

PUBLISHED
EVERY
FRIDAY

CIRCULATES
IN EVERY
PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER



QUALITY..



When a salesman talks price to you

Ask him about QUALITY

When he talks quantity . . .

Ask him about QUALITY

When he talks merit to you . . .

Ask him about QUALITY

That's the _____

STRONG POINT

in

Colman's Mustard

STARCH

GLUCOSE

SYRUP

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

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

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

The Edwardsburg Starch Company

LIMITED

WORKS - CARDINAL, ONT.

53 Front Street East
TORONTO

164 St. James Street
MONTREAL

ESTABLISHED 1858.

<p>Corn Brooms</p>	<p>BROOMS</p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck"</p> <p>...</p> <p>Always reliable and as represented.</p>
<p>STANDARD BRANDS</p>		
<p>"GEM" "WIRE" "SNOW" "OORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety. Low Prices.</p>		
<p>WHISKS</p>	<p>HISKS</p>	<p>The H. A. Nelson & Sons Co., Limited 59 to 63 St. Peter Street MONTREAL Toronto Sample Room: 56 and 58 Front-St. West</p>
		<p>Corn Whisks</p>



MILLAR'S PARAGON CHEESE

is wholesome and appetizing.

No expense is spared to make it **first-class**, and its increasing demand testifies to its excellence.

It's Profitable for your customers to buy it, and likewise
It's Profitable for you to sell it.
ARE YOU?

THE T. D. MILLAR PARAGON CHEESE CO.
Agents—Frank Magor & Co., Montreal.
A. E. Richards & Co., Hamilton.
Joseph Carman, Winnipeg. Ingersoll, Ontario.

COLEMAN'S

Established 1868.

SALT

"Educate your customers in regard to quality."

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

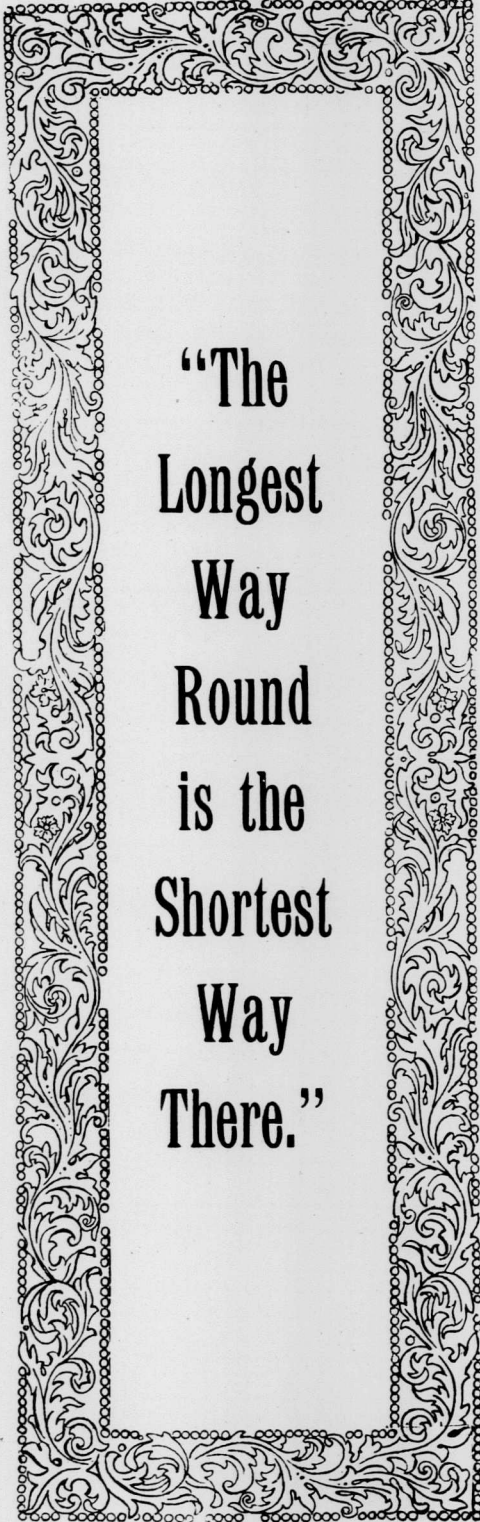
Educate them thoroughly by advising them to buy Coleman's or Rice's Salt, and the results will give them confidence in your judgment forever after. **These Salts are pure—they do not cake—certain to please.**

RICE'S

Address :

R. & J. RANSFORD
Clinton, Ont.

SALT



“The
Longest
Way
Round
is the
Shortest
Way
There.”

There are no “short cuts” by which you can obtain the confidence of buyers. Confidence is of slow growth. You can deceive yourself into thinking otherwise—you can sell nameless goods and win a profit, but to establish confidence we believe that you will agree with us that “the longest way round is the shortest way there.” **Standard goods are best to handle!**

*The
“Hand-in-Hand” Brand
Bi-Carb of Soda*

is a **standard** brand, and so proved by the unequalled test of time. The brand of absolute purity and greatest strength. The brand of confidence. Pure, white, strong—true as steel in the evenness of its grade. 98 50/100 of pure bi-carbonate of soda in it. Made by the United Alkali Co. of Great Britain, one of the largest manufacturers under the British flag.

*Stephens’
Pickles.*

Standard goods and so guaranteed by the name “Stephens.” Sound and piquant pickles, preserved in absolutely pure Malt Vinegar, also made by Stephens. Packed in air-tight bottles with showy labels. Pickles of high quality, but at a low cost to you. **Standard goods are best to handle!**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

23 Scott Street,
Toronto.

Ceylon AND Indian

TEAS

Green or Black.



Grown by British capital. Rolled by clean machinery, not by the dirty hands of butchers of Ambassadors, ladies and children.

Payne's
"Pharaoh"
and
"Pebble"
Cigars

are selling like the proverbial "hot cakes." They are selling entirely on their merits. **Quality will tell!** This only bears out my oft-repeated assertion in THE GROCER that for the same money no Cigar Manufacturer anywhere can equal the quality and workmanship in these two brands (my leaders). Send along for that "trial order" of an assortment of a thousand or more.

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

BOTH ARE

"STERLING"
BRAND

—Canada's favorite Pickles are always marked "Sterling" brand.

—Canada's favorite Relish, the New South Africa Relish, is always marked "Sterling" brand.



The interest of the trade is in our thoughts when we suggest that stock in these goods be always found on the grocers' shelves. Your best customers want them.

T. A. LYTLE & CO.

124-128 Richmond St. West,

TORONTO.

Think Of
The Money You Save!

Think of the money you save for a woman every time you sell her Molina Rolled Wheat in bulk! The chances are ten to one that she's been paying more money for package goods, hoping thereby to get higher quality. When you show her the error of her ways and suggest that she try

Tillson's
Molina Rolled Wheat

you do more than one good act for her, because you save her money and give her a hot-weather, cereal food that won't go sour or musty.

"Molina" is kiln-dried, which gives it unusual keeping qualities, even under the most adverse weather conditions. It is beyond compare as a substitute for cereal foods that heat the blood. "Think of the money you save" for a woman when you recommend it!

The Tillson Co'y, Limited
Tilsonburg, Ont.

You Can't Buy a silk purse for the price of a sow's ear.

Neither Can **"IMPERIAL" WHITE WINE VINEGAR**

be bought for the price of inferior, under-strength, imperfectly-made vinegars—yet, it is no higher than the price of any other standard make—and for rich, round, mellow flavor, handsome appearance, and full strength of uniform quality it has no equal.

5 QUALITIES—16 to 32 Cents.

OUR TRAVELLERS HAVE SAMPLES.

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



"CLOVER LEAF" SALMON

Choicest Quality

Most Attractive Package.

DELAFIELD, MCGOVERN & CO.
NEW YORK.

AYE READY!

JATERSONS'

"CAMP" COFFEE

IS THE BEST.

PRODUCING A CUP OF DELICIOUS COFFEE
AT A MOMENTS NOTICE.

ASK YOUR WHOLESALE GROCER
FOR IT.



Batty & Co.

ESTABLISHED 1824

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

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

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VOL. XIV.

TORONTO AND MONTREAL, AUGUST 3, 1900

NO. 31

MAKE YOUR EMPLOYER'S BUSINESS YOUR OWN.

BY J. H. DIETZ.

PLUNGING immediately into the subject, to benefit your employer you must sell goods; to sell goods you must have customers; to have customers, you must get them, and, what is more, keep them. If you are in the advertising department you may think you are an important factor in the getting of customers, but if you are behind the counter you must know that you are.

To benefit your employer in this direction you must cultivate those qualities of person that will draw people to you. This may seem a hard and uncertain task, but remember that attractive personalities are grown by the activity of life, not the accident of birth. You must

GREET YOUR CUSTOMERS

with a cordiality that shows your personal interest in them, and the peculiarities, limitations, or possibilities of every individual make them worthy your study, interest, and acquaintance. You must "size them up," know the things that interest them, and talk of those. Here comes in the value of experience. You must have acquaintance with farming, the trades, labor in cities, the professions, political parties, social sects, religious denominations, society of all castes, from the Frenchman's demi-monde to the German's uberwelt. Through all of these do you reach people, and draw them to you. Part of this knowledge can be obtained from books and the daily newspaper, but if acquaintance with these different classes of people has been gained by actual association with them in their daily life, you are in possession of

A VALUABLE HANDICAP

in the race to benefit your employer.

When you learn to forget yourself and talk to people of what interests them, instead of telling your own troubles and successes, you will have found the secret of drawing people to you.

The next thing is to never let slip an opportunity of extending this study. In the lulls of business, engage your customers in conversation concerning themselves and their interests. On the street car at the dinner table, everywhere you meet people whom you pass in silence, that with a little adroit study and tact, can be drawn into a conversation; and with the sympathy of your acquaintance they will seek you in purchasing.

DON'T BE EXCLUSIVE

or "swell" in your associations either in or out of business hours. Meet everybody with the same cheery welcome, and, with practice, you will find that even the surly old stock exchange aristocrat behind his paper in the corner, suffering from gout and corns, cannot resist the pleasure of your sympathy. Knowing you he will naturally inquire who and what you are and drift to you in business.

You want practical helps in attaining this tact? To get the right frame of mind read Emerson and then study the people. Continually forget yourself and speculate on the condition of the mind, aspirations, and "hobbies" of those about you. You must be the master of a thousand hobbies, and careful observation will secure you this. Never miss an opportunity of forming an acquaintance and exchanging cards or names, even though it be a street-sweeper of the gutter or a coal-stoker of an excursion boat, met during your outing. Take an

interest in all people and they'll take an interest in you. Know their needs and they'll want you to supply them.

TO KEEP THE CUSTOMER

is the really important part of your business. Do this, but do not leave what goes before undone. Your object is not to sell goods, but to keep your customer. The loss of one sale for not having something wanted is not to be compared with the loss of a customer by substituting something not wanted. You must know also the policy of your employer in dealing with the public and be firm in that policy. If it is "no credit," don't offer any encouragement to credit; if it is, "sell at market price," don't make little concessions to your friends. The public will find you out and it requires impartiality of a business institution as severely as of its public officials. Be sure your customer knows what he is getting. If he insists on buying a cheaper article tell him what its qualities are and after he has paid for it add a few more disparaging remarks: then if it is of no account he will not be dissatisfied, but will know the wisdom of buying a good article. Otherwise he will have gained the wisdom, but he'll go somewhere else to buy the article. When a boy, I bought a blue serge coat for \$4, and the salesman never said a word about it except the price. I thought I was getting a nice, silky serge that would wear, and although I got my money's worth I never went there again. After a determination to have and keep a good understanding with your customer, comes, lastly, the most important of all, the selling.

THE POWER OF KNOWLEDGE

In this, as nowhere else in the world, knowledge is power. The majority of your customers do not know what they want and you must find out for them. They tell you



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.

their needs and you must know their goods. It is not enough that you know what you have in the house and its price. You must know all the uses that can be made of it, and also as much about its origin, if possible, as the man who made it. Never miss an opportunity to visit a manufactory of any kind, and go with your mouth and eyes open—asking questions and seeing. Study books on staple products. Very often a little explanation about the difference between "sea island" and "short staple" varieties of cotton will sell a bolt of muslin; some peculiarity in the growth or handling of the fruit will sell a crate of canned goods. Worthless facts in themselves, but valuable in their use.

If you look along the shelves of your general store you will find materials, the source of which will take your

SPARE TIME IN STUDY

for the next twenty years. Their uses would occupy you nearly as long. All this comes after you know your stock thoroughly. How many know that? Not all; if you did you wouldn't leave that box of last year's lawns to spoil in the cellar while you sell from the latest styles that would find good sale later in the season or even next year. The best way to benefit your employer is to be alive to the possibilities of your occupation. When you have mastered the technicalities connected with commercial exchanges you are worth more to the world than any college graduate on the eve of any commencement.

WATCH YOUR CUSTOMER

closely and know when you have made a sale. Perhaps you pass by sales unnoticed. Don't give him an opportunity to say "No!" but ask him (at the right moment always), "Now, which of these do you prefer?" or, "What else to-day?" The blunt, "Do you want this?" has lost many a sale.

In keeping and arranging stock never take orders from your employer—always anticipate them—you are among the stock

more than he and ought to know its needs better. Don't let him ask you to do anything if you can help it. Be ahead of him and have the thing done. If you are what you ought to be after five years in the business you know more about it than he does, any way. He knows it. But don't let him know that you know it. When you come down in the morning just imagine you own the whole institution and then you'll do the things that best promote the interests of your employer.

MAGOR & CO'S TRAVELER.

Frank Magor & Co., Montreal, advise that their traveler, Mr. W. A. Shackell, will be in the West during the next two weeks taking orders for their various lines, particularly for Christmas specialties made by Cadbury Bros. (Limited), Tom Smith & Co. and Carr & Co., all well-known English firms. In Quebec city, Messrs. Magor & Co.'s business shows a marked increase, a recent trip panning out just double the amount done at the same time last year.

SAULT STE. MARIE FIRMS.

Bolton & Walker started in the grocery business in Sault Ste. Marie some few months ago. Since then, Mr. Walker saw fit to drop out, and now Mr. Bolton has the business to himself. He keeps his stock in A1 condition.

Hill & Kennedy, who have just started a grocery store in Sault Ste. Marie, have a bright stock, and, considering the short time they have been in business, report trade coming their way.

A ST. JOHN, N.B., FIRM FAILS.

A. A. McClaskey & Sons, manufacturing confectioners and dealers in tobacco and cigars, St. John, N.B., have suspended payment. Mr. J. M. Fortier, of Montreal, is the principal creditor. The liabilities are probably well up to \$30,000.

INQUIRIES FOR CANADIAN PRODUCTS.

THE following were among the recent inquiries relating to Canadian trade received at the office of the High Commissioner in London during the fortnight ending July 13:

1. An old established firm of whisky blenders in Scotland who have not been represented in Canada heretofore are desirous of hearing from responsible agents in the different Provinces.
2. A Constantinople firm have a customer who desires to place a contract with a Canadian house for a large quantity of lard and mutton tallow, to be taken as required within six or nine months. They also express a desire to represent Canadian firms who wish to push their goods in the Orient.
3. A London firm desires to get into communication with Canadian shippers of frozen salmon, poultry and provisions with a view to acting as agents.
4. The manufacturers of lawn tennis goods, croquet, lawn bowls and other games inquire for names of firms in Canada importing such goods.
5. Inquiry has again been made for exporters of wood-flour by parties able to take large quantities of the commodity.
6. A Belgian firm desire to hear of Canadian houses who might be disposed to take up the sale of their rice starch and ultramarine blue (in powder and balls).

[The names of the firms making the above inquiries will be supplied on application to the editor of THE CANADIAN GROCER. When inquiring kindly give date of issue and number of paragraph.]

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries:

1. A South of England firm claiming a connection with the creamery industries asks if there are any Canadian houses prepared to ship regular supplies of cream suitable for butter making.
2. An importer in Trieste (Austria), asks for names of Canadian shippers of tallow and grease.
3. A Midlands manufacturer of steel trunks, deed boxes, etc., wishes to be placed in communication with Canadian importers of these lines.
4. A London import and export house would like to hear from Canadian firms interested in chemicals, oils and general produce.
5. A Belgian firm wishes to hear from Canadian houses prepared to take up the sale of their guaranteed pure rice starch, and also those interested in ultramarine blue in powder or balls.
6. A Yorkshire company manufacturing confectionery wishes to arrange for the introduction into Canada of their butter-scotch and kindred articles.
7. Another inquiry has been received for names of Canadian producers of wood flour, for which article there is apparently a large demand here.

PUT YOURSELF

In Your Customer's Place

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

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

'PHONES 447, 488, 1258.

PURE

ALWAYS SATISFACTORY
PROFITABLE

Canada Baking Powder

1-4's to retail 5c.

1-2's to retail 10c.

1's to retail 15c.

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

James Turner & Co.

HAMILTON



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.





A Cleaner and Polisher.

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

THOS. KINNEAR & CO.,

Wholesale Grocers.

49 Front Street East, TORONTO.

ABOUT CHANGING ADS.

WITH many grocers—and other merchants, too—it's "how cheap," and not "how good," that controls their advertisement. If a medium costs \$20 less than another medium, that's the one to which they lean, whether the merits or demerits of the case demand it or not—that's a secondary consideration.

And yet, ten chances to one, those same merchants would be wrathful if their customers tell them they could buy the "same thing at So-and-So's for much less." Probability is that those self-same merchants would explain that their goods were better grades; better groceries; worth more. Would assert it in the most positive language.

Then why should you, if you're one of those merchants, always seek the advertising which apparently costs you the least? Is lowness of price any guarantee of quality? Was it ever such a guarantee?

Do you suppose that by changing your ad. once a week in a daily paper, or once a month in a weekly paper, is saving you money? Is bringing you the same result for less cash expended?

If a grocer is wasting money by wrong advertising, a lesser amount rightly ex-

pendent may do him as much good, or even more good. But, given the fact that the advertising is of the same grade, the more you do the more you'll sell.

You cannot turn the spigot off even a particle without decreasing your water supply. You can't save at the seeding end of the year and hope to reap as much at the other end of it. You cannot walk slower in a given direction without lengthening the time needed to traverse the space between any two points.

Yet, somehow or another, there are those who think they can "buck agin Natur'" and accomplish the impossible. I've even heard talk of it being done, but I've never yet met the gentleman who did the trick.

Effects follow causes in advertising as in all things else.

Strictly speaking, no ad. should appear twice in succession in any publication. In the retail business, no ad. should appear twice under any circumstances. The same item, yes; but dress it differently.

I have often stated, and I want to state it again in the most positive terms, that advertising ought to be store news; and if you want your advertising—your store news—to be constantly read, you must keep it constantly fresh.

It can be done. It is done in hundreds, thousands of cases. I have a client who used to say that "it takes the people of—just three days to take advantage of advertising." He then changed his ad. twice a week. I persuaded him to change every day, if he wanted every-day customers and every-day readers. He began it two years ago, and soon after the change he told me he found that folks read his ads. every day. He said he knew this because whenever he advertised bargains, folks were in his store almost as soon as it was opened. And whatever he advertises he sells. Now he says "it takes the people of—about an hour after rising to 'catch on.'"—American Grocer.

CEYLON TEA IN RUSSIA.

A Colombo, Ceylon, paper recently said: "The experiment in growing tea near the Caucasus need not alarm us any more than what is done in Natal, or in Carolina, U.S., by worthy Mr. Shepherd. It is however especially interesting to learn that the consumption of Ceylon tea in Russia is increasing so rapidly as these figures show:

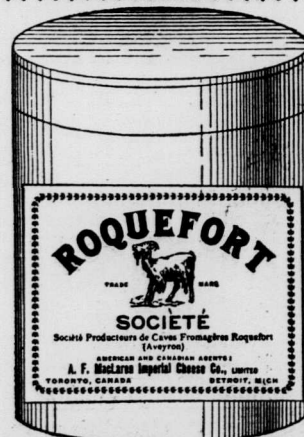
Year	lb.
1895	2,000,000
1897	6,000,000
1898	11,000,000
1899 Estimate	17,000,000



to buy our Roquefort Cheese (in white jars) You find that, like Imperial Cheese,

It's Not
a
Gamble

every jar is exactly like every other jar—as perfect as can be made.



ONLY ONE WEEK!

We have pleasure in announcing that our travellers in Western Ontario, and on Northern Division G.T.Ry. south of North Bay, will enjoy a week's holiday commencing on Aug. 4th. We are sorry that it is not TWO weeks, instead of one, and that the territory covered does not include Eastern Ontario as well.

WE INVITE THE FAVOR OF YOUR ORDERS BY MAIL.

THE DAVIDSON & HAY, LIMITED

36 Yonge Street

Wholesale Grocers

TORONTO

AT LAST SHE SMILED AND SPOKE.

"Anything wrong?" asked the hotel clerk of the New York drummer who had just got home from the West.

"I was thinking," was the reply. "I rode from Toledo to Buffalo with the prettiest girl I ever saw."

"But that didn't hurt you. Who was she?"

"Can't tell."

"You didn't introduce yourself and get her card in return?"

"No."

"No particular trouble, eh?" solicitously insisted the clerk.

"Well, it was this way," replied the traveler, as he braced up for the explanation. "She simply ignored me and gazed out of the window. Then I rose and handed her a magazine, but she declined with thanks. Ten minutes later I bought the latest novel out, but she said she didn't care to read. Then I bought some fruit, but she would accept none. She also ignored me when I tried to draw her out on music."

"But you persisted?"

"Oh, yes. That is, I was about to make another attempt to enter into conversation when the train came to a halt at a town, and the girl beckoned me over. I was

there in an instant, and with the sweetest smile you ever saw she asked me if I would do her a slight favor."

"With all my heart," I hastened to say.

"Well," she said smiling even more sweetly, 'suppose you leave the train here and take the next one that follows, for you have made me dead tired, and I feel like taking a nap.'"

"Good gracious," whispered the clerk.

"Yes, sir," said the drummer, as he reached for a cigar, "and I want to go up to my room and sit and think and try and figure it out. Perhaps it's time I left the road and settled down at home."

NEVER SAY DIE.

What is more soul stirring than to see a man who, beaten on every side, crowded into a corner, fights heroically to recover lost ground? Him who, when his legs fail him, lights on his knees. Him, who exemplifies the old Norse maxim: "Either I will find a way or make one." It has been well said that "success consists not in never falling, but in rising every time we fall." Push on. Friends may desert, the clouds of doubt and discouragement, of sorrow and despair, may hover around about, but there is no night without its morn, no lane without a turn. The world

wants men; it is bound to recognize him who knows not how to yield. Gain strength from the words of that Spartan mother, uttered when her son complained that his sword was too short. "Add a step to it," the brave woman replied. Never envy those who have not, figuratively speaking, been obliged to take in their light sails to weather a squall. If you have been crippled, hasten to repair the damage and fall into line again. You are better for the experience. Don't be troubled if some people think you are not as strong as before. Bide your time and measure swords with them.—Vanity Fair.

The grocery firm of George S. Winter, Brantford, Ont., will be hereafter known as G. S. Winter, Son & Co.

A by-law is about to come into force in Manitou, Man., by which the stores will close at 7 p.m. every night but Saturday, between May 1 and October 1, and at 9 p.m. between October 1 and May 1; fruit stores and butcher shops exempted.

The grocers of St. Thomas, Ont., held their annual picnic at Niagara on July 25. About 450 attended, and, on their arrival at Niagara, spread in different directions, some going to Buffalo and others to the different points of interest around the Falls.



In the name of UPTON'S

There is a sure proof to the grocer, because UPTON'S is known by, and sells on, their merits.

You will not have to explain their virtues to your customers, because the purity and unvaried quality of Upton's are known by everyone.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

LAATEST advices from Japan say that the tea crop will be fully 5,000,000 lb. short of last year, when the yield amounted to 40,000,000 lb.

Private mail advices received in New York from the principal peach sections of Delaware state that preparations are being made for the first shipments of importance of the new peach crop. Conditions favor a large harvest, and the advices state that since the recent loss sustained by speculators in the Georgia peach crop speculative buying for f.o.b. shipment has fallen off considerably.

A press despatch from Cleveland, Ohio., under date of July 29, says: "Inquiry among the grape growers of Northern Ohio discloses the fact that the crop will be small this year. In many places the vines are affected by rot. Some growers say they will lose 50 per cent. of the usual crop and others expect a reduction of 10 per cent."

SPANISH ONION OUTPUT.

Cable advices from Denia report regarding onions: "Productions will be smaller than last year, and, consequently, the farmer looks for higher prices. The quality promises to be sound, as irrigation has been resorted to, no rain having fallen for the past eight months."

CANNED MEATS HIGHER IN CHICAGO.

The Chicago Record says: "Prices on corned and roast beef have advanced from \$1.25 to \$1.50 per dozen for one-lb. cans. This is the largest advance ever made by Chicago and Western packers at one jump. The cause of the advance is the large demand for these goods by the United States Government and foreign Powers."

SICILY FILBERT CROP.

According to advices from Sicily, the total stocks of filberts there on July 1 were about 4,500 bags. The season's output aggregated 55,000 bags, of which there were shipped from Messina and Catania to the United States, from September 1 to June 30, 17,000 bags. To Europe, for the same period, the shipments were 33,500 bags. The new crop is estimated at from 20 to 25 per cent. more than last year, or about 70,000 bags. Shipments of the new crop are not looked for before October.

THE RAISIN COMBINE.

On the raisin question, The Fruit World says that, at a conference held on July 16 between the raisin packers and the directors of the California Raisin Growers' Associa-

tion, the agreement between the association and the packers was consummated, and the contract between the packers and the association, which has been held in escrow, will go into effect. The association has secured about 51,000 acreage on three years' contract, or about 85 per cent., and, together with the two-year contracts, it controls 90 per cent. The association will, therefore, have control of the raisin output for the seasons of 1900, 1901 and 1902.

THE FRENCH PLUM CROP.

The prospects of French plums are exceedingly satisfactory from all points of view. The fruit is more plentiful and the quality is likely to be finer than has been the case for many years. It now only remains for satisfactory prices to be fixed to make the trade in the coming season well worth the special attention of all retailers. Other growths such as Californian and Bosnians endeavour to tempt buyers at slightly lower rates than last season, but, should the French crop fulfil its promise, these prices will probably have to be modified.—Produce Markets' Review.

PUGET SOUND SALMON PRICES.

It was understood, according to The New York Journal of Commerce, that the following prices have been made by the Pacific American Fisheries Company on cohoes and chums: Talls, \$1; flats, \$1.15, and half lb. 80c.; chums, 85c. flats and 75c. for talls f.o.b. the Coast. Writing from the Coast regarding the Puget Sound pack a leading operator says: "You know the sockeye run in six weeks from the time the fish first appear off Cape Flattery in the Puget Sound. About 23 out of 42 days has passed with practically no pack. This, in addition to the strike on the Fraser river, which has practically caused a suspension of all operations there, makes it look like the shortest salmon year we have ever seen."

TEA IN NEW YORK.

The market held firm, and a fairly large volume of business was transacted at full values. The news from China was not of a character to relieve the political situation existing, and this had its influence in favor of the market. Dealers generally reported a good run of out-of-town orders, as the trade generally had confidence in the market and was accumulating supplies. The market for invoices was firm, and, in a quiet way, there appeared to be considerable business doing in new crop teas to arrive. New crop Formosas were quoted at 15 to 16c. in bond for good cargo, and new crop Congous at

11 to 12c. in bond.—N.Y. Journal of Commerce, July 31.

PEACH AND TOMATO PACK.

Thos. J. Meehan & Co., writing from Baltimore under date of July 28, say: "Unfavorable reports about the peach crop from Southern California, influenced, doubtless, a large number of buyers to seek this market for that article, which accounts, in a measure, for the increased sales during the past week for August and September shipments, as well as for quick delivery. The demand for 'spot' tomatoes continues, but futures are very dull. The general lines were fairly active during the week, but not up to the volume of business done during the first half of the month. The packing season of 1900 for both peaches and tomatoes may be said to have fairly opened now, but it will be around August 1 before all of the packers are at work on them full blast."

THE SULTANA RAISIN CROP.

An English trade journal recently printed the following in regard to the Sultana raisin crop. It was from a private letter: "That great damage has been done, there is no doubt whatever. I (the writer) have visited the Nymphio district, which is a very large one, and have there seen vineyards of which the produce is entirely destroyed. The most productive districts are those which have suffered the most. As regards the other very extensive districts to the east of Smyrna, all present estimates are merely guesses more or less wide of the mark, as in consequence of the quarantine imposed in reference to the plague, they cannot be visited. On the other hand, the districts west of Smyrna (these comprise among others the important ones of Vouria and Carabourna) have not suffered. Even in those places where most damage has been done, the crops may recover to some extent under very favorable conditions during the remainder of the summer. We are, therefore, in a condition of great doubt at present, and shall be thankful when the lapse of another two or three weeks gives us a clearer notion."

SALE OF A GROCERY STOCK.

The stock of the estate of R. Hickman & Co., grocers, Toronto, was sold by auction on August 1. It was invoiced at \$1,307.15, and sold to Wm. Ratcliffe, grocer, Toronto, for 27½c. on the dollar.

TO ABOLISH TRADING STAMPS.

At a meeting of the Retail Merchants' Association of Toronto, held in the Temple building, on Tuesday night, it was unanimously decided to discontinue giving trading stamps after August 1. Addresses, urging those present to adhere to the resolution, were delivered by W. B. Rogers, president of the association, and others.

Cleaned Our Brands and our qualities
 and
Stemless "KALAMOS," "MOREA," "FANCY MOREA,"
Currants. "VONITSA," "FANCY VONITSA," "BLUE PEARLS,"
 lead the trade from Halifax to Vancouver.

ABSOLUTELY CLEAN—made so by our double-process electrical plant, removing **ALL** foreign substance without crushing the fruit.

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

WHOLESALE IMPORTING
 AND MANUFACTURING GROCERS.

TORONTO.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

MALCOLM MCKINNON, grocer, Richibucto, N.B., offers 40c. on the dollar; liabilities, about \$3,500; assets, about \$1,200.

J. A. Paquet, grocer, Quebec city, has assigned.

The Altona Milling Co., Altona, Man., has assigned to John Schwartz.

The creditors of George Buckingham, grocer, Hamilton, Ont. met August 2.

The creditors of A. G. Verret, confectioner, Quebec city, will meet on August 3.

George Taylor, tobacconist, Chatham, Ont., has assigned to George W. Sulman.

T. C. Forkes, general merchant, Rathwell, Man., has assigned to C. H. Newton.

The creditors of A. A. McCloskey & Son, wholesale tobacconists, St. John N.B., met August 1.

Alf. Drolet, general merchant, St. Felecion, Que., has compromised at 35c. on the dollar.

J. A. Costello, general merchant, etc., Brundenell, Ont., has assigned; creditors meet August 4.

PARTNERSHIPS FORMED AND DISSOLVED.

Joseph Morel & Bros., traders, Montreal, have dissolved.

B. & A. Bowser, feed dealers, Dartmouth, N.S., have dissolved; Angus Bowser continuing.

S. & J. Carriere, general merchants, Coteau Station, Que., have compromised and dissolved.

Corkel & Legare, grain and wood dealers, St. Anne de Bellevue, Que., have registered partnership.

J. B. Demers & Fils, grain and hay dealers, St. Henri de Montreal, Que., have registered partnership.

Carpenter, Schaefer & Co., cigar manufacturers, Toronto, have dissolved; A. Carpenter continues.

Vidal & Shaw, confectioners, etc., Sydney, N.S., have dissolved. Shaw retires and style changed to Vidal & Co.

SALES MADE AND PENDING.

Sanford Platt, grocer, etc., Wallaceburg, Ont., has sold out.

The assets of Nap. Landry, grocer, Hull, Que., were sold July 31.

J. H. Clark, general merchant, Tree-shank, Man., has sold out.

Samuel J. Morris, general merchant, Crampton, Ont., has sold out.

Andrew McAfee, general merchant, Waterford, N.B., has sold out to John Frier.

J. A. M. De La Giclais, general merchant, Fannysteele, Man., has sold out to Henry Levasseur.

The stock of Elz. Grenier, general merchant, Murray Bay, Que., was sold at 69c. on the dollar.

Richard L. Hughson, baker and confectioner, Strathcona, N.W.T., has sold out to J. Huxtable.

The stock of Carley & Studer, general merchants, Morden, Man., was sold by auction July 28.

CHANGES.

F. M. McConnell, general merchant, Calton, Ont., has closed up.

The Canada Cold Storage Co., Limited, Montreal, have applied for a charter.

Mrs. Alex. Sicotte has registered as proprietress of Mme. Sicotte, trader, Montreal.

Mrs. Amedee Dagenais has registered as proprietress of Dagenais & Cie., traders, Montreal.

C. W. Raymond, general merchant and hotelkeeper, Mitchell's Bay, Ont., is closing up his store.

Fortune & Sons, general merchants, Bridgeport, N.S., have opened a branch at Sydney, N.S.

Mrs. H. C. Charland has registered as proprietress of H. C. Charland & Co., traders, Sorel and Montreal, Que.

Wm. Calbeck has bought out W. T. Hodgson's share in Hodgson & Bowness, grocers and hardware merchants, Bedeque, P.E.I.; style changed to Bowness & Co.

STARTING BUSINESS.

H. F. Rapp has opened up a grocery in Hanover, Ont.

A. Bourguignon has started a grocery store in Ottawa.

Duncan McColl has started as grocer in West Lorne, Ont.

Edgar Scott is commencing business as provision dealer at Halifax, N.S.

Isaac Kersey has commenced business as general merchant at Edy's Mills, Ont.

D. Locerte has commenced business as general merchant in Prince Albert, N.W.T.

FIRES.

Charles Andrews, tobacconist, Toronto, has been burned out; insured.

DEATHS.

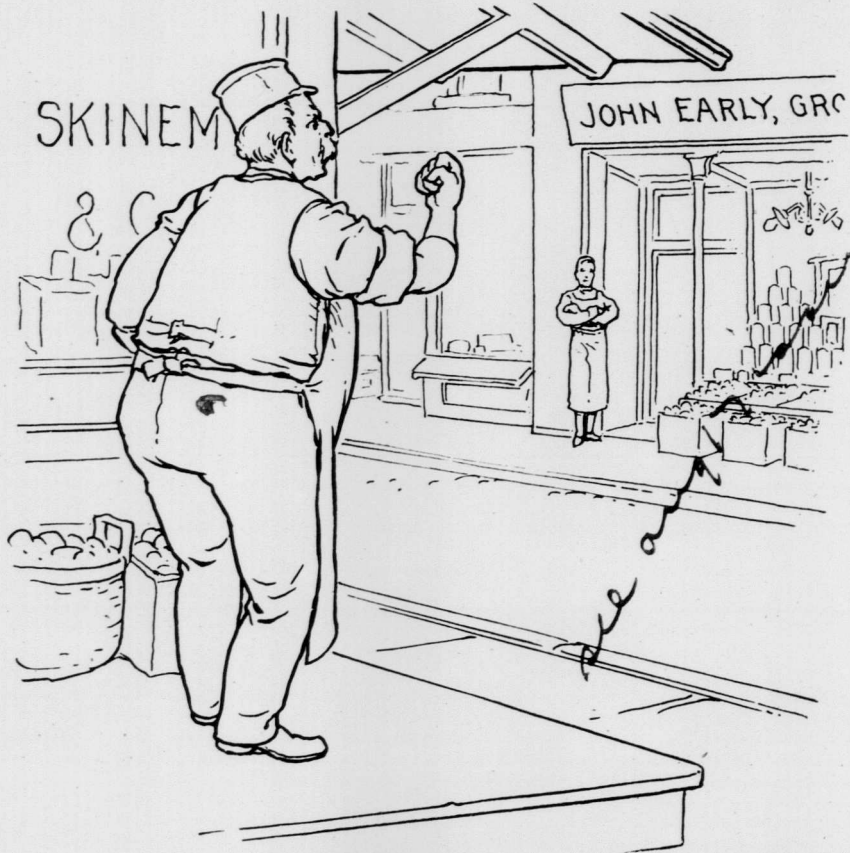
E. W. Groome, grocer, St. Catharines, is dead.

M. C. Meyers, grocer and shoe dealer, Elgin, Ont., is dead.

James Hamilton, of J. Hamilton & Sons, general merchants, Port Credit, Ont., is dead.

THE BAKERS' STRIKE.

The strike of the Toronto journeymen bakers has been settled in the majority of cases by their employers acceding to the demands of the men, which were that none but union men should be employed. In a few cases, however, the strike is still on. In these places, which are among the largest bakeries in the city, the employers refuse to recognize the union, or to discharge old hands who do not belong to the union. Among the non union men are one or two foremen who receive large wages, and who have recently left the union. The employers declare that they can get along all right whether the strike is settled or not.



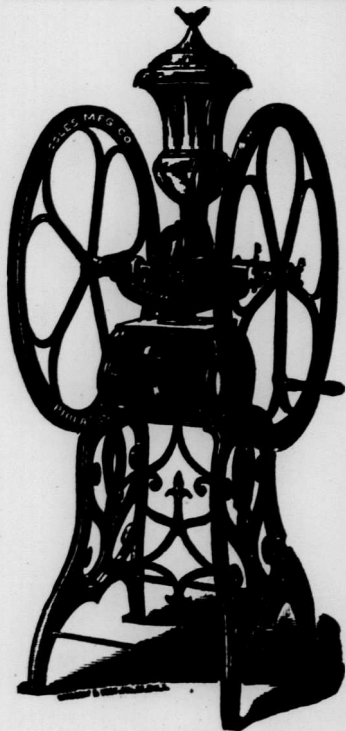
LET YOUR JEALOUS COMPETITOR GRUMBLE.

If you have the Money-Weight System on your counter and he hasn't, he has a right to kick, for customers are bound to follow a thriving store. Don't let his threats bother you. Attend strictly to business and get every dollar out of it belonging to you. You can only do this with the Money-Weight System.

OUR SCALES ARE SOLD
ON EASY MONTHLY PAYMENTS.

THE
Computing Scale Co.
DAYTON, OHIO, U.S.A.

Or Money-Weight Scale Co., No. 47 State St., Chicago, Ill.
Money-Weight Scale Co., No. 142 Chambers St., New York, N.Y.
James A. Hossack, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Canada.
L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Canada.



The Canadian Grocers Know

a good mill when it is
presented to them.

They have taken up
the . . .

COLES COFFEE MILL

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

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

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Rowntree's

High-Class Confectionery.

Rowntree & Co., Limited, of York, England, desire to call the special attention of the Canadian trade to their well-known

Gum Pastilles and Jujubes.

The perfection of confectionery art of world-wide fame for purity and delicacy of make. Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, the large Yorkshire Factories employing over 1,500 hands.

Chocolate Creams of all varieties.

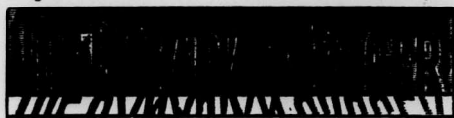
Rowntree's
ELECT COCOA

A delicious, highly-nourishing,
and thoroughly digestible Cocoa,
so economical in use that 120
breakfast cups can be filled from
a 1-lb. tin.

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

THE RESPONSIBILITY OF BUSINESS MEN.

EVERY citizen must share in the responsibility for the good or bad government of a country, but there is no class upon whom the responsibility rests heavier than upon the mercantile class.

The work of governing a village, a city, a township, a county, a province or a nation demands the employment of sound and ordinary business principles, not of abstract theoretical schemes, elaborate and all as they may be.

By our practices, if not by our professions, we have gone on the assumption that the contrary was the underlying principle of good government.

We, as a rule, give our votes to men, not because of their particular fitness to represent us in Parliament, but, because they bear the stamp of the particular party to which we profess allegiance.

As to whether this or that candidate is possessed of ordinary business common-sense scarcely ever enters our mind.

Were the same methods employed by shareholders when appointing men to the directorate of a financial or mercantile institution there would soon be a winding-up of affairs. But they do not do those things in financial and mercantile circles. Having first the welfare of the concern at heart in which they are financially interested, they appoint as directors the men who are deemed best fitted for the position.

Before we can secure a Parliament, the majority of whose members are characterized for the business commonsense they possess and not for the commonsense which they lack, this same principle must govern us when selecting representatives for the House of Commons.

In doing this it does not follow that we should bid adieu to the particular party whose tenets we profess to believe in. But it does follow that we must be prepared to refuse to support its candidates when it persists in nominating candidates who are lacking in the quality of business commonsense. After all, however, the two political parties in Canada are more defined by the names they carry than by the principles they enunciate. In fact, as far as economical lines of demarcation are concerned there are none.

The great question with the one is how to keep in; with the other, how to get in. It should therefore occasion no qualms of conscience to ignore the party when the party ignores those principles which underlie good government.

PARTNERS WITH UNIQUE NAMES.

Chu Tai, Chu Poy, Chu Kum, Fook and Shum Moon are the proprietors of a new mercantile concern in Victoria, B.C. In order that the firm will have some chance of being remembered, its style has been reduced to The Wing Chong Co. One would have to travel many days' journey to find a list of parties whose names are more unique. We wonder whether their methods of doing business will be as unique as their names. For instance, will they eschew price-cutting?

DANGER AT THE BOTTOM.

When a merchant is selling his goods at bottom prices he is in danger of scraping the bottom out of his business.

A COUPON FAILURE.

THERE have been several failures of concerns devoted to such schemes as coupons, trading stamps, etc. The latest failure in this line is that of The Toronto Cash Coupon Co., 35 Yonge street arcade, Toronto.

The concern was started three years ago as The Buyers' and Mercantile Benefit Association, but the style was afterwards changed to that which it bears to-day, a new company with a capital of \$40,000 having been formed.

The company sold to retail merchants books of stamps, one stamp to be issued for each 10c. worth of goods purchased. The book, when filled, would represent \$100 worth of goods purchased, and, on being presented to the office of the company, \$3 in cash was given the holder. The stamps cost the retailer 1/2c. each, or 5 per cent.

THE CANADIAN GROCER always has been and is still opposed to such lines of business as that carried on by the firm in question. But business men who deem it wise to patronize them have had lessons enough to teach them that they should only employ the coupons or stamps of companies whose financial standing is sound, for the customer who fails to get her stamps or coupons redeemed will not throw all the blame upon the company that becomes insolvent or absconds, but upon the retail merchant who gives coupons.

Just what the liabilities of the company are no one knows and probably never will know. The liabilities outside the shareholders are between \$400 and \$500, but that does not include the sums owing to those who are holding coupons. The assets are about \$100 and will be no more than enough to pay for the winding up of the estate.

SEE PROVERBS 11: 26.

The principal of a certain Ottawa wholesale house is a wit. He recently received an inquiry for canned corn from a Toronto firm. He had no corn, but this is the message he sent: "Not a case to be had in this city. See Proverbs 11: 26."

On turning up his Bible this is what the Toronto man found at Proverbs 11: 26:

He that withholdeth corn the people shall curse him; but blessing shall be upon the head of him that selleth it.

THE TRADE SITUATION IN CANADA.

A FEW months ago business men were occupied in considering present business conditions, and planning how best they could cope with them. In other words, how they could supply the demand.

To day, while trade is active for the time of year, a good deal of consideration is being given to the question as to what the future of business will be. Are dull times near at hand or far off?

Business conditions are certainly not exactly the same as they were a year ago. There is not that rush and excitement that there was, as a result of the abnormal demand and the rapid appreciation in values that characterized many branches of trade.

But it must be remembered that the conditions then ruling were not normal. They were decidedly abnormal. And the abnormal is no more perpetual than the snow of January.

The condition of trade is certainly more normal now than it was then. But a normal trade does not mean hard times.

Some time in the future we shall, no doubt, again pass through hard times, if the experience of the past is any criterion.

In Canada, at the moment, the most discouraging feature is the wheat crop outlook in Manitoba. It is, undoubtedly, bad. Owing to the want of rain, when there is usually plenty, it is the general estimate that the yield will be 40 to 50 per cent. short of that of last year. It was at one time thought that the crop of fodder would also be seriously short, but the rains, while not early enough to materially benefit the wheat crop, insured an ample supply of feed for the live stock. Oats and barley also promise to yield well, but, of course, the yield in those cereals cannot fully compensate for the loss in the wheat crop.

But mixed farming has developed a great deal of late years in Manitoba, particularly in the dairying branch, and the loss from the wheat crop will not be by any means so serious as it would have been a few years ago. It is serious enough, at any rate, no matter how we look at it.

Cereal crops in the Northwest Territories are about as promising as those in Manitoba are unpromising, all reports from there

indicating a large yield. The dairying and stock-raising industries there are also developing in a satisfactory manner.

In Ontario, the wheat crop is not a heavy one, but it is a good one nevertheless, and particularly as far as quality is concerned. Other grains are most promising, while the fruit crop, taking it all round, is a bountiful one. Roots are also yielding well. The dairying industry of the Province is in a most thriving condition.

The hay crop of the Province of Quebec will be equal, if not in excess, to that of last year. The grain crops are looking well and fair root crops are predicted.

Down in the Maritime Provinces the hay crop is a beautiful one, and the fruit trees are yielding liberally. An excellent crop of apples is assured in Nova Scotia, that important apple-producing country.

Out in British Columbia, the agricultural industry, which includes stock-raising, fruit-growing, etc., is making steady development. But, of course, mining is the principal industry in that Province. As everyone knows, the metalliferous mining there has been quiet, owing largely to certain mining laws passed by the Provincial Legislature in regard to labor, but recovery is being made from this, and it is asserted that in the precious metals the present year will be a record one. In the coal mining industry the activity is most pronounced. On Vancouver Island the demand exceeds the supply, and from the information that comes to us from Nova Scotia, much the same condition of affairs prevails there.

The lumber industry from one end of the Dominion to the other is in a healthy condition, and the demand for home and foreign requirements is likely to take care of all the mills can turn out.

The railway returns and the reports of the clearing houses are pretty reliable barometers of the present conditions of trade. These do not show a steady increase from week to week, yet, they are satisfactory.

The gross earnings of the Grand Trunk for the first six months of the year aggregated \$10,842,746, compared with \$10,076,802 for the same period in 1899. Those of the Canadian Pacific Railway were \$14,107,038 and \$12,688,362 respectively.

The bank clearings some weeks show increases and others again decreases, but they are larger than they were two years ago. The clearings for the first six months of the year were 2.5 per cent. less than during the same period in 1899, the figures being \$763,822,002 and \$784,277,759 respectively. The monthly bank returns are, as a rule, of a favorable character, and an increase of nearly 6½ millions in the note circulation of June over the same month of 1899 is certainly indicative of active trade.

There is certainly nothing alarming in the situation as far as Canada is concerned. In fact, there is a great deal that should impart confidence. But it is well that business men should be careful and not hoist too much sail.

THE GREEK CURRANT CROP.

PRICES of currants continue to appreciate in Greece, and to-day's quotation is 25s. per cwt., cost and freight.

Latest mail advices report that the weather continues wet, and that the damage to the new crop is increasing.

The outturn of the crop is now estimated at 70,000 to 80,000 tons, or about half that of last year.

Advices regarding the Retention law state that while it might be correct to suppose that the Government would not change the minimum amount of currants to be taken into the Retention stores from 10 per cent., still the damage to the new crop is so exceptional and the diminution so serious that it is possible the Government may reduce the percentage of the Retention to 5 per cent., or even less. Whatever course the Government pursues will be finally decided before August 18.

Continuing, the advices say: "Even should the Greek Government decide to entirely repeal the Retention law for this year, which is improbable, such action would have little if any effect on the market, the crop being so small that it will probably not be sufficient to cover the world's requirements, even at high prices." It is also advised that the quality of the new crop will be in no wise affected by the peronosporos. The bunches and berries which are affected by this disease are altogether destroyed, leaving the untouched berries in a healthy and sound condition. The quality of the new fruit can now only be affected by wet weather during maturity and the drying period.

THE CANNED SALMON SITUATION.

A PRESS despatch announces that the strike among the Fraser river salmon fishermen has been settled, a compromise having been effected whereby the canners agree to pay the men 19c. per fish the season through.

The fishermen, it will be remembered, demanded 25c., and the canners volunteered to pay 20c. when the run was light and 15c. when it was heavy.

Last year, if we are not mistaken, the price paid the fishermen ranged all the way from 15 to 25c. per fish. But, whatever the price was last year, 19c. for the season through is a high figure to pay for the raw fish, especially when it is remembered that only a few years ago 7 to 8c. was commonly paid. Even at Rivers Inlet, the packers are only paying 9c., and those on the Skeena river 10c. per fish.

The Fraser river canneries can perhaps afford to pay a little more for their fish than can those on the northern rivers and inlets, seeing that they get, as a rule, 50c. per case more for their finished product, but the difference is not sufficient to warrant the payment of such a high figure as that which they are now compelled to pay.

It takes on an average 12 fish to make a case of canned salmon. At 19c. a fish this means that the canners on the Fraser will pay \$2.28 for the necessary quantity to fill a case of four dozen. Now, on the Skeena river, for example, the same quantity of fish will cost \$1.20, or \$1.08 less than the cost to the Fraser river canners, while the latter only gets 50c. per case more for his pack.

Putting it another way, the cost of the raw salmon to the packer on the Fraser is over 45 per cent. of the selling price of the finished product, while the cost to the Northern packers is only 26 per cent.

The season opened on the Fraser river on July 1, and, what with the strike and the light run, nothing but a small pack can be expected. A private telegram from the Coast, on Tuesday, the day after the strike had been settled, said that fish were scarce and that the pack would be light.

The run was good from July 7 to 14, and a British Columbian paper, under date of July 21, said that the fish were running

well on the Fraser at that time, but the strike, of course, prevented the canners from taking full advantage of it.

It is estimated that every day the strike lasted a loss of \$25,000 to the country was entailed. The duration of the strike was about three weeks.

While the pack on the Fraser promises to be small, and, probably smaller than for some years, that of the Northern canneries promises to be of fairly good proportions. A Victoria paper, of July 17, in referring to the arrival of the steamer Tees from Naas and way ports, said: "She brings news that the packs at the Northern canneries are growing, for the canners have been doing better than was anticipated. On the Namu, when the Tees left the inlet, a very big run was on. In Bella Coola inlet, too, there was a big run of fish and the new cannery at Namu and the Rivers Inlet canneries had an average pack of 2,000 to 2,500 cases. There was also a big run on the Naas, the canneries there having taken about 6,000 fish last week."

The outlook for canned salmon is, on the whole, favorable for firm prices, particularly as far as Fraser river fish is concerned.

There is a decided shortage in the pack on the United States coast, and the supplies for the British market are largely drawn from there and from the canneries on the Fraser. Seven vessels are on their way to British Columbian ports to load canned salmon for the British market and it is feared that difficulty will be experienced in getting full cargoes, at least from the Fraser river canneries. But it is understood that the British market will, this season, take more fish from other canneries than those on the Fraser than it has hitherto done.

Although the large stocks of canned salmon of second grade carried over from last season by the wholesale trade in Canada will naturally tend to curtail the demand from that source for new season's fish, it must be remembered that the canned salmon market is largely ruled, not from this side of the Atlantic, but from the other. And our exchanges just to hand from London, Eng., say that the inquiry there is good and that quotations are slightly higher.

A STATISTICAL VIEW OF CANNED SALMON.

THE following interesting statistics appeared in the N. Y. Journal of Commerce, of July 31:

"With particular reference to the spot and future situation in red salmon, meaning the Columbia river, red Alaska, sockeye and the red salmon packed in British Columbia, a leading authority said to-day: 'The position of red salmon is particularly strong, and owes its chief strength to the small visible supply and the prospects for the coming pack. In order to appreciate the situation it is necessary to know that in 1897 the pack of red salmon was 2,100,000 cases; in 1898, 1,400,000 cases, and in 1899 the output was 2,188,000 cases. The consumption in 1897 was: United States, 600,000 cases; Europe, 1,050,000 cases, with a total carry-over of 450,000 cases. In 1898 we consumed 891,000 cases, while Europe took 969,000 cases. There was no carry-over. Last year the consumption in this country was 1,100,000 cases, and in Europe 1,082,000 cases, with no carry-over. When I say carry-over, I mean stocks in first hands. It is not possible to figure on the amount in jobbers' hands.

"Now, the figures given show a tremendous increase in the consumption of salmon in this country, and indications point to a very active demand, even at higher prices. The outlook for the pack this year is about the same from Alaska as last season, but, on the Puget Sound, which last year packed 497,000 cases, and British Columbia, which produced 600,000 cases of red salmon, there is an exceptionally good chance of a heavy falling off, particularly in British Columbia, on account of the strike. The Columbia river pack will be cut about 100,000 cases. Now, should the expected happen, say, a shortage of 600,000 cases of red fish, it is easy to predict where the market will go. Columbia river has already shown its strength; sockeye will show its strength as soon as the pack is demonstrated, although already they are asking a heavy advance, and I think that Alaska will open at a far less advance than any other goods offered. I do not look for Alaska to open at over 10c. per dozen higher than last year, but, in any case, with a heavy shortage of red fish, it can safely be predicted that Alaska salmon, should it open at not over \$1.10 f.o.b. San Francisco, will not be long in selling out and making a rapid advance.'"

To Attract The Eye
To Arrest Attention
To Excite Curiosity
To Provoke Enquiry

These are the 4 principal reasons of our ad. appearing here and elsewhere.

"SALADA" CEYLON TEA

"THE SUCCESS OF THE AGE"

Toronto. Montreal. Boston. Buffalo. Pittsburgh. Detroit. Cleveland. Toledo. Philadelphia.

COWAN'S

Hygienic **Cocoa**
Royal Navy **Chocolate**
AND
Famous Blend **Coffee**
are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

The "**BOSS**"

WASHING MACHINE

Still Leads.

If you have not tried the "BOSS" do so now.

Walter Woods & Co.
HAMILTON.

.. 1900 ..

SANDBACH, PARKER & CO.

Demerara, British Guiana.

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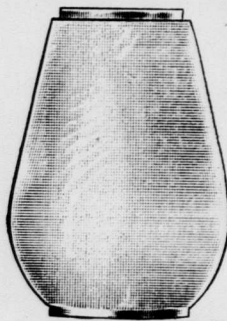
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MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS.

Toronto, August 2, 1900.

GROCERIES.

THE wholesale grocery trade does not show the same activity that it did a week ago. This, no doubt, is due, in part at any rate, to the usual falling off in the demand at the end of the month. Compared with this time of the year, however, a nice business is being done. The week has not been characterized by any particularly striking features. A fairly good trade is being done in canned vegetables for immediate shipment, but, as far as futures are concerned, trade is still at a standstill. The demand for canned salmon, canned meats, etc., is good. Locally, coffees are without change, but in the outside market the prices are at the moment a little firmer in Rio coffees. The demand has eased off a little for sugar, but there is still a nice trade being done. The outside markets are a little easier in raw sugar. Syrups and molasses continue dull. There is not much doing in rice, but a fair trade is to be noted in tapioca. The condition of the tea market is the feature of the wholesale trade. The Japan tea market is still very firm, and there are no indications of any easing off in values. The Indian and Ceylon market is also firm, and, in fact, the same may be said of all descriptions of tea. The currant market continues firm with prices higher in Greece. This market is practically without Valencia raisins. Scarcely anything is being done in prunes. A few Sultana raisins are going out, but the volume of business does not amount to much. There have been a few transactions in Californian apricots for importation and prices remain firm.

CANNED GOODS.

No marked change has taken place in the situation in canned vegetables during the week. The favorable weather has increased the possibility for a good pack of tomatoes and corn, and this has naturally tended to make buyers still more indisposed to operate in futures. In fact, some of the wholesale

houses are urging their customers to defer placing any more orders for new season's pack of tomatoes and corn. Of course, there has already been large orders placed for what are known as the leading standard brands, but at present there is practically nothing doing in the way of futures. It is becoming more and more evident that the pea pack is not a large one. The ruling prices for tomatoes from stock are 90 to 95c., and for futures 85 to 87½c. are the nominal quotations. Corn is still held at \$1.10 to \$1.15 for immediate delivery, and 75 to 77½c. for future. Peas are selling at from 75c. up. Some of the packers have made a further advance of 2½c. per doz. in the price of canned strawberries. A feature of the tomato market which should be noted is inquiries which local wholesalers have received for spot goods from British Columbia, Manitoba and Montreal. The inquiries ask for quotations on carload lots.

As far as we can learn, no transactions have so far resulted from these inquiries. Press despatches announce that the strike

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

among the fishermen on the Fraser river is over, the canneries having agreed to pay the fishermen 19c. per fish the season through. This settlement so far has not had any appreciable influence upon the canned salmon market, and prices are being well maintained, both for immediate and future shipment. The pack of fish on the northern rivers and inlets of British Columbia is fairly good, as far as can be learned, but the run of fish on the Fraser is light and the strike has naturally interfered with packing operations. It would seem as if nothing short of a miracle would save the pack from being a decidedly small one. It might be noted that the canneries on the Skeena river are paying 10c. per fish, and those on the Rivers Inlet, 9c. per fish, against 19c. by the canneries on the Fraser. The local demand for salmon is active for all good grades. Canned meats have advanced 25c. on 1 lb. tins in Chicago, the price there for that size now being \$1.50, which is about the price wholesalers here are quoting the retail trade for canned corned beef of Canadian pack. So far no change has been made in the price in

Canada. Very little business is being done in canned fruits.

COFFEES.

The market for Rio coffees took a firmer turn on Tuesday, prices being higher in both Europe and the United States. The market in New York closed 15 points higher. The cause of the advance seems to have been largely due to a sharp increase in the cost of exchange. Locally, trade is quiet, with the price of green Rio ruling at 10½ to 11½c. The outside markets are also firm, although quiet, on West India coffees.

SUGAR.

The marked activity which characterized the local sugar market during the last week or two has eased off a little, both refiners and wholesalers being unanimous in reporting this. At the same time, however, there is still a large business being done in refined sugars. The European beet market has been easier during the past few days, there having been several small declines. This, however, is what is to be expected, in view of the fact that the difference between the old and new crop is 2s. 6d. per 100 lb., a somewhat excessive figure. In New York the meltings have been heavy, being 43,000 tons, which is in excess of the receipts, while the imported stock in New York is down to 637 tons. Sugars afloat are about 20,000 tons less than at the same time last year. There is no prospect of a large supply of sugar for some time, and available stocks of beet root for the American market are very light. The supply of Cuban sugar, as far as the United States market is concerned, is virtually exhausted, and it is reported that the Cubans have been trying to buy American sugar for importation, while the Java crop has been delayed by wet weather. The price of sugar in Canada is without change. Montreal granulated is still quoted at \$5.38 Toronto, and Acadia at \$5.33. Yellows run from \$3.68 up.

SYRUPS AND MOLASSES.

The market in both these lines continues dull and featureless. In both New York and the primary market, New Orleans molasses is in light supply and the product of the new crop is not expected to come upon the market in any quantity until November. Prices rule firm.

RICE AND TAPIOCA.

The demand for rice is light, with the ruling price for B 3½c. The tapioca mar-

ket is firm with local quotations ruling at $4\frac{1}{2}$ to $4\frac{3}{4}$ c.

TEAS.

A decidedly firm market still obtains in regard to Japan teas, and all efforts to buy at lower quotations have failed. During the past week there has been a keen demand for last season's Japans on spot at $15\frac{1}{2}$ to $16\frac{1}{2}$ c., and a large number of transactions have taken place. In addition to this, there have been quite a few old teas picked up for shipment to Chicago, and this has left stocks pretty light.

There have been a few transactions in new season's Japans at fully 3c. above the price at which the same teas were bought last year, but, as a rule, the local wholesale trade will not pay the high prices which are demanded for Japan teas of this season's growth, consequently very little business is being done in this particular, but, while the trade in Canada is placing very few orders for new teas, importers in the United States are free buyers, and shipments from Japan to that country are large, in spite of the high prices ruling.

There has been more activity in China green teas during the past week, and several transactions have taken place in spot teas, and at prices $\frac{1}{2}$ c. per lb. higher than they were a week ago. The market for new season's China green teas is firm, the price having advanced from 7 to 10 per cent. from the lowest point, which may be in part due to the increased cost of exchange. There is very little movement in China black teas.

A little more business has been done during the past week in Indian and Ceylon teas. Mail advices from London, under date of July 20, state that 1,647 packages of new season's Indian teas were included in the auction of that week, quotations being now and again above those of the previous week, while the general tone among buyers was one of confidence. In regard to Ceylon teas, the auction passed with strong competition; common teas were frequently nearly $\frac{1}{4}$ d. dearer, while the better grades showed occasional advances of $\frac{1}{2}$ d. per lb.

NUTS.

A cable received in Toronto on Monday stated that slightly higher prices were ruling in France on almonds.

FOREIGN DRIED FRUITS.

CURRENTS—The local demand for currants keeps active. Prices in the primary market show a further appreciation, and the quotation now appears to be 25s. per cwt., cost and freight.

VALENCIA RAISINS—There is scarcely a box of Valencia raisins to be had on the local market, and for the few that are obtainable 9c. is the ruling price.

SULTANA RAISINS—There are a few selling, but the turnover does not amount to a great deal. The ruling price for fine fruit is 9c. Mail advices from Smyrna state that owing to the presence of the plague in Asia Minor, large districts of producing country are under quarantine, making a correct estimate of the Sultana raisin and fig crop impossible, and shipment uncertain.

FIGS—A cable reports a stronger market for figs, with prices higher.

PRUNES—There is scarcely anything doing in Californian prunes, and the little demand there is for 50's to 60's at $7\frac{1}{2}$ c., and 70's to 80's at 7c.

CALIFORNIAN APRICOTS—There have been some transactions for importation during the past week. The market is firm and further advances are anticipated.

GREEN FRUITS.

This week's receipts on the fruit market have been the largest of the season, and dealers have had to clear out their stocks to make room for more coming in. Nearly 15,000 packages of fruit arrived on Tuesday. Although all lines of fruit are arriving in large quantities, the greatest receipts have been in cucumbers, tomatoes and apples. Canadian peaches at 20 to 40c. per basket are arriving in large quantities, but the quality is poor. Cucumbers are selling at low prices; on Tuesday they were offered at $7\frac{1}{2}$ to 12c. per doz. in order to make room for the large quantities of other stock arriving. Huckleberries are in fair supply and sell quickly at 75 to 90c. per box. Lawton berries are also quite plentiful and are offering at 5 to 7c. per quart. There are no American peaches on the market just now, as it is between seasons. Apples are in large quantities and have declined 10 to $12\frac{1}{2}$ c. per basket, the price now being $12\frac{1}{2}$ to 25c. Gooseberries are practically done. Tomatoes are very plentiful, the price being 35 to 40c. lower, at 25 to 35c. per basket. The price of Californian oranges in the primary market is strong and advancing.

COUNTRY PRODUCE.

EGGS—Eggs remain at $12\frac{1}{2}$ to 13c. per dozen. The market is dull, and, though receipts are fairly large, the demand is light. The loss in bad eggs continues to be heavy.

BEANS—There is practically nothing doing. Nominal prices are \$1.70 to \$1.75 for hand-picked and \$1.50 to \$1.60 for mixed.

DRIED AND EVAPORATED APPLES—The market is still quiet and prices have not changed. We quote 6 to $6\frac{1}{2}$ c. per lb. for dried, and $6\frac{1}{2}$ to 7c. for evaporated.

HONEY—There is only a small amount of honey coming in, and the market is rather quiet. Our quotations are as follows:

Buckwheat, 3 to 4c.; strained clover, $6\frac{1}{2}$ to 7c., and clover comb, \$1.25 to \$1.50.

PROVISIONS.

There is a fair demand for all lines of provisions. Long clear bacon has advanced $\frac{1}{4}$ c., and in smoked meats backs are $\frac{1}{4}$ c. higher, prices now quoted being $12\frac{1}{2}$ to 13c.

BUTTER AND CHEESE.

BUTTER—There is not much doing. Though there is a little more export demand, Canadian prices are still too high for export buyers and there is not much moving. An advance of $\frac{1}{2}$ to 1c. in creamery butter is quoted, tubs being now 19 to 20c., and prints 20 to 21c. We quote as follows: Dairy prints, 16 to 17c.; tubs, $15\frac{1}{2}$ to $16\frac{1}{2}$ c.; creamery, prints, 20 to 21c.; boxes, 19 to 20c.

CHEESE—Trade is still quiet at steady and unchanged prices. We quote 10 to $10\frac{1}{2}$ c. per lb. to the retail trade.

VEGETABLES.

There is a good demand for vegetables in all lines except green peas, which have become too ripe for general use. Canadian potatoes are now 40 to 50c. per bushel. Green onions are more plentiful this week and sell for 15 to 25c. per doz. Early turnips are on the market in fair supply, bringing 40 to 50c. per doz. bunches. Lettuce is rather scarce. Old onions are off the market; there are none to be had in the city. Celery as yet is not plentiful, and sells for 50 to 80c. per doz. Green corn is 10 to 15c., a slight advance, on account of the difference in quality. We quote as follows: Green onions, 15 to 25c. per doz.; green mint, 10 to 20c. per doz. bunches; parsley, 10 to 15c.; radishes, 10 to 15c. per doz. bunches; lettuce, 20 to 30c. per doz.; new Canadian cabbage, 30 to 40c. per doz.; butter beans, 25 to 40c. per bush; cucumbers, 20 to 30c. per doz.; green peas, 90c. to \$1 per bag, or 25 to 30c. per basket; imported asparagus beans, \$1.40 to \$1.60 per basket crate; turnips, 40 to 50c. per doz.; carrots, 15 to 25c. per doz.; squash, 50c. to \$1 per doz.; cauliflower, \$1 to \$1.50 per doz.; beets, 20 to 30c. per doz.; green corn, 10 to 15c.; vegetable marrow, 50c. to \$1 per doz.; celery, 50 to 80c.; watercress, 25 to 35c. per doz. bunches.

FISH.

The market is quiet and prices are steady. The supply of fish is rather light. We quote: Trout, 8 to 9c.; whitefish, 7 to 8c.; perch, 3c.; blue pike, 3c.; grass pike, $4\frac{1}{2}$ c.; yellow pickerel, 7c.; herrings, 3c.; steak cod, 6c.; haddock, 5c.; white halibut, 10c.; frozen salmon, 12c.; fresh sea salmon, 16c., red snappers, 11c.; fresh mackerel, 15c. each; haddie, 6 to 8c. per lb.; ciscoes, per 100, \$1; salt herrings, splits, \$2.75 to

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\$3 per half-bbl.; boneless fish, 4½ to 5c.;
quail-on-toast, 4½ to 5c.; pure cod, 5½c.;
shredded cod, \$1.80 per box.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The market this week is not very
active, and only a small amount of wheat
is changing hands. No. 1 hard, Manitoba
wheat, Toronto freights, has declined 1c.
again and is now 86 to 87c.; grinding in
transit, 88 to 89c. We quote as follows:
Wheat, white and red, 71 to 73c. Toronto;
goose, 70c. Toronto; peas, 60 to 63c.; oats,
29 to 32c.; barley, 40 to 42c.; rye, 50 to 52c.

FLOUR — Trade is slow. There is still
not much confidence on the part of buyers.
Prices have remained steady at our last
quotations. We quote: Manitoba patents,
\$4.25; Manitoba strong bakers', \$4.00;
Ontario patents, \$3.50 to \$3.75; straight
roller, \$3.25, Toronto freights.

BREAKFAST FOODS — There is a fair
demand this week at steady prices. We
quote as follows: Standard oatmeal and
rolled oats, \$3.40 in bags, and \$3.50 in
bbls.; rolled wheat, \$2.50 in 100-lb. bbls.;
cornmeal, \$3; split peas, \$4; pot barley,
\$4.00.

HIDES, SKINS AND WOOL.

HIDES—Trade is rather light this week,
and prices are steady, as follows: Cow-
hides, No. 1, 7¼c.; No. 2, 6¾c.; No. 3,
6c. Steer hides are worth ½c. more. Cured
hides are quoted at 8¼c.

SKINS—There is not much coming for-
ward, and the market remains quiet. Prices
are unchanged. We quote: No. 1 veal, 8-lb.
and up, 9c. per lb.; No. 2, 8c.; dekins,
from 40 to 60c.; culls, 20 to 25c. Sheep
are selling at \$1.25 to \$1.40; spring lamb-
skins, 35 to 50c. each.

WOOL—There is little doing. Combing
fleece sells for 15 to 16c., and unwashed at
9½ to 10c.

MARKET NOTES.

Long clear bacon is ¼c. higher.
In smoked meats, backs are ½c. higher.
Tomatoes have declined 35 to 40c. per
basket.

Canadian potatoes are 50c. lower per
bushel.

Smyrna figs are cabled 1s. per cwt.
dearer.

Harvest apples are 10 to 12½c. per
basket lower.

Creamery butter, prints and boxes, has
advanced ½c.

Canned strawberries are being quoted
2½c. per dozen higher.

Californian oranges are strong and ad-
vancing in the primary market.

China green tea on spot has sold during
the past week at an advance of ¼c. per lb.
over the prices of a week ago.

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QUEBEC MARKETS.

MONTREAL, August 2, 1900.

GROCERIES.

THE month opens quiet, yet steady, and possessed of a healthy tone. Indeed, were business too active one might be afraid of overtrading, and speculation. This is the season that should be quiet, except in regard to fruits and summer foods, and an activity that would be followed by an autumn dullness would be harmful rather than beneficial. The situation in all grocery lines remains much as it was last week. The Monday rise in sugar, which has lately been arriving with remarkable punctuality, has failed to appear this week, but there has been given us no assurance that it will not come again. The canned fruit situation is stronger, the canners having advanced all goods in syrup or preserved. Teas are scarce and in active demand at high prices, particularly the Japan article. The foreign markets in dried fruits are expected to be opened soon. Spices maintain their firmness.

SUGAR.

In the latter part of last week the sugar market was shaping itself for another Monday advance. The demand continued very active, and the refiners working night and day still found it impossible to meet orders. Prices of raw sugar on the London market showed an advance of $6\frac{1}{2}$ to $6\frac{3}{4}$ d. for beet, being quoted at 12s. $3\frac{1}{2}$ d. for July, an advance of 3 to $4\frac{1}{2}$ d. for cane, being quoted at 14s. $1\frac{1}{2}$ d. for Java, and 13s. for fair refining. Even at these prices the raw material was scarce. However, on Monday, London cable advices reported a dull and lower market for beet sugar, the squeeze of July shorts apparently being over. Prices weakened $1\frac{1}{2}$ to $2\frac{1}{4}$ d. Cane was unchanged and firm. At New York the outside price on centrifugal was $4\frac{3}{4}$ c. It cannot be concluded, however, that the bull fervor has ceased. The raw material is as scarce as before and cannot be supplied until the new crop of cane and beets comes in. Although the idea of an immediate advance is dispelled, a revival is looked for in a few days, as buyers will then begin to supply requirements during September. Prices are now \$5.20 to the country, and \$5.25 to the city per 100 lb. granulated, and \$4.50 to \$5.10 to country, and \$4.55 to \$5.15 to city for yellows, according to quality.

SYRUPS.

The only important feature in this line is that, should a demand spring up for syrups, there would surely be an advance, for the article is scarce. Corn syrup sells at $2\frac{1}{4}$ c. in barrels, 3c. in half barrels, and $3\frac{1}{4}$ c. in kegs.

MOLASSES.

The molasses market continues firm, with no large transactions taking place. Barbadoes is selling in small lots at 41c. for single puncheons and 40c. for carlots. It is not expected that prices will continue at this level. Antigua molasses has advanced 3 to 4c. and 35 to 36c. is now asked. Stocks of molasses of all kinds are being firmly held.

CANNED GOODS.

The advance in fruits that we apprehended some time ago has taken place, the canners having raised their quotations on all goods preserved or in syrup. The amount of the advance is 5c. per dozen on 3-lb. cans and $2\frac{1}{2}$ c. per dozen on 2-lb. cans. This is due to many causes—increase in price of tin, advance in sugar, and, in some cases, scarcity of the raw materials. This will affect all fruits, such as raspberries, plums, peaches, pears, etc., that are not yet in. Strawberries are quoted at \$1.55 in syrup, and \$1.70 for preserved. Raspberries are worth \$1.45 a dozen. Quotations on salmon remain unchanged, in spite of the strike of the fishermen. Fraser river salmon, for spot goods, is quoted at \$1.30 to \$1.40, spring salmon at \$1.20 and flats at \$1.55 to \$1.65. Some quantities of canned vegetables are moving. One gentleman, who has been in the Niagara district, was heard to remark that the tomatoes there would be only half a crop. Tomatoes to arrive are worth 85 to 90c.; spot goods, 90 to 95c. Canners still withhold quotations on corn, which is now worth $77\frac{1}{2}$ and 80c. for new goods and \$1 to \$1.05 for spot. Peas are quoted at $77\frac{1}{2}$ c. to \$1.05, according to quality and size. Beans are worth $82\frac{1}{2}$ c. to arrive and 90c. on spot.

DRIED FRUITS.

The primary markets in dried fruits are not yet opened. Meanwhile, the stocks of most dried fruits and nuts are low, and will be no more than sufficient to carry dealers through the season. Valencia raisins continue especially scarce, and are worth $8\frac{1}{2}$ c. for selected. Currants are still worth $5\frac{1}{4}$ to $5\frac{1}{2}$ c. Nuts maintain the high range of values given last week.

RICE.

The demand continues active and prices are steady. Standard B is quoted at \$3 to \$3.10 in bags of 250 lb. Patnas are worth \$4.25 to \$4.50. Tapioca is selling at $4\frac{3}{4}$ c. and upwards. It is said that there is a probability of an advance in tapiocas, as reports from the East Indies indicate small supplies.

SPICES.

The market has been active, with good demand for all grades of pepper, cassia and

gingers. The advance in pepper will probably be moderate, but steady, with no reaction for a long while. Gingers, especially race and African, are in a firm position. In cassias, the interest is maintained by the serious crisis in the Chinese situation. All grades of Saigon are getting scarce. We quote as follows: Nutmegs, 25 to 50c. per lb., as to size; mace, 45 to 60c. per lb., as to quality; pimento, 10c; cloves, 12 to 14c.; pepper, black, 15c.; white, 23c.

COFFEES.

The market continues quiet. The advanced prices are retained, with an easy feeling. Some sales of good Cucuta have been made at 12 to $12\frac{1}{2}$ c. Rios are quoted at 10 to 12c.

TEAS.

The stocks of teas are beginning to be greatly depleted, particularly Japans. Some dealers have brought in stocks of last season's crop and laid them down here at a cost of 15c. Two months ago these would have brought only 11c. The price has gone up now to $15\frac{1}{2}$ and 16c.; consequently profit is being made where a loss seemed inevitable. The opportunity to clear safely is being seized eagerly. Large sales have been made this year and the offerings are being taken to the United States. All signs point to a high level of values. There are no offerings of new 16c. teas at all now. Most of the new teas have been cleaned up at from $21\frac{1}{2}$ to $22\frac{1}{2}$ c.

There is little doing in China teas, but this stock is considered good. A spread of the Eastern epidemic craze to the tea districts about Shanghai is now apprehended. Should such occur, the advance in teas will continue. At present the quantities coming into the shipping districts are disappointing.

Old crop Indian teas are neglected and difficult to move. In primary markets and London, the advantage is decidedly in favor of the seller, particularly in regard to the better grades. Medium leaf teas were keenly competed for and advanced $\frac{1}{2}$ d. per lb.

GREEN FRUITS.

Trade in general has been quiet, considering the season. The chief feature of the market is the advance in lemons of \$1 per box. They are in good demand and stocks are very light. Raspberries are arriving in large quantities and good condition. Apples are now coming upon the market. We quote: Oranges, \$2.75 per $\frac{1}{2}$ -box; new lemons, \$5.50 per box, and \$7 to \$7.50 per case; bananas, \$1.20 to \$2, as to quality; raspberries, 5 to 8c.; pine-apples, 10 and 20c. each, as to size and quality; Bermuda onions, \$2.75 per crate; golden dates, $4\frac{1}{4}$ c. per lb.; Malaga figs in

matting, 4½c. per lb., and, in boxes, 11 to 14c. per lb., as to grade. Californian peaches, 75c. to \$1.25 per box; Californian plums, \$1.10 to \$2 per box; watermelons, 18 to 25c. each. Cabbage is now quoted at 25c. per doz.; beans, 20 to 25c. per bag.; peas, 50c. per bag.; red currants, 3 to 3½c. per box; black currants, 60c. per basket; tomatoes, 50 to 60c. per basket; gooseberries, 20 to 30c. per basket; limes, \$2 per box; apples, \$2 per bbl., 25 to 35c. per basket.

COUNTRY PRODUCE.

EGGS—The market has shown a slight improvement in tone, with no change in price. It is expected that Canadian eggs will soon be shipped in quantity to the British markets. We quote: Selected, 14 to 15c.; No. 2 candled, 11 to 11½c., and culls, 9 to 10c. per doz.

MAPLE PRODUCT — The demand for maple product is still slow, and the market is dull. We quote: Maple syrup, 85c. per 14-lb. can; 65 to 70c. for 10-lb. tins, and 6½ to 7½c. per lb., in wood. Pure sugar is sold at 9c.

HONEY—Business is limited and the market featureless. White clover in comb is quoted at 13 to 14½c.; white extracted, in large tins, 9 to 10c., and in small tins, 10 to 10½c., and buckwheat extracted, 8 to 9c.

POTATOES—The crop of potatoes promises to be extremely large. Consequently, the range of prices is low. Farmers are selling bags of 75 to 80 lb. at 25c. each. Local dealers are paying 35c. on track for bags of 90 lb. Stock is reselling at 45c. per bag of 90 lb.

ASHES—The market for ashes is dull, owing to small receipts. Quotations are: \$4.75 for first pots, \$4.20 for second, and first pearls, \$5 to \$5.25.

BEANS—A small jobbing trade is passing in beans, at steady prices. We quote: Canadian hand-picked at \$1.70 to \$1.75, and primes at \$1.60 to \$1.65.

PROVISIONS.

There has been an improved demand for smoked meats, and the market has been more active, with a larger volume of business on both local and country account. We quote: Heavy Canadian short cut mess pork, \$18.50; short cut back pork, \$17.50; selected heavy short cut mess pork, boneless special quality, \$19.50, and heavy mess pork, long cut, \$17; pure Canadian lard, 9½ to 10c. per lb., and compound refined, 7¾ to 8¾c. per lb. Hams, 12 to 14c., and bacon, 11 to 14c. per lb.

FLOUR AND GRAIN.

FLOUR—The demand for flour has been slow and the market is quiet. Prices have declined somewhat in Manitoba patents. We quote as follows: Manitoba spring wheat patents, \$4.70; winter wheat patents,

Clark's Sliced Smoked Beef

Makes a delicious summer breakfast.
Starts the day right.

No Grocer can go astray recommending Clark's Sliced Smoked Beef. The more he tries, the more he'll sell—and keep on doing so.

Try it and see.

\$3.90 to \$4.25; straight rollers, \$3.75 to \$3.85; in bags, \$1.75, and Manitoba strong bakers', \$4.10 to \$4.35.

GRAIN—The feeling in wheat is easy, as it is in almost all grains. We quote as follows: Wheat, 74½c., July; oats, 30½c.; corn, 43 to 44c.; peas, 71c.; rye, 65 to 66c.; barley, 52½c.; buckwheat, 57c. afloat.

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

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

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

CHEESE AND BUTTER.

CHEESE — The market has continued steady in its tendency, and the break that everybody predicted as an accompaniment of the close of the June and the opening of the July deal has failed to appear. Values, in fact, as a result of the last few days' purchases at country points are a fraction firmer on spot for both finest Ontarios and Quebecs. Shippers, however, still protest that cables do not warrant the advance. We quote: Finest Western, 9½c.; finest Townships, 9¾c., and Quebecs, 9½c. The shipments of the past week have not been so heavy as during the preceding weeks, a fact due probably to the loaded condition of the London market.

BUTTER—Notwithstanding the high prices for butter it looks as if higher still will have to be paid. The higher prices that have been paid at country points lately tend to strengthen holders' views. We quote: Finest creamery, 21c.; seconds, 19½c. to 20c.; and dairy stock 17½c. There have been several lots, both creamery and dairy, sent into this market that have shown

signs of holding and of hot weather. This should not be. Dealers will find it more to their profit and more to the profit of Canada, as an exporting country, if they send in their supplies of butter at periods of a week or ten days between shipments. Poor goods bring low prices and little satisfaction.

MONTREAL NOTES.

Lemons are very high.

Manitoba patents are lower.

Cheese shows an advance of ½c. a lb.

An advance in molasses is anticipated.

Canadian sardines are scarce. Orders that have been placed, have been delayed in the delivery. The price is \$3.75 to \$4.50 a case.

The Montreal office of The "Salada" Tea Co. report a record sale for week ending July 28, and, that this was not due to any one particular order or orders, but a general all-round increase of business.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., August 1, 1900.

THIS is the quiet season. Dealers do not, however, complain, for the volume of business is good for this time of the year. The drop in flour, particularly that in Manitoba, was quite a surprise to the trade. It has left somewhat of an uncertain feeling among holders. Owing to somewhat of a decline in the first cost of cream of tartar, dealers have bought quite freely. The local market is, however, firm, as that to arrive will cost, in almost every case, more than that which has been on hand. In brooms, there is an easier feeling, owing to lower figures quoted in broom corn, and lower prices are likely soon to be quoted. The advance in sugar, which has been a steady upward march, is still a chief feature of the trade. Yellows held firm.

OIL—In burning oil there is rather more movement, and the fall business begins to occupy attention. Prices show no change.

S. H. EWING & SONS

— 96 King Street, MONTREAL

Headquarters for Ceylon, Indian and Japan Teas.
Consult us now, as we have some splendid values in these brands. Wholesale only.

—SAMPLES AND PRICES ON APPLICATION—

In lubricating oils there is a fair movement, largely on contracts made early in the season. The amount going into consumption is large. Turpentine is rather easier. Paint oils show but a fair business. Cod oil comes to hand slowly. Price is about as usual.

SALT—In Liverpool coarse salt there is quite a large stock held, as cost was quite high. Figures are firm. There is quite a quantity afloat, both steamer and sailer. August and September show, as a rule, an active demand. Factory filled does not have as much attention as formerly. The Canadian fine in bags and bbls. has the demand. We quote: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

CANNED GOODS—Spot stock is firmly held. The new peas arriving tend to easier figures in that line. Peas are, however, looked at as one of the firmer fall lines. Nothing like the quantity of goods have been sold by the trade, to arrive, as last season. This is a good feature. The lesson last season was an expensive one. The practice which was becoming very general led to small profits, and when prices advanced, as last season, goods sold to

arrive really represented a loss. When the jobber received but part of his order from the packer, he was in a bad fix. In meats, American packers are active, sending their travelers direct to the retail trade and turning the orders into the jobber. Salmon is quiet, with price quite firm. Lobsters are out of the market. Herring and haddies hold firm. Oysters are light sellers. Pineapple is a fair seller. Price quite as high and firmly held.

GREEN FRUITS—The auction, as a means of regularly selling fruit, is not so far a success here. While nice stock, particularly in Californian fruit, is offered, our trade do not take hold of the matter with life. The offerings are to the retail trade. Berries still occupy much attention. Strawberries are about gone. In raspberries, the sale, except in the wild berries for export, is small. Blueberries and gooseberries show some business. The former are largely exported. Californians are about the only line offering, and they are scarce. Pears are plentiful and have an active demand. Peaches show nice quality, as do the Californian plums. Prices are low. Lemons are quite high. They are good sellers. Bananas are still selling well. Melons are easy in price, but not a large business is being done. Apples seem scarce and price of new goods is still high.

DRIED FRUITS—There is little doing. There is a fair inquiry for currants. The outlook is for firm figures. Old fruit seems scarce. In Californian raisins, stocks are

light. The outlook is for a large sale in this grade in the fall if price is right. In Valencias, some stock is still held. In futures, it is said the outlook favors firm figures. In peels, trade is largely supplied. Dates, which are dull, as regard spot business, it is said will be lower than last year. In figs, some forward orders for Californian have been given. They come on the market before the other goods. Prices in evaporated fruits have been named, but there is very little demand here in the fall. In onions, the sale of Egyptian has been large and satisfactory to the trade. Evaporated apples are dull.

DAIRY PRODUCTS—Eggs keep quite high, but the outside markets are reported higher, and this is proved by light receipts. There is a fair sale. Butter inclines to be firmer. There is not a large stock held; quality is but fair. Receipts are light. Cheese are not a large stock. The local demand is for small or twin cheese. The factories hold their output for full figures. There will not be a particularly large output.

SUGAR—The price continues to advance, yellows this week being particularly strong.

MOLASSES—Trade is rather quiet. Sales were pushed actively earlier in the season, and the strong condition of the market led to quite free business. Fair stocks are now held here, but holders are firm in regard to figures. Porto Rico is the favorite. It is thought that Barbadoes will hold stronger, expecting western demand. American

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

Grocery
Specials in

PAPER

VIOLET. Attractive, Strong, Economical.
NO. 1 GREY. Clean, Bright, Cheap.
STRAW. Thin and Very Cheap.

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Only the BEST Bags, Paper, Butter Plates, Twines, Etc.

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BISCUITS**

You want a line of Imported Biscuits
to complete your stock.

We will bring you out assorted cases.

Dominion Agents:

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**Boston
Laundry
Starch...**

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

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THE F. F. DALLEY CO.
Hamilton. Limited

B

**"BEE"
STARCH**

B

THE SEASON'S SUCCESS.

LIVE GROCERS ARE MAKING MONEY SELLING IT.

BEE STARCH CO., MFRS.,

10 Lemoine St., Montreal.

molasses has little movement. Syrups are not selling.

FISH—Fall shad are now being caught. There is light run as yet. In mackerel there have been fair receipts. Salmon are now scarce, and price is quite high. Halibut is about out of season. Haddock are in light receipt. In dry fish there is only a fair sale. Pollock is dull. Smoked herring have fair demand, but price is still low. Pickled are still in light receipt, but the demand is light. In boneless fish there is light sale, but still a fair demand for the season. We quote as follows: Large and medium dry cod, \$3.00 to \$3.25; small, \$2.00 to \$2.25; pickled shad, \$4.00 to \$4.50; haddies, 4½ to 5c.; smoked herring, 7 to 8c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.75 to \$2 per 100; pickled herring, \$1.75 to \$1.90 per half bbl.; Shelburne, \$4.50 to \$5; halibut, 8 to 10c.; salmon, 18 to 20c.; shad, 10 to 15c. each.

PROVISIONS—In barreled meats, Boston goods have a fair sale at even figures. Smoked meats are largely confined to hams, and the price is rather higher. Lard is a fair seller, but at even figures.

FLOUR, FEED AND MEAL—The sharp decline in Manitoba flour was a surprise to the trade. Fair stocks are held. The decline in Ontarios was not so marked, but then it had not advanced in at all the same proportion. A fair business is reported. Feed is scarce. Oats are firm. Oatmeal has shown little change for some time. Business is limited. Cornmeal continues firm. In beans, this is a dull season. Only fair stocks are held. Prices were reported somewhat lower during the week. We quote as follows: Manitoba flour, \$5.25 to \$5.50; best Ontario, \$4.60 to \$4.75; medium, \$4.00 to \$4.15; oatmeal, \$3.75 to \$3.85; cornmeal, \$2.35 to \$2.40; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.75 to \$1.85; prime, \$1.60 to \$1.70; yellow-eye beans, \$2.25 to \$2.45; split peas, \$4.00 to \$4.25; round, \$3.25 to \$3.40; pot barley, \$3.85 to \$4.00; hay, \$9 to \$9.50; timothy seed, American, \$1.50 to \$1.85; Canadian do., \$1.75 to \$2.40; clover seed, 9½ to 10c½.; alsike, 10½ to 12c.; mammoth, 11½ to 12½c.

ST. JOHN NOTES.

The grocers' picnic will be held during the coming week.

The Sun Oil Co. have moved their office to the North wharf.

A. McClaskey & Son, manufacturing confectioner and wholesale cigar dealers, are in financial difficulty.

The Maritime Board of Trade will meet in Kentville, Nova Scotia, on August 15. Many matters of importance will be before

the meeting. Some of our Western friends are expected. The influence of the board of trade is being more felt each year. There are still many lines where even better work can be done than those which have had attention.

MANITOBA MARKETS.

Winnipeg, July 30, 1900.

THE week has not been an eventful one so far as trade is concerned. The retail trade have done a very large business owing to the thousands of guests in the city, and all the wholesale houses had constant streams of visitors. In the case of merchants from the North-West Territories, considerable buying was done also. In fact, the grocery trade report much larger sales than they anticipated. It was a noticeable feature of the fair that so many business men from country points were in.

FLOUR—There has been a decline in this market in flour owing no doubt to the unsatisfactory state of the wheat market. Trade has been steady. Ogilvie's Hungarian patent, \$2.30; Ogilvie's Glenora patent, \$2.15; Lake of the Woods, five roses, \$2.30; Lake of the Woods, patent, \$2.15.

CEREALS—Rolled oats are without change in price. American goods are offering freely, but no sales were located. Granulated and standard are the same as last week: Rolled oats, \$1.90; granulated and standard, \$2.50; pot barley, \$2.30; pearl, \$3.75 to \$4; cornmeal, \$1.45.

RICE—Japan rice is much firmer, and dealers have been notified of an advance. Whether this is the result of the war it is difficult to say. We quote: Japan rice, 5¼ to 5½c.; B. rice, 4¼ to 4½c.

EVAPORATED AND DRIED FRUITS—New Californian apricots are in and the quality is reported excellent. Nectarines are also on the market. Evaporated apples are lower and weaker. The currant and raisin situation offers no new features this week. We quote: Apricots, 12 to 13c.; nectarines, 10½ to 11c.; evaporated apples, 7½c.

SUGAR—All sugars again advanced 10c. per cwt. on Monday. The market is fairly active. We quote: Granulated, \$5.95; yellows, \$4.30; extra ground, in bbls., \$6.70; do., in boxes, \$6.45; powdered, in boxes, \$6.45; paris lump, in bbls., \$6.45; do., in boxes, \$6.55.

CANNED GOODS—There is little change in the situation. Contracts are being filled well. Californian canned fruits are very reasonable in price and would appear better value than the Ontario packs. All indications point to peas being scarce and dear, but probably, as upon former occasions,

enough will be found to go around. Canned strawberries are proving even higher than anticipated, and are quoted at \$3.50 in syrup and \$3.75 in sugar. As quotations for other lines are so conflicting they will not be given this week.

COFFEE—Green Rio has advanced and the market is remarkably firm. We quote 11½ to 12c.

GREEN FRUITS—This market has been active all week and is well stocked. We quote: Elberta peaches, \$2.15; other lines, \$1.50; plums, according to variety, \$1.50 to \$1.70; black currants, very fine stock, 10c. lb.; blueberries, 7c.; Western apples, red astrakans, 40-lb. boxes, \$2.50; Californian, ditto, \$2.50; pears, Californian, \$2 to \$2.15. Vegetables are growing more abundant and home-grown potatoes, cabbage and cucumbers have been on the market this week. Ontario tomatoes have arrived and are of fine quality and in good condition.

BUTTER—The supply is fair and the demand good. Quotations are irregular and range from 17½ to 18½c. Dairy butter is abundant, but the quality has fallen below that of earlier in the season and prices have a wide range; 12 to 18c. is a fair market.

CHEESE—None too plentiful at 9 to 9½c., according to size and curing.

EGGS—Firm at 13 to 13½c. Winnipeg. The supply is not up to the demand.

CHINESE INTERPRETED.

Kiang and ho—river.

Hai—sea.

Pe—north.

Kin—capital.

Si—west.

Nan—south.

Pei—white.

Tsin—place.

Tien—heavenly.

Chu—pearl.

Kow—mouth (of river, as Hankow).

Hoang—yellow.

Yang—ocean.

Tse—son.

Fu—provincial department capital.

Hien—signifies residence of district official.—Washington Star.

A new tobacco factory is being started in Pictou, N.S., by A. McKenna, jr., to manufacture from the Canadian leaf exclusively.

Mr. Lawrence Macfarlane, advocate, and others, of Montreal, give notice in The Canada Gazette of application for incorporation as The Canada Cold Storage Company, Limited, with a capital of \$1,000,000, for the purpose of establishing cold storage and freezing plants in Montreal and elsewhere.

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

GILLARD'S PICKLE

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

GILLARD'S PICKLE—Cases of 2 Dozen.

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

GILLARD'S SAUCE is a good sauce, none better for gravies, soups, etc.

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

SOLD BY ALL WHOLESALE GROCERS IN CANADA.



Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



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

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

IT POINTS HIGHER.

Short crop in Japan, war in China, higher freights from all parts of the world—everything points to higher markets.

Take advantage of my early purchases and buy now. I want to make a quick turnover, so my prices are low.

Just in stock from Str. Empress of India—**ALL FULL LINES**—all different brands—each lot a separate one:

51 Half-Chests No. 10 Fine Early Japan Tea at 22c.	20 Half-Chests NO. 33 Fine early Japan Tea at 23½c.
33 " " 1 " " 22c.	27 " " 33 " " 23½c.
13 " " 7 " " 22c.	28 " " 1 " " 21½c.
12 " " 6 " " 22c.	

TERMS 3 PER CENT. 30 DAYS.

Lowest prices on a well-assorted stock. Ask for samples.

E. D. MARCEAU,

Wholesale Teas, Coffees, and Spices,

296 St. Paul Street,

MONTREAL.

WINNIPEG'S GREAT ANNUAL FAIR.

THE Winnipeg Industrial Fair of 1900 is now history, and a dating point for the future. The weather, the number of exhibits and the attendance all surpassed previous years.

THE WEATHER.

It was Queen's weather (as was but just and right, considering that we had the Queen's representative with us), but then, Manitoba Queen's weather is just a little bit better than you get anywhere else. Each morning Winnipeg got up to cloudless skies and bright sunshine, tempered with cool western breezes; the evenings were clear, calm and starlit, and cool enough to render sleeping a luxury (that is, where you had anything to sleep on). Twice during the week a smart shower fell during the night, just enough to lay the dust, but not enough to stir up Winnipeg's all too affectionate and clinging mud.

THE VICE REGAL VISIT.

Winnipeg was really en fete on Saturday, July 21, for on that date His Excellency the Earl of Minto and the Countess of Minto were to arrive. All day the trains coming into the city brought hundreds anxious to join in the loyal procession. The city was gay with bunting, and from almost every building on Main street, and on all public and many private buildings, floated the Union Jack. The decorations were really very beautiful, and many of them costly. Main street was not arched, as it is no trifle to span its 100 feet of driveway, and it was also thought unwise to in any way obstruct the view of the procession.

The illuminations were nearly all in electric lights — red, white and blue royal crowns, rose, shamrock, thistle and the maple leaf being the most popular forms. On the city hall was a crown with "V.R." and a maple leaf on each side, while below were the words "Welcome, Minto" written in fire. Perhaps the most effective thing was the monument in the City Hall Square. The tall column supporting the figure of the soldier in full uniform was literally a pillar of fire (most appropriate, when it is remembered by what a fiery road the brave young soldiers it commemorates went home). The train bearing Their Excellencies reached the city about 8.30, and by 9 o'clock the procession had reached the city hall. Let the reader remember that Main street is 132 feet wide (100 feet of driveway and 16 foot sidewalk on each side) and 1½ miles long between the C.P.R. depot and the Assiniboine river. It is well paved all the way, and the City Hall Square is just midway. The last of the procession was barely formed at the C.P.R. when the first part

was passing the city hall. It was headed by the fire brigade, their apparatus beautifully decorated and all the big steamers and hook and ladder wagons burning limelights. It is impossible to describe that procession in detail. It would fill pages. The carriage with Their Excellencies was drawn by four white horses, and the guard of honor was formed of Royal Canadian Dragoons, their brilliant scarlet tunics showing with fine effect, the Boys' Brigade and the 90th Regt., the latter being out in full force, their white helmets contrasting vividly with their dark uniforms. The military were closely followed by the Scottish Clans in Highland costumes and with a contingent of no less than 10 pipers playing for dear life, half a mile of fraternal societies in full regalia, bands, bugles, fifes and drums and thousands upon thousands of well-dressed cheering, singing citizens, the light bright dresses of the women and children reflecting the light of the torches. As the vice-regal party passed along, the electric light switches were turned on and a perfect blaze of colored light would stream across the street. The bands played "God Save the Queen" and the crowds cheered to the echo, they broke into the "The Maple Leaf Forever" and again and again the cheers broke forth, then "Soldiers of the Queen" and it seemed as if the whole city had suddenly shouted together. Viewed from the top of a three-storey building it was a most gorgeous pageant, and once seen not likely to be forgotten. Lord Minto was left in no doubt that he was welcome to the West (where he is looked upon as an old friend) and that the West is loyal straight away to the point "Where West is East Beside the Land-Locked blue," for there were scores of people all the way from British Columbia.

But all this is not the Fair. With so auspicious a beginning it was not wonderful that the whole week was a success.

EXHIBITS.

It has been already said that the attendance was ahead of anything yet recorded, so it is not necessary to say anything more unless, perhaps, to quote the words of an American visitor who remarked: "Well, I'm blessed if I ever saw so well-dressed a crowd. There must be 25,000 people on the grounds this minute, and I have yet to see one that is shabby, let alone in rags."

The exhibits were best in those features that really represent the strength of the country. The stock was superb. The judges in all classes could hardly be too enthusiastic about it. And, not only were the exhibits fine in quality, but they were so

numerous that at the last moment new stables had to be erected. The horses, cattle and pigs were all strongly represented, the sheep were the weakest class in the stock, and even they were a very good exhibit. The dairy exhibit was excellent in quality and very representative. The best cheese shown was made by a young woman student of the Manitoba Government Dairy School, Miss Lokier, of Genela, in the Dauphin District. The display of dairy machinery was tastefully arranged, and the largest yet made. Speaking of machinery, the local implement dealers came to an agreement some time ago that they would not exhibit on the Fair grounds, but in their own warehouses, and they claim that from the standpoint of business and orders, it has paid them better. From the standpoint of the appearance of the Fair, there is but one opinion, and that is the loss is very great. The machinery hall was always a great centre of attraction, for the dealers made large displays and their goods are effective. Good machinery in motion is always a pleasant sight. It is to be hoped by another year that some arrangement may be come to for their presence on the ground.

Owing to the extremely dry weather of the month of June the horticultural exhibit fell far below its usual merit, though many of the specimens shown were very fine.

The main building showed many fine and very tasteful exhibits; those of E. L. Drewry and The Scott Furniture Co. being pronounced the most attractive. The art critics are still disputing over the merits of the art gallery, so it is best let alone. There were a number of pictures that looked good and pleasant to the eye of the unlearned. The British Columbian building, built of British Columbian native woods, was a new and most attractive feature of the fair, and was thronged all day long and every day. The mineral exhibit was most instructive, as were also the grain and grass exhibits from Alberta, which were given place in this building.

ATTRACTIONS

These grow yearly a more important feature of our Western fairs until the more sober-minded are inclined to think the thing is entirely overdone. However, this may be, there was at least one very regrettable feature of the attractions at Winnipeg, and that was the introduction of a "Midway." It is to be hoped it will not be repeated. Attractions which have as their lure women performers, and are of a character no decent women may see, should have no place on the grounds of an Industrial Fair, which makes its proud boast of being educational as well as amusing. Education in vice can

(Continued on page 30.)

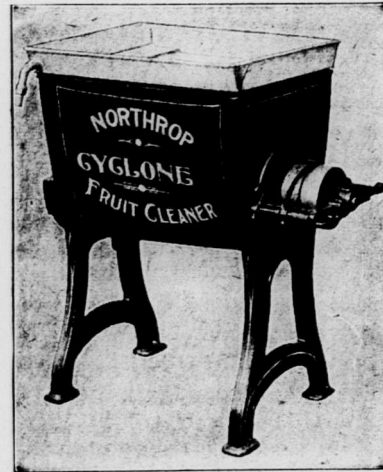
Most Excellent Coffee



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

Trial Order Solicited.

The Cyclone Fruit Cleaner and Dresser



is built entirely of metal and is the most efficient, durable and yet simple fruit cleaner ever invented.

It will clean over 1,000 lbs. of currants per hour and leave the fruit with the natural bloom revived, the skins uninjured and apparently of a higher grade than before, ready for immediate packing or using in any form required.

Sole owners and patentees for Canada,

NICHOLSON & BROCK,
TORONTO, - - - CANADA.

Cracker Jack

THE NEW CONFECTION.

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

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



MOCHA

Makes the most delicious cup of coffee obtainable.

Any Person selling or putting up Imitations lay themselves open to Prosecution.

For Sale in 1 and 2 lb. tins by all Wholesale Grocers.

ACME MILLS, 88 Grey Nun St., Montreal

COFFEE	Montreal, Quebec.	Toronto.	St. John, Halifax.
Green—			
Mocha	24	23	28
Old Government Java	27	22	30
Rio	10	9½	12½
Santos		10½	15
Plantation Ceylon	29	26	30
Porto Rico		22	25
Gautemala		22	25
Jamaica	18	15	20
Maracaibo	18	18	18
NUTS			
Brazil			8½
Valencia shelled almonds	24	25	30
Tarragona almonds	13	14	14
Formegetta almonds			13
Jordan almonds	25	33	35
Peanuts (roasted)	6½	8	9
(green)	5½	7	9
Cocoanuts, per sack	3 00		3 75
per doz.			60
Grenoble walnuts	12	13	14
Marbot walnuts	9	10	11
Bordeaux walnuts	8	9	9
Sicily filberts	5¾	10½	10
Naples filberts			10
Pecans	12	16	10
Shelled Walnuts	16½	17½	23
SODA			
Bi-carb. standard, 112-lb. keg	1 65	1 80	2 00
Sal soda, per bbl.	70	75	80
Sal Soda, per keg	95	1 00	1 00
Granulated Sal Soda, per lb.			1
SPICES			
Pepper, black, ground, in kegs			
pails, boxes	16	18	18
in 5-lb. cans	14	17	19
whole	15	17	19
Pepper, white, ground, in kegs			
pails, boxes	26	27	26
5-lb. cans	25	26	20
whole	23	25	20
Ginger, Jamaica	19	25	22
Cloves, whole	12	30	14
Pure mixed spice	25	30	25
Cassia	13	18	20
Cream tartar, French		25	20
best		25	30
Allspice	10	15	13
WOODENWARE			
Pails, No. 1, 2-hoop	1 90	1 90	1 90
4-hoop	2 05	2 05	2 05
half, grained	1 75	1 75	1 75
quarter, jam and covers	1 45	1 20	1 45
candy, and covers	2 70	3 20	3 20
Tubs, No. 0	11 00	11 00	11 00
1	9 00	9 00	9 00
2	8 00	8 00	8 00
3	7 00	7 00	7 00

PETROLEUM	Montreal, Quebec.	Toronto.	St. John, Halifax.
Canadian	17½	18	19½
Sarnia water white		18	20½
Sarnia prime white			16½
American water white		20	21
Pratt's Astral (barrels extra)		21	18½
Black— TEAS			
Congou—Half-chests Kalsow, Morning Paking	13	60	12
Caddies Paking, Kalsow	17	40	18
Indian—Darjeelings	35	55	35
Assam Pekoes	20	40	20
Pekoe Souchong	18	25	18
Ceylon—Broken Pekoes	35	42	35
Pekoes	20	30	20
Pekoe Souchong	17½	40	17
China Greens	42	50	42
Gunpowder—Cases, extra first	22	28	22
Half-chests, ordinary firsts			23
Young Hyson—Cases, sifted extra firsts	42	50	42
Cases, small leaf, firsts	35	40	35
Half-chests, ordinary firsts	22	38	22
Half-chests, seconds	17	19	17
" thirds	15	17	15
" common	13	14	13
Pingsueys—			
Young Hyson, ¼-chests, firsts	28	32	33
" seconds	16	19	16
" Half-boxes, firsts	28	32	28
" seconds	16	19	16
Japans—			
¼-chests, finest May pickings	38	40	35
Choice	32	36	32
Finest	28	30	28
Fine	25	27	25
Good medium	22	24	22
Medium	19	20	19
Good common	16	18	16
Common	13	15	13½
Nagasaki, ¼-chests, Pekoe	16	22	16
" Oolong	14	15	14
" Gunpowder	16	19	16
" Siftings	7½	11	7½
RICE, MACARONI, SAGO, TAPIOCA.			
Rice—Standard B	3 00	3 10	3 25
Patna, per lb	4 25	4 50	5
Japan	4 10	4 10	5
Imperial Seeta	4 30	4 50	5
Extra Burmah			4 5
Java, extra		5½	6
Macaroni, dom'ic, per lb., bulk	5	6	7½
imp'd, 1-lb. pkg., French	8	12	9
" Italian	8	10	11
Sago	3½	4	4½
Tapioca	4½	4½	5

"Loss Of Prestige"

We're not infallible, and we're not always right, but one thing is certain—when quality is sacrificed for quantity the wheels of business begin to clog. Distrust creeps in to disturb the confidence of buyers. True, a man makes temporary profits, perhaps, but what is that compared to the "loss of prestige?"

The makers of

Jonas' Flavoring Extracts

have been ever faithful to the confidence that the public and the grocer have in the quality of their goods. Now, as always, quality is their watchword, and, with reason, because—**quality counts!**

We can't afford to sacrifice the prestige that we've already gained. We realize fully that we can't have our cake and eat it too. Our aim is to constantly improve even upon our best efforts of the past. We'll not take chances—our motto is, "Quality first, last, and always."

HENRI JONAS & CO., MFRS.,
Montreal, Canada.

be obtained all too easily without the Exhibition directors making money out of placing it under the very eyes of hundreds, yes thousands, of youths fresh from country homes and eager for change and excitement.

One of the sights of the Fair always is the "stock parade" of Citizens' Day and it is a sight worth going far to see. It is estimated that there were 12,000 people on the grand stand and in the paddock when it passed this year, and the crowd was quite as goodly a sight as all the glossy stallions, stately bulls and grunting, protesting pigs.

American Day was, as ever, a great success. Year by year more of our cousins come to see us and fall in love with our country and come back to stay, or fall in love with our pure-bred stock and pay long prices for them.

MERCHANTS IN TOWN.

It is estimated that there never has been as many merchants from outside points in the city at any previous Fair, and though in the dry goods and hardware lines but a small amount of business was done, yet wholesale men express the opinion that in the end the meeting of heads of departments and customers is a wise and profitable thing and is productive of much better mutual understanding. All travellers were in the city for the week and devoted themselves to the comfort and pleasure of their customers.

THE U.C.T.'S MAKE MERRY.

Some of the officials of the United Commercial Travelers of Minnesota and Dakota took the opportunity of the cheap rates for Fair week to visit the brethren here. Business being got through with by noon Saturday an adjournment was made to Edison Hall, River Park, where, after a pleasant run on the electric cars, the guests and hosts sat down to a banquet. The menu was choice, the service good, and it is safe to say that after the first course the repartee was as choice as the viands. Toasts and speeches followed the banquet, and from 10 p.m. until midnight dancing was kept up merrily. The wire screening sides of the great hall admitted plenty of sweet fresh air, the floor was good, and the music better. Outside was a perfect Manitoba summer night and a grove of cool rustling poplar with seats here and there in shady corners, and the Knights of the Grip and their lady friends found this a delightful spot to cool off between dances. Winnipeg was reached shortly after midnight by a tired but jolly crowd, the American visitors insisting to the last breath that the Winnipeg U.C.T.'s were in very deed "Jolly Good Fellows."

A broom factory is about to be started in St. Catharines, Ont., by S. D. Moyer & Sons.

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.

QUAIL on toast and pure codfish in 1-lb. packages may be had from H. P. Eckardt & Co.

Codfish in quintals is being offered by Lucas, Steele & Bristol.

H. P. Eckardt & Co. are in receipt of a shipment of new pack mackerel.

Kola Kande tea in bulk may be had only from Lucas, Steele & Bristol.

Sultana raisins are being sold at low prices by H. P. Eckardt & Co.

All sizes of "Crown" gem jars are in stock with The Eby, Blain Co., Limited.

T. Kinnear & Co. are in receipt of a shipment of "Ice Castle" brand of mackerel in 1-lb. tins.

During the travelers' holidays customers are asked to 'phone Lucas, Steele & Bristol, at their expense, if in a hurry for goods.

Canned corned beef for shipment from factory in 5 case lots and upwards, freight prepaid, is being offered by W. H. Gillard & Co.

A shipment of Gillard's new pickle has been received by The Eby, Blain Co., Limited.

W. H. Gillard & Co. are offering "Crown" and "Beaver" fruit jars, all sizes, for shipment from factory and their warehouse.

The "Salada" Tea Co. report that their sales in Toronto increased exactly 28 per cent. They introduced "Salada" in Toronto nearly nine years ago, and their percentage increase in the city has been greater this year than it has been for two years past. The total increase in their entire business, for the first six months of this year over the same six months of last year, amounted close on to three tons per week.

Clam chowder, a delicious preparation, most suitable for summer use, is selling rapidly with W. H. Gillard & Co. They have it in two sizes, 1-lb. and 3-lb.

The A. F. MacLaren Imperial Cheese Company, Limited, received an order from Australia for their "Goat" Roquefort in jars. Since the introduction of this brand the sales have been beyond the fullest expectations of the firm.

A FRUIT PACKAGE.

THE CANADIAN GROCER is in receipt of a letter from Wm. Wilson, London, Ont., the inventor of the fruit case referred to in this journal in the issue of July 20. The letter concludes: "I might say that the Ontario

Fruit Growers' Association will ship some of their choicest fruit from Grimsby (peaches, pears, plums, apples, etc.) to England in these cases next month, and it is expected that, with the cold storage in transit, this fruit will reach the British markets in the pink of condition, giving Canadian fine fruit a prestige never before attained. As this case is useful to all parties engaged in packing, shipping, selling and keeping fruit, from the orchard to the consumer, it is intended to identify it with the best fruit Canada can produce."

SHIPPING TEA TO THE UNITED STATES.

One of the features of the past week or ten days in the tea trade is the demand that has been experienced for spot Japans of last season's growth for shipment to the United States.

As a result of this demand, several hundred packages have been picked up in Toronto, Montreal, Hamilton, London and other places and shipped across the border. This, with the increase in the home demand, has pretty well reduced spot stocks in Canada.

PERSONAL MENTION.

Mr. W. H. Tippet, Toronto, has just returned from a holiday trip up the lakes to Sault Ste. Marie. He had a pleasant time except for 24 hours when he had no food. It was not that there was no food. The trouble was the roll of the boat.

Mr. Arthur J. Williams, Montreal, Hunt & Co.'s representative, was in Toronto for a few days this week on his way home from Chicago.

Mr. Cyril L. Marshall, manager of Warren Bros. & Co.'s sample room, has returned from a three months' trip to Great Britain and the European continent, and is again back at his old post. Mr. Marshall is looking well, and is several pounds heavier than when he went away.

Mr. James Ross, traveler for Macpherson & Co., Hamilton, left a few days ago for the Paris Exposition. He is going by way of New York and Gibraltar.

The Edwardsburg Starch Co., Cardinal, Ont., have almost completed their glucose works. The starch plant, with increased capacity, is expected to be in full operation this month.

The Eby, Blain Co., Limited, report heavy sales of teas, in all grades, during the past month, "Kolona" pure Ceylon tea especially having broken the record for any single month during the last two years. They state that they have some choice values yet to offer, but advise early inquiry.

TEAS

TEAS

TEAS

They are booming—we have a good stock, well assorted, too.
Our sales are increasing every day, and we still have several
lots to arrive—Japans, Green and Black.

Our OWL Chop Japan No. 100 is still the leader, and will
be as fine as ever.

The OWL Pure Ceylon, in packages, is well known now with
the grocers. Orders are coming in freely.



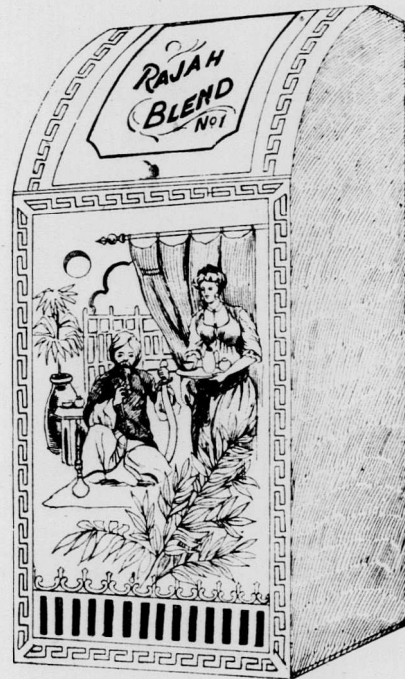
OWL Nos. 1, 2, 3, 4, 50.



BEAVER A 1, Nos. 2, 3.

Our
teas
are
well
known
all
over

and have achieved
for themselves a
reputation which
will stand, as
their quality
and prices cannot
be surpassed.



RAJAH BLENDS

Nos. 1 and 2.

Suit the highly cultivated taste of
the connoisseurs. You will find
in them everything to please.

TRY THEM AND BE CONVINCED.

THEY ARE LEADERS.

WE ARE SELLERS

L. CHAPUT, FILS & CIE.,

Wholesale Grocers and
Tea Importers.

. . . MONTREAL.

THE ART OF WINDOW DRESSING.

AIDS AND HINTS THERETO

THE CANADIAN GROCER will be glad to receive photos and descriptions of grocery window displays that have attracted special attention in their own localities and which would be helpful to trimmers generally. Any inquiries or questions on the subject of window trimming will be answered cheerfully and any information given that may be desired by the readers of this journal. Our object is to aid and further the interests of good window trimming, which will return the merchant many dollars that he would not get otherwise.

In taking a photo of a window display

THE BEST RESULTS

can be obtained by getting it done early in the morning or when it is lit up at night. A good time to get a picture is about 6 o'clock in the morning on a clear day. The light at that time is good and strong and a good picture will usually be the result. Remember that the interior of your window must be light. If your window is darker than the street the glass acts as a mirror, reflecting everything on the opposite side of the street. If the sun shines on your window and the opposite side of the street is dark, there will be no reflection in your picture. If there is a street or an open space before your window, it will be almost impossible to get a picture of it during the day.

The best results, in nearly every case, are obtained at night by electric light. See that the lights, while flooding the window with light, are themselves hidden from the street by reflectors. If you have a good lens, from 20 to 30 seconds is sufficient exposure. A lens less rapid will require longer exposure. The size of diaphragm also counts. The smaller the diaphragm, the more time is required, but the smaller diaphragm also gives sharpness and detail to the picture and then passers-by can walk between the camera and window, without injuring the plate, provided they don't stop short. The time required is also influenced by the rapidity of the plate. The

THREE THINGS TO BE CONSIDERED

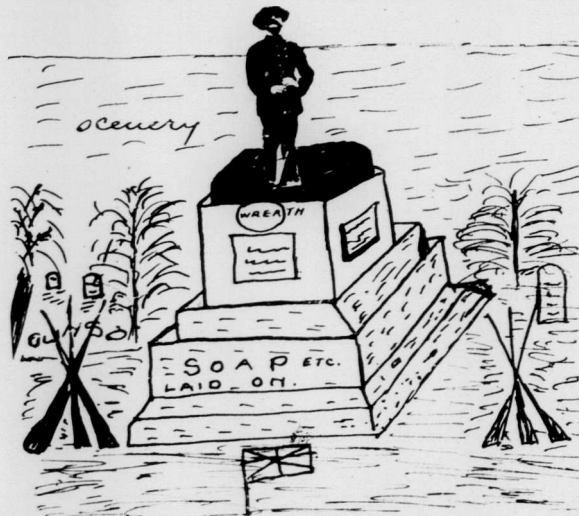
are: Lens, plate and diaphragm. By keeping these important items of information in mind, any photographer can get a good picture of a window display.

CLEANING THE WINDOWS FROM OUTSIDE.

Don't underestimate the value of keeping the window glass and woodwork absolutely clean. The woodwork should have an occasional oiling. The recess between the windows should also receive a large share of attention. There is nothing inviting in uncleanness anywhere, and neatness about a show window is more than a virtue—it is a necessity.

A NOVEL FRUIT DISPLAY.

An idea that could be carried into effect would be to get a picture painted the full size of the back of the window. Have it not less than 9 or 10 ft. high; picture to be an orange plantation scene—say, one long path with orange trees on both sides, those in the foreground to be the full height of the canvas. The ones behind would run to a point, so as to give them distance, the



same as if you stood on a railway track and looked at the track as far as the eye could see, the rails appearing to meet. In the window place a tree. On it, fasten oranges here and there throughout the branches, making them appear as if growing on the trees. Green felt or excelsior dyed green could be put on the bottom, and oranges scattered over it as if they had fallen from the tree. If the window was big enough, an orange and a lemon tree could be placed in it. The trees can easily be obtained from any woods in the vicinity of the town. A suitably-worded card could be placed in a conspicuous place. The cost of the picture would not be much, as any ordinary painter would paint a scene on stretched cotton for very little, besides, this could be used in several other displays as a background.

A nice idea for fruits, such as apples, oranges, lemons, pineapples, etc., is to get a few fancy baskets, tie bows of ribbon on them, arrange the fruit nicely in them and suspend them from the ceiling of window. A few baskets with legs attached, such as those used as work baskets, could be filled the same way and arranged on bottom of window. A large mirror at back or sides would help to heighten the effect.

GROCERS WINDOW FIXTURES.

Every grocer should have a number of arches, circles and strips on hand. These can be covered over with colored stuffs and are very valuable in making attractive grocery displays. The number of ways these can be used in are various. In making a display of brooms, whisks, pails, soaps, brushes, in fact in almost all lines the grocer carries. These accessories are invaluable. They are generally made from boards 6 inches wide by 1 inch thick. They should be taken care of after they come out of the window so as in future displays they will require no time in repairing them. If you require incandescent lights around them have them wired from the back before putting them in the window. Have a cut-out on each so that they can be hurriedly connected with the current in the window.

Patriotic displays are "all the rage" now, and the grocers stock furnishes lots of suitable material wherewith to carry them out. Canned goods can be built up into forts; also soaps, packages, biscuit boxes, loaf sugar, etc. Bottles with long necks, such as lime juice bottles, serve as cannon. Coffees and teas make a good ground effect. With a little ingenuity any trimmer can arrange an attractive patriotic display. A box of miniature soldiers can be bought at any toy store for very little. With these and the other things mentioned along with a few sheets of thin white cardboard or white paper, with which to make tents from, dozens of ideas can be carried out. These displays are sure to attract attention and bring in the dollars indirectly. A suggestion that might be carried out with packages of goods (as nearly white as possible) would be to make a monument (see drawing) out of lumber (any size required) and fill over with packages; place a large doll on top dressed in "khaki" uniform. An inscription on a white card tacked in right place on monument might read similar to this:

IN MEMORY OF THOSE
WHO SACRIFICED THEIR LIVES
FOR THE BENEFIT
OF THE EMPIRE.

The background could be a scene of a battlefield with a few headstones painted here and there to give it reality. A few shrubs and stones on the bottom would heighten the effect.

THE
WATSON
FOSTER
COMPANY
LIMITED

WE DO NOT PROPOSE
TO REST UPON THE
HONOR OF A
SUCCESSFUL PAST. . .



BUT HAVE RATHER
REDOUBLED OUR . . .
EFFORTS TO MAKE
THE SEASON OF 1900 I



NOT ONLY A
COMMERCIAL BUT . . .
AN ARTISTIC SUCCESS
IN YOUR ESTIMATION



THE RESULT IS . . .
A LONG LINE OF . . .
EFFECTIVE STYLES IN
EXCLUSIVE DESIGNS



OUR TRAVELERS WILL
CALL IN JULY, AND
WE HOPE TO SECURE
YOUR ORDER ON THE
STRENGTH OF MERIT

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

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

Superior Quality
Always Good

DETAILS.

"I HATE Details," said the trader. Whereat Details quietly smiled, and said: "And yet I go on from morn until night and from night to morn, week-days and on Sundays, quietly absorbing the fellow's money, and he can't see that his capital is slowly but surely leaking away, and ere long he will be so weak that he will be forced quit business.

"Why, the other day I noted that several truck-loads of miscellaneous merchandise were unloaded and

NO MEMORANDUM

made of weights, or count of packages, or bills checked to see if the goods purchased had been received and properly billed. The result was, Details skipped off with a box of condensed milk, a ham, and a dozen boxes of French sardines.

"And, again, Details went to the desk, and as the day was hot and humid, the book-keeper was in shirt sleeves and disinclined to work. But I was snooping around—or, as modern folk would have it, 'rubber-necking'—to see how this fellow guarded his employer's interest. I soon discovered that he

NEVER EXAMINED THE EXTENSIONS

or footings of the bills, and I am sure I detected an error in an invoice of tea at 65c. per lb. that amounted to \$3.25, and an

error of \$10 in the footing of another bill. Just think of it! There was \$13.25, or the net profit on \$150 worth of goods lost because the trader hates Details.

"Do you wonder, in view of those facts, that I am fond of that store? Why, I make a handsome living out of what that trader loses by giving down weight. Some days the fellow sells one hundred pounds of coffee, and, as the clerks are careless,

DETAILS GETS AWAY

with three to four pounds of Java and Mocha every day, as some bundles are one to two ounces over weight. And it's the same thing with tea and butter. It's only when they sell package goods that Details puts in a poor day.

"It is pitiable to note the lack of system in that trader's business. His route clerks presumably are honest—at least, he thinks they are—but there is no check on their methods. They can take goods out of the store, sell them, and pocket the proceeds, and he is no wiser. Then they, as well as himself, are

CARELESS ABOUT CHARGING GOODS.

Only the other day, this trader delivered a 14-lb. ham, a bottle of salad oil, two ½-boxes of boneless sardines, 2 lb. of coffee, ½-lb. of tea, 1-lb. box of baking powder, and 5-lb. of butter to Mrs. Buyfreely as she sat in her carriage before the store door.

She is a talkative woman, and so interested the trader that he went back to work and forgot all about charging the goods, and thus, because of his hate for Details, he lost \$6.54. His clerks are just as bad as himself and do like tricks every day in the year.

"Last year this trader sold \$47,000 worth of goods, and when his inventory was taken and a statement of assets and liabilities made, he discovered he had

\$1,500 LESS CAPITAL.

And he is all the time wondering why he can't make any money. I laugh to myself and try to make friends with him, but his hatred of Details is inveterate; and so I keep on plundering, and shall until Bradstreet's and R. G. Dun & Co. place his name in the list of failures. Too bad, isn't it? All for lack of system and an orderly conduct of business."—American Grocer.

A STORY FOR PAPA.

There is a moral in this little story of child life.

"Mamma," asked little three-year-old Freddie, "are we going to Heaven some day?"

"Yes, dear, I hope so," was the reply.

"I wish papa could go, too," continued the little fellow.

"Well, and don't you think he will?" asked his mother.

"Oh, no," replied Freddie; "he could not leave his business!"

HIGH-CLASS GOODS COMMAND SALES.

This is an old and tried maxim in the grocery business. When a grocer takes up a line of Hams and Bacon it is to his interest to be very careful in his selection. Inferior goods will kill his trade, while the best brands will help him to build it up.

We invite the most critical examination of the **BOW PARK** line of **PORK PRODUCTS**—absolutely pure, delicious in flavor—cured by a special process in the best equipped factory in Canada. May we quote you?

Brantford Packing Co.,

Brantford, Ont.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

ENGLISH

BICARBONATE OF SODA
CONCENTRATED SAL SODA
AND
SODA CRYSTALS

Crescent



Brand

BRUNNER, MOND & COMPANY, LIMITED

QUALITY ALWAYS THE SAME

BEST and CHEAPEST.

WINN & HOLLAND, MONTREAL, SOLE AGENTS FOR CANADA.

PRAISE IN BUSINESS.

A BUSINESS man in dealing with his associates should always be as ready to praise as he is to condemn, but he should do both sparingly and with great judgment, says The Chameleon. He should condemn only when it is absolutely necessary and give praise only when specially merited.

Flattery seldom shows itself among fellow-workmen. It is an error on another side of business life, and there's not the least danger that it will ever enter into the relations between men in the same office and shop. That is right and fortunate, but it is not right to go to the other extreme and cut out all praise and well-deserved compliments.

Fair praise is encouragement. It helps bolster a fellow up and give him self-confidence. It doesn't "spoil" a workman or make him vain. It is a stimulant and will produce greater effort and better work.

There are plenty of discouragements in business life to overbalance whatever praise may come our way. Our own view of our work is apt to be a discouraging estimate, and we need to be braced up from the outside once in a while. Promotion and increased salary don't come often enough to let them suffice as the bracer. We need the occasional approval and appreciation of those we work with.

Each one of us, knowing he feels the need of something of that sort himself, should then be always willing to applaud the other fellow when he deserves it. We should be ready with commendation and at least give credit where it is due. Above all we should not be censorious.

There are men who never praise or show appreciation. It seems to hurt them every time they are forced into it, and they do it with such bad grace that its effect is lost. They never offer encouragement to their fellow-workers, but always disparage and condemn. They aim to pick out the flaws and to enlarge upon them to the exclusion of everything that's good and commendable.

These self-appointed critics seem to avoid studiously all possibility of being pleased. They shut their eyes to everything but faults, and if real faults be lacking their warped judgment supplies them. They are constantly looking for a chance to hiss, and, to prevent the likelihood of applauding, keep their hands tied behind them.

They revel in fault-finding and when they're at it their cynical smile of content is more exasperating than their carping criticisms. They are disagreeable people to work with. They are never popular

with their associates. They effect one as a succession of dark, cloudy days would, and it's a relief to get away from them and into the wholesome atmosphere of more fair-minded men.

Modern business sympathy and mutual helpfulness have no room for these censorious people, and if we are young and in the formative period of our business character and temperament we shall do well to avoid every tendency to fault-finding and hyper-criticism. We'll not only be giving ourselves a better chance of success, but be helping to make life pleasanter and tasks lighter for the other fellows.

Do justice to the work of others and don't cavil. Be more ready to praise and less willing to condemn.

AN IMPROVED FRONT.

E. W. Gillett's building on Front street, Toronto, has been recently much improved in appearance. Three large signs stretching the full length of the building have been placed above each storey, and in each window of the second storey a figure of a negro boy holding a painted sign of Gillett's lye, is placed in a sitting position on a box of the lye. These make a showy advertisement. The whole front has been repainted, and the building now presents an attractive and business-like appearance.

THE OUTLOOK FOR HONEY.

Honey crop reports so far have been very varied, some have written us cheerfully and hopefully, others again the very opposite to this. We believe that the information we have received would warrant us in saying

that while there is nothing like the total failure of last season, there is going to be a very general shortage. Clover bloom is scant in most districts; the drought has been against it and not much is expected from basswood. As to prices it is yet early and the market must get settled from the first rush that it is always subjected to. We would merely say don't be in a hurry to sell, if your article is good you can afford to hold it for a while.—Canadian Bee Journal.

HONEY EYE-WASH.

Put into an ounce vial of pure honey a piece of alum as large as the end of the little finger, and then put the vial (corked of course) into a cornmeal dough, and cook it until the cornbread is done. When cool, take out the vial and it is ready for use.—N. B. Hollister in American Bee Journal.

A RAPID CITY BUSINESS BLOCK.

A decided improvement is being made this summer in Rapid City, Man. Mr. Edward Stout is building a handsome solid brick block, comprising three stores 34 x 66 ft. each. Mr. Stout is calling it after his English home, Urpeth.

Lepage Bros., general merchants, are to have the corner opening on Fourth and Third avenues. Mr. T. Houlding, hardware merchant, is to have the west corner. The centre store has not yet been taken. The second flat will be divided into offices, and the third one will be used as a public hall. This will be the finest block in Rapid City, and one that any town might well be proud of.

POPULARITY

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

EMPIRE

SMOKING TOBACCO

In 5, 10 and 15c. Plugs.

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

EMPIRE is well advertised.

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

EMPIRE is A BIG PLUG FOR LITTLE MONEY.

Made by

THE EMPIRE TOBACCO CO.,
LIMITED
MONTREAL, QUE.



Good Wine requires no bush.

Good Mustard

is known at a glance.

The name **KEEN** on a tin of mustard

means Good Mustard

and GOOD MUSTARD to a Housekeeper means **KEEN'S.**

Current Market Quotations for Proprietary Articles

August 2, 1900.
Quotations for proprietary articles, brands etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.
PURE GOLD.

3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00

Cook's Friend—

Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00

Diamond—

1 lb. tins, 3 doz. in case	per doz \$ 2 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75

JESSEY OREAM BAKING POWDER

1/2 size, 5 doz. in case	40
1/4 size, 4 doz. in case	75
1/2 " 3 "	1 35
1 " 2 "	2 25

OCEAN WAVE BAKING POWDER.

No. 10, 5-ounce Cans, round or square	per doz \$0 75
4 doz. in case	1 20
1/4-lb. Cans, round only 3 doz. in case	1 80
14-oz. Cans, round only 2 doz. in case	1 80
16-oz. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00



BLACKING
P. G. FRENCH BLACKING

No. 4, 1/2 grs. bxs.	\$4 00
" 6, 1/2 " "	4 50
" 8, 1/2 " "	7 50
" 10, 1/2 " "	8 25
" 10, Jet Enamel	8 25

CARR & SONS.

No. 2—1/4 gross boxes	per gross 2 70
No. 4—1/4 gross boxes	5 75
No. 5—1/4 gross boxes	8 00

SHOE POLISH.
HENRI JONAS & CO.

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

BLUE.

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

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.	

COEN BROOMS
ROECKH BROS & COMPANY

Bamboo Handles, A, 4 strings	doz. net
" " B, 4 strings	"
" " C, 3 strings	"
" " D, 3 strings	"
" " F, 3 strings	"
" " G, 3 strings	"
" " I, 3 strings	"

BISSUITS.
PEEK, FRENCH & CO.

Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins \$3.70 per doz

CARR & CO., LIMITED.
FRANK MAGOR & CO., AGENTS.

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

CANNED GOODS.
MUSHROOMS.
HENRI JONAS & CO.

Mushrooms, Rionel	\$14 75
1st choice Dutheil	17 50
1st choice Lenoir	18 50
extra Lenoir	20 00
Per case, 100 tins.	

FRENCH PEAS—DELORY'S.
HENRI JONAS & CO.

Moyen's No 2	\$9 00
No. 1	10 50
1/2 Fins.	12 50
Fins	14 00
Tree fins	15 00
Extra fins	16 50
Sur extra fins	18 00

FRENCH SARDINES.
HENRI JONAS & CO.

1/4 Trefavennes	\$9 00
1/4 Rolland	9 50
1/4 Delory	10 50
1/4 Club Alps	11 50

CHOCOLATES & COCOAS.

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

CADBURY'S.
FRANK MAGOR & CO., AGENTS.

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

TODHUNTER, MITCHELL & CO'S.

Chocolate—	per lb.
French, 1/4 s—6 and 12 lbs.	0 30
Caracas, 1/4 s—6 and 12 lbs.	0 35
Premium, 1/4 s—6 and 12 lbs.	0 30
Sante, 1/4 s—6 and 12 lbs.	0 26
Diamond, 1/4 s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

Cocoa—

Homeopathic, 1/4 s, 8 and 14 lbs.	0 30
Pearl	0 25
London Pearl	0 22
Rook	0 30
Bulk, in boxes	0 18
Royal Cocoa Essence, pgs., per doz.	1 40

Chocolate—

Caracas, 1/4 s, 6-lb. boxes	per lb. 0 42
Vanilla, 1/4 s	0 42
"Gold Medal" Sweet, 1/4 s, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2 s, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4 s, 14 lb. bxs.	0 24
Fry's "Monogram", 1/4 s, 14 lb. bxs.	0 24

Cocoa—

Concentrated, 1/4 s, 1 doz. in box	per doz 2 40
" 1/2 s	4 50
" 1 lbs.	8 25
Homeopathic, 1/4 s, 14 lb. boxes	"
" 1/2 s	"
" 1 lbs. 12 lb. boxes	"

JOHN F. 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 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, 1/4 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes	0 25
Royal Navy Chocolate, 12 lb. boxes	0 30
Mexican Vanilla Chocolate, 12 lb. bxs	35

CHESSE.

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

COFFEE.
JAMES TURNER & CO.

Mecca	per lb. 0 37
Damascus	0 18
Cairo	0 20
Sirdar	0 17
Old Dutch Eto	0 13 1/2

Short But Frequent Talks



WE SHOW ABOVE, THE
BOWSER GLASS FRONT CABINET.

Finished in Antique Oak or Grained and varnished, with

PUMP Measuring GALLONS HALF GALLONS QUARTS AT A STROKE.

Equipped with Steel Ball Cage Valves, Anti-Drip Nozzle and Dial Discharge Register. We build Forty-Nine other styles. You must be hard to suit if we can't please you. We should like to try. Send us your address to-day.

S. F. BOWSER & CO., P. O. Box 564, TORONTO.
Factory: FORT WAYNE, IND.

Is our idea of advertising Oil Tanks, Merchants rather seem to fall in with the idea too, judged by the number of inquiries coming by every mail. This question is an all-absorbing one with us, of course, but we realize that . . . other people may be equally absorbed in their own affairs and hence we endeavor not to tire or "bore" them by "harping continually on one string." It is unnecessary to say much about the elegant outfit . . . shown herewith. It speaks for itself. It certainly is a beauty and a . . . triumph of the cabinetmaker's . . . art. And it's as good as it is handsome. In short, it is up to the Bowser standard, . . . which is nothing short of "Perfection" in Oil Tanks. This is as fine an outfit as we build. We build others that work just as accurately, but are not so ornamental—they cost less—though none are expensive.

THE AUER GASOLINE LAMP 100 CANDLE-POWER.

SATISFACTION GUARANTEED OR MONEY REFUNDED.

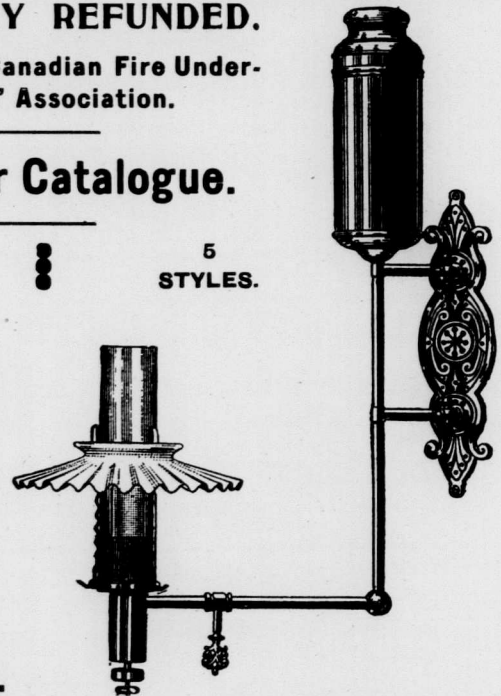
Approved by Canadian Fire Underwriters' Association.

Send for Catalogue.

NO. 5
PRICE \$7.00.

5
STYLES.

AUER LIGHT CO.,
MONTREAL.



Fire broke out at an early hour on Tuesday morning last in Robt. N. Meyer's grocery store, corner of Teraulay and Agnes streets, Toronto. Mr. and Mrs. Meyers had a narrow escape from death. The damage to building and stock was \$1,000, which was fully covered by insurance.

TODHUNTER MITCHELL & CO.'S

Excelsior Blend	0 32
Jersey	0 29
Rajah	0 20
Old Government Java	0 28
Maracaibo	0 18
West India	0 16
Rio, choice	0 12

CLOTHES PINS.
BOEKH BROS. & CO.

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

EXTRACTS. per doz

P. G. FLAVORING EXTRACTS

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

HENRI JONAS & Co. Per gross.

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

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

FOOD. per doz.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	2 75

P. G. JELLY POWDER.

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

P. G. ICINGS.

Chocolate, 2 doz. cases \$1.25 per doz.

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

T. UPTON & CO.

Raspberry, Strawberry, Red Currant, Pineapple.

1-lb. glass jars, 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb.	0 06 1/2
7-lb. wood pails, 6 " "	0 06 1/2
14-lb. wood pails, per lb.	0 06 1/2
30-lb. " "	0 06 1/2

LICORICE.

YOUNG & SMYLYE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
" Ringed " 5 lb. boxes, per lb.	0 40
" Acme " Pellets, 5 lb. cans, per can	2 00
" Acme " Pellets, fancy boxes (40) per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
" Purity " Licorice, 200 sticks	1 45
" " " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MUSTARD.

COLMAN'S OR KEEN'S.

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

BAYLE'S PREPARED MUSTARDS.

1/2-lb. jars 1-lb. jars	
Horseradish	per doz., \$1 20 \$1 75
English Sandwich	" " 1 20 1 75
Mustard (with fine herbs)	" " 1 20 1 75

Packed in our self-sealing half and one-pound jars, two dozen in a case.

English Sandwich Mustard, Mustard (with fine herbs)

Bbls.	Half	10-gal.	5-gal.	1-gal.
	Bbl.	Kegs.	Kegs.	Jugs.
50c.	55c.	60c.	65c.	70c.

JONAS' FRENCH MUSTARDS.

HENRI JONAS & Co. Per gross

Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	24 00

MINCE MEAT.

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

ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass	2 doz. case, per doz.	\$1 00
7-lb. pails	6 pails in crate, per lb.	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz		1 20

PICKLES—STEPHENS'

A. F. TIPPET & Co., AGENTS.

Patent stoppers (pints), per doz.	2 80
Corked " "	1 90

SODA—COW BRAND

DWIGHT'S

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

RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

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

"Daisy Fruit"

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

THE HOME CAKE CO.
GUELPH, ONT.

The Best Selling Lines

—OF—

WASHBOARDS

are manufactured by

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

—WRITE FOR PRICES TO—

Boeckh Bros. & Company
TORONTO, ONT.

Soap

"IMPERIAL" and
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

BUSINESS NEWS

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

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

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

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

28 Front St. West, Toronto. Telephone 2148.

Bread-Baking Customers.



If any of your customers bake their own bread or cakes, don't fail to sell them a package of

DWIGHT'S COW BRAND SODA.

Its strength, its purity, and its cleanliness recommend it to all who try it.

John Dwight & Co., Toronto and Montreal.

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

OUR SPECIALTIES!

AT RIGHT PRICES.

FANCY BANANAS.

" LEMONS and ORANGES.

" PINEAPPLES.

HUGH WALKER & SON

Wholesale Fruits,

GUELPH, ONT.

GRIMBLE'S ^{English Malt} Six GOLD Medals VINEGAR

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

WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,
DIGESTING EASILY.

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

Manufactured by

THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor

CORNWALL, ONT.

THE RUBLEE FRUIT CO. LIMITED.

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

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

DON'T PAY FREIGHT ON WATER

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

Agents—

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

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

The Saunders Grocery Co., Victoria, B.C., successors to E. J. Saunders & Co., intend to increase their capacity. They have been incorporated with a capital of \$25,000.

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

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets, TORONTO

The **Get Up** sells goods.

The **Quality** brings repeat orders.

This is especially true of

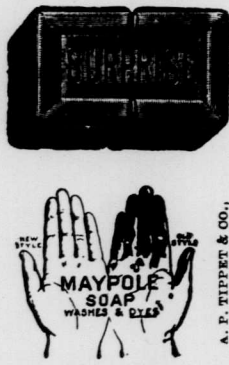
SOAPS AND PERFUMES.

A TRIAL OF **Yardley & Co.'s** LINES WILL PROVE THIS.

Yardley & Co.,
MAKERS,
LONDON and PARIS.

Ask the **GREIG M'F'G CO'Y, Montreal**
For our Illustrated Price List.

SOAP



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

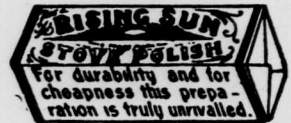
MAYPOLE SOAP
WASHES & DIES

A. P. TIPPET & CO.,
AGENTS

Maypole Soap, colors
per grs. \$10.20, black,
Maypole Soap, black,
per grs. \$15.30,
Oriole Soap, per gross,
\$10.20.

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

STOVE POLISH.



RISING SUN
STOVE POLISH
For durability and for
cheapness this prepara-
tion is truly unrivalled.

Per gross

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



STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.



ENAMELINE

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

STARCH.
EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.

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

Culinary Starch—

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

Rice Starch—

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

KINGSFORD'S OSWEGO STARCH.



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

PURE—40-lb. boxes 1-lb. pack..... 0 07
48-lb. " 16 3-lb. boxes.. 0 07
For puddings, custards, etc.

OSWEGO } 40-lb. boxes, 1-lb.
OORN STABOH. } packages..... 0 07 1/2

ONTARIO } 38-lb. to 45-lb. boxes,
STARCH } 6 bundles 0 06


STARCH IN } Silver Gloss..... 0 07 1/2
BARRELS } Pure 0 08 1/2

BEER STARCH.

Cases, 64 pkgs. 48's.....	\$5.00
1/2 Cases, 32 pkgs. 24's.....	2.50

Packages 10c each.

TEAS.
SALADA CEYLON.



Wholesale. Retail

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

KOLONA
PURE CEYLON TEA
BLACK



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 23
Red Label " 50c.....	0 35
Orange Label, retail at 60c.....	0 42
Gold Label, " 80c.....	0 55

SNELLING'S PATENT BLEND ENGLISH
BREAKFAST HOPPED TEA.

One quality, one price, 29c.—retails at 43c.
A. Waddell & Co., agents, Toronto. Sam-
ples sent on application.

CROWN BRAND


Red Label, 1-lb. and 1/2's.....	0 35	0 50
Blue Label, 1-lb. and 1/2's.....	0 38	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2's.....	0 20	0 25
Japan. 1's.....	0 19	0 25



RAM LAL'S
PURE
INDIAN TEA
GUARANTEED ABSOLUTE PURE
AS MANUFACTURED ON THE
GARDENS OF INDIA.

Cases, each 60 1-lb.....	0 35
" " 60 1/2-lb.....	0 35
" " 30 1-lb.....	0 35
" " 120 1/2-lb.....	0 38

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 23	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

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