
doz. packages (12 to a case) .....	0 57
doz. packages (12 to a case) .....	0 72
doz. packages (12 to a case) .....	0 82

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal.  
 \$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un-bered	Covers and numbered
In lots of less than 100 books, 1 kind assorted	4c.	4½c.
100 to 500 books .....	3½c.	4c.
500 to 1,000 books .....	3c.	3½c.

### Allison's Coupon Pass Book

1 00 books .....	3 cents each
2 00 books .....	3 cents each
3 00 books .....	3 cents each
4 00 books .....	4 cents each
5 00 books .....	5 cents each
10 00 books .....	5½ cents each
15 00 books .....	6 cents each
20 00 books .....	7 cents each
25 00 books .....	8 cents each
30 00 books .....	9 cents each
40 00 books .....	10 cents each
50 00 books .....	12 cents each

### EXTRACTS.

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

### FOOD.

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

### LYE (CONCENTRATED).

<b>GILLETT'S PERFUMED.</b>	
1 case of 4 doz. ..	\$ 3 60
3 cases " ..	3 50
5 " " ..	3 40

### GINGER ALE & SODA WATER

Cantrell & Cochrane's Imported	per doz.
Ginger Ale and Club Soda Water .....	\$1 40

### JAMS AND JELLIES.

<b>SOUTHWELL'S GOODS.</b> per doz	
Frank Magor & Co., Agents.	
Orange Marmalade .....	1 0
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 .....	3 75

### Jams— T. UPTON & CO.

1-lb. glass jars 2 doz. in case, per doz	\$1 00
2½-lb. tin pail, 2 doz. in crate, per lb.	0 07
5-lb. tin pails, 8 pails in crate, per lb.	0 61
7-lb. wood pails, 6	0 06½
14-lb. wood pails, per lb.	0 06½
30-lb. " " ..	0 61
Jellies—	
1-lb. glass jars, per doz .....	\$1 00
7-lb. wood pails, per lb. ....	0 61
14-lb. " " ..	0 61
30-lb. " " ..	0 61

### LICORICE.

<b>YOUNG &amp; SMYLLIE'S LIST</b>	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 15
"Ringed" 5 lb. boxes, per lb. ....	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy boxes 40) per box .....	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can .....	2 00
Licorice Lozenges, 5 lb. glass jars ..	1 75
" " 20 5 lb. cans ..	1 50
"Purity" Licorice 10 sticks ..	1 45
" " 100 sticks ..	0 73
Dulce large cent sticks, 100 in box.	

### LIQUORS.

<b>COGNAC IN CASES.</b>	
Ph. Richard.	
S.O. Quarts, 12's ..	\$22 50
F.C. " ..	15 00
F.C. 1-15 bottles, 180's ..	12 00
V.S.O.P. " ..	12 00
V.S.O.P. ½ pints, 24's ..	13 00
V.S.O.P. ½ pints, 48's ..	14 00
V.S.O.P. 1-15 bottles, 180's ..	20 00
V.S.O. quarts, 12's ..	10 00
V.S.O. 1-15 bottles, 180's ..	18 00
V.O. quarts, 12's ..	8 50
V.O. pints, 24's ..	9 50
V.O. ½-pints, 48's ..	10 50
V.O. 1-15 bottles, 180's ..	14 00
V.O. decanters, 12's ..	10 50
V.O. " " pints, 20's ..	13 00
V.O. " " Imp. pints, with thumblers ..	9 75
V.O. " " Reputed " " 24' ..	10 50
V.O. " " no " " 14's ..	9 50
Chas. Couturier.	
Quarts, 12's ..	7 00
½ bottles, 24's ..	8 00
¼ " 48's ..	9 00
1-15 bottles, 180's ..	13 50
Flasks, 24's ..	8 00
½ Flasks, 48's ..	8 00
Flasks, Imperial pints, Copsule, 16's ..	8 00

### F. Marion & Cie.

Quarts, 12's ..	6 00
½ bottles, 24's ..	7 00
¼ " 48's ..	8 00
Flasks, reputed 24's ..	7 00
Flasks, ½-pints, 48's ..	8 00
1-15 bottles, 180's ..	12 50
Flasks, Imp. pints with thumblers, 16's ..	8 00
Cognac In Wood.	
Ph. Richard.	
Gals. Oct's.	Oct's.
Bbls.	Hhds.
Couturier ..	\$4 00 \$2 95 \$3 85 \$3 80
Marion ..	3 75 3 60 3 50 3 40
Ph. Richard.	
V.S.O.P. ..	5 50 5 35 5 25 5 00
Richard.	
V.O. proof. 4 25	4 10 4 00 3 90 3 80
Richard 5 up.	
proof V.O. 4 00	3 80 3 70 3 50 3 40
Richard Fine	
champagne 6 00	5 90
Gin—Pollen & Zoon, in Cases.	
Red, 15's ..	\$10 00
Green, 12's ..	5 00
Poney, 12's ..	2 50
Gin Pollen & Zoon, in Wood.	
Gals. Oct's.	Oct's.
Bbls.	Hhds.
Gin. P. & Z. ..	\$3 15 \$3 05 \$3 05 \$3 00 \$2 95
Mitchell Bros. Limited—Scotch.	
1 case. 5 cases.	
Heather Dew, ordinary qts.	
12's ..	\$ 7 00 \$ 6 75
Heather Dew, stone jars.	
Imperial, 12's ..	12 50 12 25
Heather Dew, oval flasks.	
quart, 12's ..	11 25 11 00
Special Reserve, oval pts. 24's.	11 75 11 50
" " ordinary qts.	
12's ..	9 00 8 75
Special Reserve, ½ bottles.	
pints, 24's ..	10 00 9 75
Extra Special Liqueur, flagon.	
12's ..	9 50 9 25
Extra Special Liqueur, ordin-	
ary bottles, 12's ..	9 50 9 25
Heather Dew, flasks, 48's ..	12 00 11 75
" " ½ flasks, 60's ..	9 00 8 75
Mullmore, Imperial oval quart	
flasks, 12's ..	10 00 9 75
Mullmore, flasks, Imperial	
pints, 24's ..	10 50 10 25
Mullmore, flasks, ordinary	
pints, 24's ..	7 75 7 50
Mullmore, ½ flasks, ordinary.	
48's ..	9 00 8 75
Mullmore, ordinary quarts, 12's	6 50 6 25
Mullmore, ordinary pints 24's	7 50 7 25



Scotch Whiskey in Wood.			
	Gal.	Oct. 8.	Oct. 17.
Special Reserve	\$4 51	\$4 25	\$4 15
Heather Dew			
"A"	4 00	3 85	3 75
Extra Special	5 00	4 90	4 80
Liqueur	3 75	3 70	3 65
Old Scotch			

Whiskey in Cases			
Mitchell Bros., Limited—Irish.			
Cruiskeen Lawn, stone jar, 12s.		\$12 50	
Old Irish, flasks, Imp. quarts, 12s.		11 25	
Special, quarts, 12s.		9 00	
"Imp. pints, 24s.		11 75	
round bottles, quarts, 12s.		6 50	
round 1/2-bottle, pints, 24s.		8 00	
10-oz. flasks, 48s.		12 00	
5-oz. flasks, 60s.		9 00	

Irish Whiskey in Wood.			
	Gal.	Oct.	Oct.
Mitchell "Special"			
Old	\$4 50	\$4 40	\$4 15
Mitchell "Old"	4 00	3 90	3 75
"B"	3 50	3 40	3 30
"C"	3 00	2 80	2 75

Champagne Wine in Cases.			
Duc de Pierland, quarts, 12s.		\$14 00	
pints, 24s.		15 00	
Cardinal, quarts, 12s.		12 50	
pints, 24s.		13 50	
Vve. Amiot Carte d'Or, quarts, 12s.		16 00	
pints, 24s.		17 00	
d'Argent, quarts, 12s.		10 50	
pints, 24s.		11 50	

Blandy Bros. Wine.			
Blandy's Madeira Wine, in cases.			
Very Superior, quarts, 12s.		8 50	
Special Selected, quarts, 12s.		10 00	
London Particular, quarts, 12s.		13 00	
Blandy's Malaga, in cases.			
Pale Sweet Blue Label, quarts, 12s.		7 50	
White Label, quarts, 12s.		10 00	

Blandy's Sherry, in cases.			
Manzanilla, quarts, 12s.		8 50	
Morosa, quarts, 12s.		11 00	
Blandy's Port Wine, in cases.			
Good Fruity, quarts, 12s.		7 50	
Invalid Special, quarts, 12s.		12 00	
Blandy Bros. Wine in Wood.			
	Gal.	Octave.	

Canadian Whiskies.			
	per gal.	In barrels.	
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, 59 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		
Imperial, Walker & Sons	2 90		
Canadian Club, Walker & Sons	3 60		

Less than one bbl. per gallon.			
65 O.P.	\$4 55		
50 O.P.	4 15		
Rye	2 25		

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

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

HENRI JONAS & Co. Per gross			
Pony size	\$7 50		
Imperial, medium	9 00		
Imperial, large	12 00		
Tumblers	12 00		
Per gross			
Mugs	13 20		
Pint jars	18 00		
Quart jars	4 00		

E. D. MARCEAU Montreal.			
"Condor," 12-lb. boxes—			
1/4-lb. tins	per lb.	0 35	
1/2-lb. tins	"	0 33	
1-lb. tins	"	0 32 1/2	
4-lb. jars	per jar	1 20	
1-lb. jars	"	0 35	

'Old Crow,' 12-lb. boxes—			
1/4-lb. tins	per lb.	0 25	
1/2-lb. tins	"	0 23	
1-lb. tins	"	0 22 1/2	
4-lb. jars	per jar	0 70	
1-lb. jars	"	0 25	

OLIVE OIL			
Barton & Guestier's quarts	per case	\$8 00	
pints	"	9 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 06 1/2	

PICKLES.			
STEPHENS'.			
A. P. Tippet & Co., Agents.			
Pa. entstoppers (pints) per doz.		2 30	
Cork id (pints), "		1 90	

SODA.—COW BRAND.			
DWIGHT'S			
Case of 1 lb. 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	

EMPIRE BRAND.			
Brunner, Mond & Co.			
Case 120 1/2-lb. pkts. (60 lb.) per case		\$2 70	
Case 96 10-oz. pkts. (60 lb.) per case		\$2 87	

SOAP			
A. P. TIPPET & CO., AGENTS.			
Maypole Soap, colors per grs., \$10.30.			
Maypole Soap, black per grs., \$15.30.			
Orion Soap, per grs., \$10.30.			
Glorigia Soap, per gross		12 00	
Straw Hat Polish, per gross		10 20	

STARCH.			
EDWARDSBURG STARCH CO., LTD.			
Laundry Starches—	per lb.		
No. 1 White or Blue, 4-lb. carton		0 06 1/2	
No. 1 " 3-lb.		0 06 1/2	
Canada Laundry		0 07 1/2	
Silver Gloss, 6-lb. draw-lid boxes		0 08	
Silver Gloss, 6-lb. tin canisters		0 08	
Edwardsburg Silver Gloss, 1-lb. pkg.		0 08	
Kegs Silver Gloss, large crystal		0 07	
Benson's Satin, 1-lb. cartons		0 08 1/2	
No. 1 White, bbls. and kegs		0 05 1/2	
Benson's Enamel, per box, \$1 50 to 3 00			

Culinary Starch—			
Benson & Co.'s Prep. Corn		0 07 1/2	
Canada Pure Corn		0 05 1/2	

Rice Starch—			
Edwardsburg No. 1 white, 1-lb. car		0 10	
Edwardsburg No. 1 White or Blue, 4-lb. lumps		0 08 1/2	

BEE STARCH.			
Cases, 64 pkgs. 48's.		\$5 00	
1/2 Cases, 32 pkgs. 24's.		2 50	
Packages 10c. each.			

BRANTFORD STARCH WORKS, LIMITED.			
Ontario and Quebec.			
Laundry Starches—			
Canada Laundry, boxes of 40 lbs.		\$0 05 1/2	
Acme Gloss Starch—			
1-lb. cartons, boxes of 40 lbs.		0 06	
Finest Quality White Laundry—			
3-lb. Canisters, cases of 48 lbs.		0 06 1/2	
4-lb.		0 06 1/2	
Barrels, 200 lbs.		0 05 1/2	
Kegs, 100 lbs.		0 05 1/2	

Lily White Gloss—			
1-lb. fancy cartons cases 30 lbs.		0 08	
6-lb. toy trunks, 8 in case.		0 08	
6-lb. enameled tin canisters, 8 in case		0 08	
Kegs, ex. crystals, 100 lbs		0 07	

Brantford Gloss—			
1-lb. fancy boxes, cases 36 lbs.		0 08 1/2	
Canadian Electric Starch—			
Boxes of 40 fancy pkgs, per case		3 00	
Celluloid Starch—			
Boxes of 45 cartons, per case		3 50	

Culinary Starches—			
Challenge Prepared Corn—			
1-lb. packages, boxes 40 lbs.		0 05 1/2	
No. 1 Brantford Prepared Corn—			
1-lb. packages, boxes 40 lbs.		0 07 1/2	
Crystal Maize Corn Starch—			
1-lb. packages, boxes 40 lbs.		0 07 1/2	

STOVE POLISH.			
ENAMELINE			
No. 4—3 doz. in case, per gross		4 80	
6—3 doz. in case, "		8 40	



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



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

KOLONA			
PURE CEYLON TEA			
Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.			
Black Label, 1-lb., retail at 25c.		0 19	
" 1/2-lb., "		0 20	
Blue Label, retail at 30c.		0 22	
Green Label " 40c.		0 28	
Red Label " 50c.		0 35	
Orange Label, retail at 60c.		0 42	
Gold Lab " 80c.		0 55	



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

WOODENWARE			
UNITED FACTORIES, LIMITED.			
Washboards, Leader Globe		1 50	
" Improved Globe		1 60	
" Standard Globe		1 80	
" Solid Back Globe		1 95	
" Jubilee (perforated)		1 95	
" Crown		1 35	
Per doz.			
No. 1 2-hoop pails		1 55	
" 1 3 "		1 70	
0 Tubs		8 50	
" 1 "		7 00	
" 2 "		6 00	
" 3 "		5 25	

YEAST.			
Royal yeast, 3 doz. 5c-1 kgs. in case.		1 00	
Jersey Cream yeast cake, 3 doz. 5c.		1 00	
Victoria " 3 doz. 5c.		1 00	
York " 3 doz. 5c.		1 00	
Gillett's Cream Yeast, 3 doz.		1 80	

CROWN BRAND			
Wholesale Retail			
Red Label, 1-lb. and 1/2's		0 85	0 50
Blue Label, 1-lb. and 1/2's		0 95	0 40
Green Label, 1-lb.		0 19	0 35
Japan Label, 1/2's		0 20	0 35
Japan, 1-lb.		0 19	0 35
E. D. MARCEAU, Montreal.			

Japan Teas—			
Condor " I 40-lb. boxes		0 37 1/2	
AMD AAA 40-lb. boxes		0 37 1/2	
"Condor" " II 40-lb. boxes		0 36	
" " III 80-lb. "		0 32 1/2	
" " IV 80-lb. "		0 30	
" " V 80-lb. "		0 25	
" " XXXX 80-lb. boxes		0 23 1/2	
" " XXX X 30-lb. "		0 25	
" " XXX 80-lb. "		0 20	
" " X X X 30-lb. "		0 21 1/2	
" " XX "		0 19	
" " LX lead packets			
Assorted cases (1 and 1/2 lb.) to retail at 40c.		0 21 1/2	
" " L lead packets			



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Money-Back Style.

Makes its own Gas.

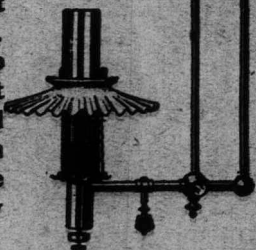
OUR No. 8 is the best all around lamp on the market for either the store or home.

IT IS FITTED with an up and down adjuster so that the burner can be lowered two feet. You can hang it on a hook or screw it up—we supply a hook and a screw plate with it.

IT GIVES a light of a 100 candle power and is a fine lamp to show goods with.

THE COST of running it is less than an oil lamp and there is no smell or smoke from it.

No. 8



YOUR MONEY REFUNDED IF YOU ARE NOT PERFECTLY SATISFIED.

WRITE FOR OUR CATALOG.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

You can't do better than give you customers the best. That means more sales and a good profit for you when that best is

## "Empire" Soda

BEST FOR BAKING.

Manufactured by

BRUNNER, MOND & CO., NORTHWICH, ENG.

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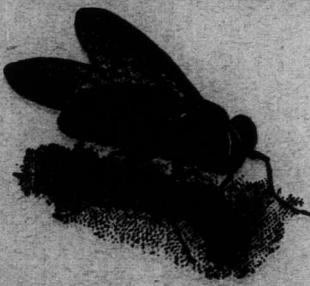
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THE GLENER CO.,  
Limited

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

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Stops the fly in his mad career. Also catches the filthy load he is carrying, thus preventing the danger of contagion.

Long Lasting. A Cash Asset.  
Order from Jobber.

The O. & W. Thum Co., Mfrs.  
Grand Rapids, Mich. U.S.A.

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

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

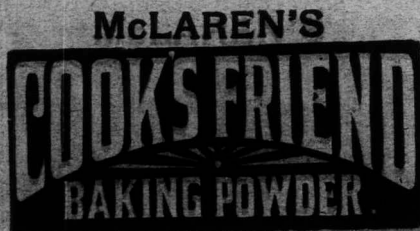
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Telephone Main 1255.

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.



# Crockery and Glassware

Do you need anything in this line?

## We have it

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

We are always glad to answer enquiries concerning any of our goods and will be pleased to give you price on any lines you mention.

## GOWANS, KENT & CO.

Wholesale

Crockery and Glassware  
China and Lamp Goods

Manufacturers of  
Lamps and Rich Cut Glass.

Decorators of  
Earthenware, China and Glass.

TORONTO and WINNIPEG.

# Good Impressions

of your store are produced when you sell customers such a highly-pleasing Mince Meat as

## WETHEY'S CONDENSED MINCE MEAT

For sale by all wholesalers.

Manufactured by . . .

**J. H. WETHEY,**

LIMITED,

ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

*Pickles, Sauces, Jams and  
Preserved Provisions.*

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

**MONTREAL.**

CHAS. P. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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