

**PAGES
MISSING**

PRIZE TALKS ON COFFEE IN THIS NUMBER

VOL. XV.

MONTREAL AND TORONTO, SEPTEMBER 6, 1901.

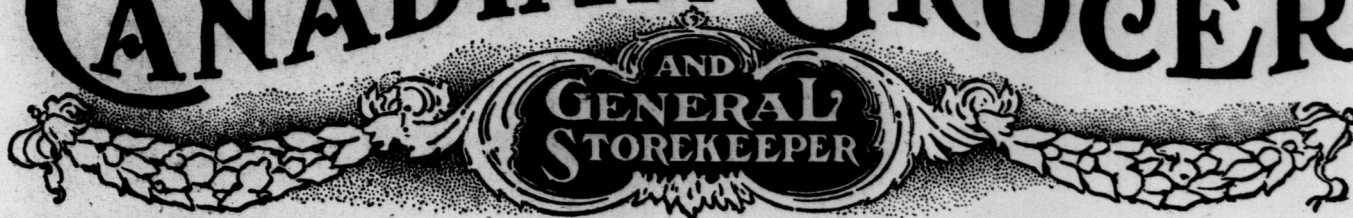
NO. 36

PUBLISHED EVERY
FRIDAY

THE

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EVERY PROVINCE

CANADIAN GROCER



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BEST!**

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**Highest Awards
Made . . .**

These substantiate our claim
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Colman's Mustard

IS THE BEST IN THE WORLD

CARR & CO.'S BISCUITS



Do you want a fancy line of Biscuits, something different from the
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We will bring you out an assorted case. State your require-
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FRANK MAGOR & CO.,

Canadian Agents.

16 St. John Street, MONTREAL

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

THE CANADIAN GROCER



CATER to the Taste of the People of the Dominion

MILLAR PARAFFIN CO.

It has a rich, natural, aromatic odor, and is pure and clean.

Manufactured by _____

THE T. D. MILLAR PARAFFIN CO.

(INCORPORATED IN THE UNITED STATES OF AMERICA)

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A popular name — **“ROBERTS”**

especially when connected with

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

CANADIAN BUTTER NUTS are made specially for the Canadian market.

Are pure and wholesome. Made from best materials. Attractive package. Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

EBENEZER ROBERTS, Limited, LONDON, ENG.

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

Rotary
Smoked Beef Shaver
with Patented
Self-Sharpening Device



No. 125, 2 Blades, \$45.00
No. 129, 1 Blade, 15.00

Self-Priming and
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, \$5.00

“ENTERPRISE”

Rapid Grinding and Pulverizing Mill

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

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

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

GRINDING CAPACITY

FAST SPEED

Grinding 3 pounds of Coffee per minute

SLOW SPEED

Grinding 2 pounds of Coffee per minute

Pulverizing 1-1/2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding

Pulverizing Coffee for Espresso

Illustrated Catalogue Model 17100 - Order Form, etc.

The Enterprise

“One Object
and
One Aim.”

You remember the old saying, “It is better not to have too many irons in the fire at once.” One thing well done is far better than a dozen carried but half way to perfection.

Captain Austin, manager of the Thistle Haddies Company's Factory at Digby, Nova Scotia, has followed in the footsteps of his father before him, and is acknowledged absolutely unsurpassed as a fish curer. His “one object and one aim” has always been to put up the very best fish in the very cleanest way—to cleanse them properly, to cure them properly, and to pack them perfectly.

Captain Austin has had but one iron in the fire at once—he has devoted a life-time to doing just one thing and to doing that **well**. The result is that the famous

“Thistle” Brand Canned Haddies
Kippered Herrings
Digby Chicken

represent without exception the top notch of excellence in their various lines. The Thistle Haddies Company's Factory is the most perfectly equipped and the cleanest one of the kind on the Atlantic Coast. Its cleanliness is almost proverbial. The cast iron rules regarding the quality of the fish themselves bar out everything that falls below the standard that has made the name of “The Thistle Brand” famous everywhere.

The rich, natural, delicate flavor of the freshly caught fish is retained in its fullness in the “Thistle” Brand. It is the brand that connoisseurs buy exclusively. It is the “Thistle” Brand that “wins out” every time, because Manager Captain Austin has now and always had but “one object and one aim” in life.

Arthur P. Tippet & Co., Agents,

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When the name "JONAS" appears on a bottle of extract it is a guarantee that the contents are certain to give satisfaction to the user, because of its strength, purity and richness. In Canada, JONAS' FLAVORING EXTRACTS stand without a rival. Their fame is constantly increasing. What has been the secret of their success?

From the beginning, exactness in detail has been our policy. The manufacturing is in charge of competent and experienced hands. Nothing is left to chance. Every drop in every bottle that leaves the premises is exactly as it should be.

Jonas' Flavoring Extracts

are absolutely free from artificial coloring matter or essences. They are concentrated—distilled, redistilled, until they contain the greatest amount of strength.

Taking these facts into consideration, a wide-awake grocer can quite readily appreciate the advantage of handling them. It goes without saying that a woman prefers using such extracts for her cooking. A very little of them does the largest possible amount of work, and does it perfectly. The requirements of your lady customers for extracts that will give this satisfaction can be satisfied by selling them.

Jonas' Flavoring Extracts.

Manufactured by

HENRI JONAS & CO.,

MONTREAL.

Clink, Clink, Clink !

Money, money, money—handfuls of nickles and dimes ! After all it's money that talks. And you haven't sent in for that trial order of an assortment of a thousand or more of my Cigars yet. Think of the money you've lost—the handfuls of nickles and dimes !

Rely on my judgment for the assortment I send you. You can rest assured that it will be all right, because I am after your permanent trade. Clink, Clink, Clink—think of the cash drawers under the Cigar counter and send in your order to-day.

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

MADE IN CANADA

"STERLING" BRAND PICKLES

are a welcome guest in thousands of Canadian homes. Their rich and distinct flavor make them the favorite pickle in the best families.

- Grocers who aspire to cultivate and
- hold the best trade always keep
- well stocked in these goods

Ask your wholesaler for quotations.

T. A. LYTLE & CO.

124-128 Richmond St. West.

TORONTO

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From a Country Store.

WHAT THEY SAY ABOUT

F. C. WILLIAMS,
General Merchant.

Ridgeville, Ont., Sept. 2nd.

THE TILLSON CO., LIMITED, Tilsonburg.

I am in the country but keep good stuff, for I have a high class trade. I always keep Tillson's "Pan-Dried Oats," and no other. I have people who send ten miles to me for their Rolled Oats.

F. C. WILLIAMS.

Tillson's Pan-Dried Oats.

THE TILLSON CO., Limited, TILSONBURG, ONT.

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ONE OF THE JAPANESE TEA HOUSE GARDENS.

WHEN YOU SELL

JAPAN TEA

you give the purchaser a tea in which there is absolutely no mixture—nothing deleterious—but the pure, natural flavored, uncolored tea of

JAPAN.

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.

Trafalgar Chambers, Sun Life Building
Annex.

Tel. Main 4142. MONTREAL, CANADA.



GILLETT'S
PURE POWDERED
LYE

BEST,
PUREST,
STRONGEST.

LONDON ENG. **E.W. GILLETT.** CHICAGO ILL.
 TORONTO, ONT.

QUALITY ALWAYS FIRST

The policy of the manufacturers of

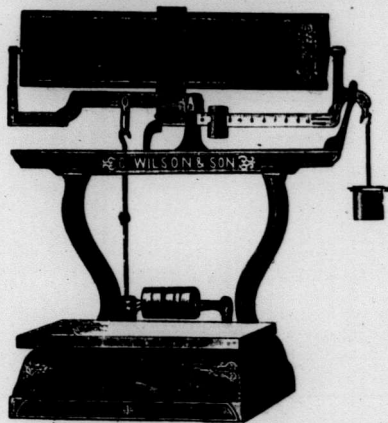
IVORY GLOSS
STARCH

has always been to make **quality** the first characteristic of their goods. This is the reason such a wide-spread popularity has been created for

IVORY GLOSS STARCH.

—Manufactured by—

The St. Lawrence Starch Co.,
 Limited
 PORT CREDIT, ONT.



WILSON'S SCALES

ARE AS GOOD AS A GOVERNMENT BOND.

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

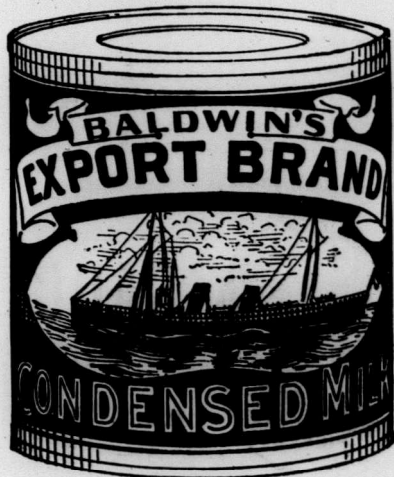
Highest Medal at Chicago, and Paris, France.

Easy terms of payment.

C. WILSON & SON

Get Prices.

69 Esplanade Street East, TORONTO, ONT



We are still **Alive**

and have ample **Stock**

"Export" and "Canadian" Brands

to fill all orders promptly.

Baldwin Condensed Milk Co.

ROSE & LAFLAMME, Selling Agents, Montreal.

To the trade—



WE HAVE THE FINEST SELECTED VALENCIAS IN CANADA AND WILL GIVE THEM TO YOU AT A LOW PRICE.

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



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

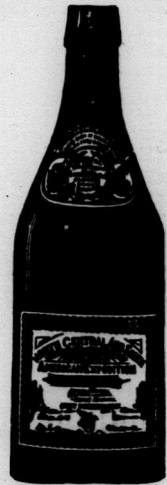
Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



AN INDISPUTABLE POINT

PATERSON'S "Camp" Coffee

IS THE BEST

Producing a cup of delicious coffee at a moment's notice.

R. Paterson & Sons
GLASGOW.



Batty & Co.

ESTABLISHED 1894

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

Buying, Handling and Selling Coffees.

The Papers that won the Three Cash Prizes on this Important Subject.

THE WINNERS:

1. "O. G. Java."—C. L. Marshall,
Toronto.
2. "Quality."—W. Rhodes,
Brockville, Ont.
3. "Wahbunung,"—R. H. Hudson,
Toronto.
4. "Coficus."—W. C. Forman,
Ingersoll, Ont.

The Report of the Judges.

Editor CANADIAN GROCER:

Dear Sir,—We have much pleasure in returning the essays on "The Buying, Handling and Selling of Coffees" which you had entrusted to us to judge of their comparative merits. We may say we found a great deal of good, sound advice in all of them, and had no little difficulty in arriving at the value of and the place each should take in this competition. After careful examination and study, we find them to rank as follows:

- | | |
|------------------|------------------|
| 1.—"O. G. Java." | 5.—"Morristown." |
| 2.—"Quality." | 6.—"Learner." |
| 3.—"Wahbunung." | 7.—"Curly Top." |
| 4.—"Coficus." | 8.—"Cafeine." |

Signed,

HENRY SWAN,
W. INCE, JR.

Toronto, August 21, 1901.

THE WINNERS:

5. "Morristown."—H. Le Roy,
Tabor, N.J.
6. "Learner."—J. H. Connal,
Peterboro', Ont.
7. "Curly Top."—Harry Cooper,
Toronto.
8. "Cafeine."—S. A. Brubacher,
Berlin, Ont.

SUBJOINED are the three papers that won the cash prizes in the recent contest inaugurated by THE CANADIAN GROCER. The object in view was the creation of greater interest in coffees among the trade. Already this has to some extent been accomplished, and, judging from the commendation which comes from the judges, the papers which we herewith publish will prove helpful as well as interesting to our readers. The five essays which were selected by the judges as entitling the writers to copies of THE CANADIAN GROCER for one year will appear in subsequent issues.

Mr. C. L. MARSHALL, the winner of the first prize of \$15, is the manager of Warren Bros. & Co.'s sample-room. He is a native of Bristol, England. Medicine was the career originally intended for him, and for two years he was a student of the healing art. It is over twenty years since he came to Canada, and during the first five years of his residence here he was engaged as an accountant in the lumber business. His first experience in the grocery trade was with Mr. John Garvey, then a retailer in Peterboro', but who has since left that town. Mr. Marshall's connection with Warren Bros. & Co. began about eleven years ago. During that time he has gone through nearly every department of that firm's business, and his present position, as manager of the sample-room, he has been filling for the last three or four years.

Mr. WILLIAM RHODES, the winner of the second prize of \$10, was born at Elk Rapids, Mich., in 1870. In 1883, his father having died about ten years before, he went to live with his uncle, Mr. John Rhodes, a Brockville, Ont., grocer, whose store, three years later, he entered as a clerk. In 1892 he became a partner, the style of the firm becoming J. Rhodes & Co., and now, in the declining years of the senior partner, the responsibility of the business largely rests upon the gentleman who carried off the second prize in the recent essay contest.

Mr. R. H. HUDSON, the winner of the third prize of \$5, began his mercantile career in 1893 with the late W. Beatty, general merchant, Parry Sound, Ont. Mr. Hudson's duties were largely confined to the grocery department of the store, and he soon learned to take a lively interest in the goods carried in stock, as well as in the customers upon whom he waited. The result was that in three years he had become the firm's principal buyer, except for the dry goods and clothing department. The ill-health of Mrs. Hudson necessitated the removal of Mr. Hudson and his family to Ashville, N. C. There he began business as dealer in teas and coffees. Large quantities of the latter being drunk in the South as well as in other parts of the United States, Mr. Hudson paid particular attention to them. He gave names to his blends of teas as well as of coffees, and his business gradually increased. The health of his wife having improved, Mr. Hudson finally returned to Canada again and took charge of the tea and coffee department of MacWillie Bros., Yonge and Richmond streets, Toronto. In 1898 he went with Brown Bros., Queen street west, Toronto, where he still is, and where teas and coffees are still his hobby. Brown Bros., it might be noted, are famous for the exceedingly well-appointed tea-room which they have in connection with their store. Mr. Hudson was last year president of the Grocery Clerks' Association and this year he is treasurer of that organization. He has been a subscriber to THE CANADIAN GROCER since 1892.

The First Prize Essay.

By C. L. MARSHALL (O. G. Java), Toronto.

IT is now generally conceded that coffee is the most intricate branch of the grocery business. A thorough knowledge of its details can only be obtained after a lifetime's experience, and even then, with new growths and types being marketed month after month, no one has ever reached the point where it can be said truthfully that there is nothing new to learn. Many a grocer has stood aghast as he has faced the immensity of the subject, and although, perhaps, a thorough master of everything else pertaining to his business, has neglected the study of coffee, and been content to let the spice or wholesale man secure all the knowledge, and incidentally nearly all the profit there is to be obtained from what should be one of the most profitable lines he handles.

That coffee can be made a profitable and extensive business is demonstrated in nearly every city and large town in Canada

(as in other countries), where some particular grocer has built his reputation on selling good coffee—just a little better, perhaps, than his competitors sold.

Essentially a luxury, good coffee is, by the consumer, much more difficult to purchase than good tea. A more intimate knowledge of the latter has made it an important factor in every grocery store, whereas the former, not being in as general use, has been neglected by the majority of our merchants. Convinced that by supplying a better article at a moderate price any grocer can foster the trade for and encourage the consumption of an article which in many countries far exceeds in volume the sale of tea, I will endeavor to give a few hints which may be useful to the retail grocer in the buying, handling and selling of coffees.

BUYING.

The modern grocer rarely attempts to buy his coffee in the green condition. There are good reasons for this. Grown in Arabia, Java, Ceylon, India, the West Indies, Mexico and in

nearly all the South-American Republics, with countless types and growths; many of the lower grades washed, dyed, scented and soaked to imitate the higher grades—numerous pitfalls await the buyer of greens, and experience has taught many an ambitious merchant that it is safer and easier to buy it washed. Aside from the expense incurred in the purchase of a roasting and cooling plant, the roasting itself is a high art and should not be attempted by any but a thoroughly experienced man. In support of this, the experience of a large departmental store is a good example. The company in question had always purchased its coffee roasted from a local roaster, and thinking that a greater profit could be made by buying it green, despatched the manager of the grocery department to New York to buy what he considered in quality and



C. L. Marshall, Winner of 1st Prize.

quantity would meet the requirements of the store. Now, the buyer, an ex-proprietor of a grocery store and a thoroughly experienced man in many other respects, probably knew as much about "green" coffee as he knew about astronomy (and that was very little), and the result was his purchase included a large proportion of soaked Santos, made to look exactly like Mocha, and other faked-up growths in imitation of Javas and Ceylons—on which, besides paying to the New York dealer an extortionate profit, not being imported direct from the country of growth, a duty of 10 per cent. ad valorem had also to be paid.

That goods well bought are half sold applies very strongly to coffee.

To buy it well you must rely on your own judgment as to what will suit the tastes of your customers. Disabuse your mind of the idea that there are only two high-grade coffees of any merit, Java and Mocha, for, whilst it is true that a good Mocha or a good Java is hard to beat, it is also a fact that many Central and South-American growths equal them in drinking quality.

Buy your coffees on sample, just as you buy your tea; grind it and draw it and test it, as you would tea—above all buy it for its drinking quality, not for style or appearance. Be satisfied with a fair profit; do not expect to buy coffee to retail at 40c. for less than 30 to 32c.; those to retail at 25 and 35c. per pound at 18 or 26 or 27c. respectively.

Always buy coffee:

- (a) Whole roasted (not ground).
- (b) In air-tight cans.
- (c) In small quantities (not over two weeks' supply if possible).
- (d) From a reputable spice house or wholesale grocer.

Where there is any German, Dutch or foreign trade, there is a demand for Rio coffees, in preference to mild growths, the consumer nearly always buying them green. In making your selection of these choose a green, flinty, regular bean, free from blacks and quakers. The latter can generally be detected by immersing a small quantity of the coffee in cold water, when the quakers will float on the surface. Reject any that are spongy or soft or which have the appearance of having been dyed or washed. Rio coffees in Canada are rarely consumed by English-speaking people and for this reason, if you sell it roasted for your German trade, be careful not to mix or blend it with coffees sold to the former.

HANDLING.

Coffee may be carefully and skillfully bought at close prices, but not realizing how perishable it is, a serious loss is often

made by careless handling. One point in the handling of coffee should always be borne in mind by those who wish to make a success of the business—viz., from the minute it is roasted until it passes into the hands of the consumer, the less it is exposed to the air, the better. There are two reasons for this:

Firstly.—It is very absorbent and easily becomes tainted by proximity to butter, cheese, coal oil, spices, etc.

Secondly.—It loses aroma and strength to a great extent by evaporation.

Both reasons apply more to ground coffee than they do to the unground berry.

Bearing this in mind it is not advisable to dress windows or make counter displays with loose, roasted coffee. Such a course can only lead to rapid deterioration, and a week or two's exposure will render any coffee almost worthless.

Window displays can be made with green coffee, and many merchants who do not sell the raw article purchase a small quantity for this purpose, or if exposed in air-tight, light, white flint bottles and changed frequently very little loss will be incurred by using roasted goods.

Still bearing in mind the rapidity with which deterioration sets in from evaporation, the importance of not stocking too heavily in roasted coffee will be apparent. For the same reason purchase and keep your supply in air-tight cans, and refuse to accept any purchase you have made which is shipped to you in barrels, boxes, or paper parcels. Jealously guard your stock from the air, grind it only as you sell it, and to insure its reaching your customer in good condition parcel it in parchment or tinfoil bags. These cost a little more than the ordinary paper packages, but the outlay will amply be repaid by increased sales. The same diligent care should be taken in handling the cheapest as the highest grades sold. The ideal cup is made from freshly roasted and recently ground coffee. Impress this on your customers and induce them, if possible, to grind their own coffee, just as they want it for each meal. Small mills of good and lasting quality can be retailed at one dollar or less; keep a dozen or so in stock, and press the sale of them. In countries where the sale of coffee is greatest per capita, it is almost invariably ground by the consumer.

To sum up, a few of the more important things to be remembered are:

- (a) Expose to the air as little as possible.
- (b) Induce your customers to do the same.
- (c) Keep your stock fresh.
- (d) If you sell it ground—sell it freshly ground.
- (e) Never allow it to come in contact with other goods.
- (f) Never grind anything but coffee in your coffee mill.

SELLING.

Your coffee well bought and skillfully handled will, to a great extent, make the selling of it an easy matter. It is however necessary to have a definite place of campaign in placing it before your customers.

Advertising.—If you have space in a newspaper, let the public know you make a leader of coffee, roasted daily, ground while they wait, etc. Emphasize the fact that you excel in this particular line and back it up with good values. Good coffee carries within itself its own best advertisement, viz.: aroma. Place your mill in a conspicuous position in the store; do your grinding within sight of the customer, and leave the appetizing odor arising from the process to tell its own tale—a tale more eloquent than any mere words can express.

Much good coffee is ruined by bad treatment in the making—and much has been condemned as "poor stuff" simply for this reason. To overcome defective preparation a good plan is

to have one or two thousand neatly printed copies of the following formula, either on a special parchment coffee bag—or on a card which can be inclosed therein.

HOW TO MAKE A CUP OF COFFEE.

One tablespoonful of coffee to each cup and one for the coffee pot. Boil ten minutes and allow time to settle. Fill the cup with three parts coffee and balance with cream or scalded milk.

There are those who will take exception to the instructions in this recipe for "boiling," but I have found that, with coffee drinkers generally, boiling is popular, for the reason that it extracts everything contained in the coffee, and although it is true that the flavor can be extracted by a mere infusion, the body of weight of liquor is not obtainable without boiling.

As a further aid to selling periodical demonstrations, preferably in cold weather, should be useful. The expense of such is not great and a small cup, perfectly made, of your best line served with cream will act as an inducement for many a new customer to buy.

THE USE OF CHICORY.

In the history of the grocery business chicory has always been associated with coffee, and the judicious use of it is, without doubt, advantageous.

Many coffee consumers are much prejudiced against chicory or rather against the name, due largely to over-adulteration by grocers in the past when coffee was much higher-priced than it is at present. With low-grade coffee costing 22 to 23 cents per pound it was a great temptation, for the sake of profit, to add a too liberal proportion of chicory, so much so, that blends containing 50 or 75 per cent. were common articles of commerce. With the same low-grade coffees obtainable at 14 cents per pound and less the addition of chicory, from a profit point of view, is quite unnecessary. Chicory is now recognized as a most wholesome and harmless adulteration in coffee, and is appreciated, although unconsciously so, in blends containing 10 or 25 per cent. by a large section of the public who would consider there was something radically wrong with their beverage if the chicory were absent. At all events it is the custom of a great many grocers to add from two to four ounces to the pound, the consumer thus acquires a taste for the mixture and except in rare instances prefers the adulterated to the pure article.

Personally, I do not advocate the mixing of chicory with coffee, high grades in particular. It is true it adds body to the liquor, but it appreciably destroys the natural delicacy of flavor in a really good coffee—and in a properly balanced blend the addition of body should be unnecessary.

The chicory question has been threshed out over and over again in trade journals—much being written pro and con, but the wisest plan to adopt is to leave it to the individual tastes of the customers. If they prefer an admixture by all means supply it. When the sale of coffee is made endeavor, if possible, to sell two, three or four ounces of chicory in a separate parcel, to be mixed at home as required; in this way the purchaser can ascertain if he likes the addition, and if he does the proportion needed to suit his taste. Some coffee drinkers will have already decided the question and will ask for a stated quantity to be added, in which case the desired amount of chicory "nibs" can be added to the berry before grinding.

The grocer in buying should select a good, heavy-weight chicory, uniform in color and grain, and now, that as good an article is grown in Canada as can be produced anywhere in the world, it is not necessary to purchase the more expensive English and German growths. Before making your selection carefully draw a teaspoonful in a cup of boiling water. The

liquor should be sweet and faintly pungent with no disagreeable flavor, and have all the necessary body.

In conclusion, no branch of the business is more worthy of the attention of the grocer than the buying, handling, and selling of coffees. A careful study of the tastes of his customers is of the utmost importance, for be it remembered that "tastes differ" and the delicate flavor of the high-grade Java, is so delicate as not to be appreciated by the every-day coffee drinker, a coarser, harsher flavor often being preferred.

Success awaits the man who will make a leader of coffee—and in doing so supply the public with a good and fresh article at a reasonable price. Try the experiment.

The Second Prize Essay.

By WILLIAM RHODES (Quality), Brockville, Ont.

COFFEE is one line among the many which a grocer handles that is capable of being made a distinguishing feature in one's trade; that is to say, a man may, by diligent pushing, assisted by a little judicious advertising, establish a reputation for fine coffee which will bring him trade outside of his regular customers.

This is something which should be aimed at for several reasons: First, it pays you a good profit; second, it is a good advertisement, and third, it helps to bring trade for other goods. Now in order to accomplish this desirable result, the first step is the

BUYING.

We presume these essays are intended for the benefit of retailers generally, so first, we would say, do not attempt to import your coffee green and do your own roasting unless doing an exceptionally large business. There are several good, reliable houses in Canada handling coffee and spices combined whose goods can be relied on both for quality and price, and we would recommend placing your account with one of them. They will do the roasting far better than you can, for they will do it in so much larger quantities under the watchful eye of men who, after years of practice, have become experts and know just when the proper color has been attained. Besides, there are several items in the cost of roasting which have to be taken into account, such as interest on investment (cost of roaster, etc.), fuel, shrinkage in weight, risk of burning a batch occasionally, and last, but not least, time consumed which could be far more profitably employed in attending promptly to customers, arranging stock attractively, or collecting accounts.



Wm. Rhodes, Winner of 2nd Prize.

A merchant should know all he possibly can learn about the goods he is handling and so it is a good plan to

GET SAMPLES OCCASIONALLY

from other houses and draw them against the ones you are handling in order to compare values. It is also well to familiarize yourself with the flavors of the different coffees as well as noting the shape, style and general appearance of the berry. In these ways you may become something of an expert yourself in time.

Now, as to the different kinds of coffee. They consist of Ceylons, from the island of that name; Javas from the islands of Java and Sumatra; Mochas, from Arabia; Maracaibos, from

Venezuela, in South America; Santos and Rios from Brazil, and Jamaicas from the Island of Jamaica. There are a number of other kinds. In fact, there is more or less coffee grown in nearly all tropical countries and islands, but the kinds we have mentioned are the ones best known to commerce.

The Plantation Ceylon is considered one of the finest coffees grown, and has its largest sale in Europe. Its sale in this country is limited; partly because it is not known, but principally on account of the price which ranges from 35 to 36 cents per pound. Having a rich, full flavor, it is often used for toning up other coffees, or makes a very fine cup of coffee alone.

But the names of coffees most familiar to the public are Java and Mocha, and there is a great deal of coffee sold under these names which is a libel on them.

Java and Mocha are the coffees which should be pushed, as they give the best satisfaction when your customers become educated to them.

There are lots of people who drink cheap, heavy, black coffee with a thick sediment in the bottom of the cup and they like it because their taste has been educated in that direction. But if you could get them to try a blend of Java and Mocha, and persist in its use for a short time, they would soon prefer it and they could not be induced to return to the cheaper grade. There are, of course, many grades of both Java and Mocha, the difference consisting partly in the draw and partly in the style of the bean, which is due to the care in cultivation and place of growth. Private Javas, which are the finest grown, are those grown on private estates where they get the greatest possible care in cultivation, and command prices ranging from 35 to 45c. per pound, but they are sold almost entirely to wealthy city trade.

Old Government or Mountain Java will be found satisfactory to ordinary trade, and when blended with Arabian Mocha, in about the proportion of 4 parts Java to 1 of Mocha, will make an excellent coffee to retail at 40c. per pound. Mocha does not make a desirable coffee alone, because of its peculiar acrid flavor.

Next in order come the Maracaibos—a medium-priced coffee. Here, again, you find a number of different grades. The best grade is branded "C. C." from the district of Cucuta, in Venezuela, its place of growth. At its present wholesale price, 10c., it makes excellent 30c. coffee alone, while by blending with Mocha and Java you have a choice 35c. grade. We do not recommend the use of chicory unless your customers demand it particularly.

The grades which retail at 25c. per pound or less are composed of cheaper Maracaibos, Rios, Santos, Jamaicas or a combination of several of them to suit the price and the customer.

You may buy small quantities of the different cheap lines and blend them yourself, or you can give your coffee house a price limit and have them put up the best blend possible at the price.

We think this the best plan as you do not require to bother with so many lines nor keep so large a stock. It is pleasing to note that Canadians as a people drink principally the best grades of coffee, the cheap package stuff, such as is sold largely in the United States, having little or no sale here. This condition of things is better for the seller, as the higher-priced article affords a better profit, and they certainly give greater pleasure in the cup to the consumer.

HANDLING.

The first point under this heading is the quantity to buy. Our rule is, to buy only a month's supply at a time and have it shipped in air-tight tins, as when coffee is exposed to atmospheric changes it absorbs the dampness, making the bean tough and rubbery, thus losing its crispness and fresh flavor. Coffee is one article which must be fresh to be as good as

possible, so we would say, never buy ground coffee, as the delicious aroma and flavor of a good coffee passes away before it is all sold no matter how tight the tin, and a poor coffee is certainly not improved by being kept ground. If you desire to draw people's attention to your coffee by means of price tickets, put it in a glass dish with a tight-fitting cover.

SELLING.

We now reach the last and most important point in connection with this subject, namely, the selling, for this touches your profit—your living.

The main point in selling is to get yourself and your goods prominently before the public. Use every legitimate means by which to get the people talking about your coffee, so that they will think you have the best coffee in your town or neighborhood. One way to accomplish this is to

ADVERTISE IN YOUR LOCAL PAPER.

A large and expensive space is not necessary as a small one written up in plain, catchy style will often do just as well. Change it often and make quality your strong point. Keep hammering away on quality, quality.

Quote prices occasionally if you wish, but don't cut prices. A cutter generally cuts his own throat first. Have your profit and sell good goods, for that is what tells in the long run.

TO DEMONSTRATE COFFEE.

Another very good way of advertising your coffee is by demonstration, when possible. Very often a back corner of a store or a small room in connection with a store could be fixed up cozily with little trouble or expense. A few small tables and chairs which can be rented cheaply; a good sized coffee-pot on a gas-burner or stove; clean linen, dainty china, and a plate of five-o'clock tea biscuit on each table, and you are ready for callers. Of course, a demonstration, to be a success, must be well advertised for about a week beforehand.

Another point is to watch your customers' orders and see if they all buy their coffee from you. If you find that any do not, introduce the subject in a careful way, ascertain their particular taste as nearly as possible, give them a sample to try and tell them to be sure to let you know how they liked it. If they should forget to do that, ask them yourself and if that sample failed to please give them another blend, and so keep on until you strike something to suit their taste.

Do not keep much coffee ground up ahead. It is, however, a good plan to grind what you think will be needed on Saturday first thing in the morning, so that customers get the benefit of the aroma when they crowd in.

In conclusion, do not get discouraged if results do not follow as quickly as you think they should. Be patient and keep pounding away on quality first and success will be yours eventually.

The Third Prize Essay.

By R. H. HUDSON (Wahbunung), Toronto.

I AM not asked to say anything in this article as to the history of the coffee bean, or as to the amount used in our own or foreign countries. Instead, as the preacher would say, my text has been given to me and I shall proceed with the subject on hand.

To my mind the buying, handling and selling of coffee, is the most important by far of all the duties of the grocer; and it must, of necessity, call for the greatest possible care and intelligent consideration on his part and the faithfulness of those associated with him in seconding his efforts to maintain a high standard. For no matter what care and wisdom have been manifested in buying, unless they are handled properly, the selling of them will eventually amount to but very little in building up and holding your trade.

THE MOST SUITABLE COFFEES.

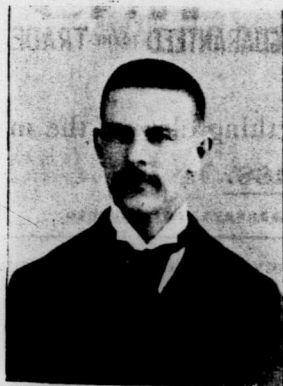
In buying your coffees you must know what kinds suit our water; that is, what coffees are the best to use where you have hard water, and what kinds are best where the water is soft. The kinds which I believe to be most suitable here are Mocha, Java, Ceylon, Marcaribo, Santos and Rio; and grocers, in Canada, at least, should be very sparing indeed of any other kind. Two of the kinds mentioned should never be put in where finest quality is sought, as delicate flavor departs when you sprinkle Rio or Santos in your blends, just in proportion to the extent in which you use them.

THREE GOOD BLENDS.

If your trade demands what mine has you need about three regular blends. The first should be a well-colored, strongly-

flavored blend of about 10 parts Mocha, 4 parts Java, 2 parts Ceylon and 1 part Maracaibo. A second blend, very mild for those who delight to smack their lips and say, "There's the flavor!" would be of about 10 parts Java to 4 parts Mocha and 1 Maracaibo; while a third blend to please the cheap trade can be made of about 4 parts Mocha or Ceylon, 4 parts Maracaibo and 3 Rio or Santos (Santos preferred).

But whatever blends you have keep them the same. and buy so that you may be able to do so. You may as well attempt to fly as to please your trade by giving one good blend this time, and a different one next time, and so on. Give a poor blend, if you must, all the time, rather than a good one and a poor one alternately.



R. H. Hudson, Winner of 3rd Prize.

Seeing, then, it is so important to have a fixedness of flavor, you must necessarily obtain the same coffees and not go hunting from Dan to Beersheba for something cheaper to palm off on your trade; for when it comes to drinking coffee, the trade worth seeking demands the best and will pay for it. The proper way, no doubt, is to have a sample of your last purchase on hand and draw to match; and never buy, or, at least, never have roasted more than a week's supply on hand at one time. Never mind that quarter of a cent extra for roasting often, for the resulting benefit will extend into dollars.

BACON'S OPINION OF COFFEE.

The philosopher, Bacon, said of coffee: "This drink comforteth the brain and heart and helpeth digestion." Fortunate for him that he does not live in this day and be forced to drink some of the mixtures sold for coffee!

There is a reason for the large sale of package coffees which give so little profit on a turn-over; and possibly you've guessed it by what I have said. "There the same poor quality," do you say, "but they can always be relied on for one thing, namely, the same flavor as last time." And the demand for these package goods is on the increase and will be still greater if you will not buy what will change your cereal, or chicory, or paste-drinking customers into substantial coffee customers; and your casual coffee customers into well-pleased and delighted customers, who must have your blends no matter where they move, so long as it is within reach of you at all.

There is no food which gives the mental exhilaration and physical buoyancy which coffee gives; hence the importance of purchasing with this high ideal in one's mind and not merely to gratify a fancied whim on the part of your customers. Be firm in your resolve to have the best procurable, and to always have the best.

CARE IN HANDLING.

Then, there is the handling of coffees, so dependent on the buying and so fraught with important issues. For how true it is that the best coffee ever imported can be spoiled entirely by careless handling; handling by wholesalers or jobbers, and later by the retailer or his assistants! Grocers err mostly in some of the following ways: By exposing the bean in the store or window for show or advertisement, leaving it in the same store-room with coal oil, or fruit, such as oranges, lemons, pineapples, etc., or vegetables, such as turnips, cabbage and potatoes. You remember what the proverbial preacher said: "Brethren, these things ought not so to be." And so we must lay all the emphasis possible upon the importance of keeping this delicate berry away from its grocery store associates: for nothing can improve the flavor of the bean, but dozens of fruits, vegetables, etc., can do untold harm.

Another thing I must mention is the

PACKING OF ORDERS.

a very important matter, and yet one which is relegated to the freshest boys in the store. A lady returned a pound of coffee a short time ago, complaining of a taste of sulphur about it, and the fact was revealed that it had been packed on the top of a box of matches which went in the same order. And I could give you similar instances, where good coffee had been rendered almost useless and the trade of the customer in question jeopardized. Be sure always to pack the tea and

coffee away from anything and everything which could possibly affect it, and the best plan is to have a separate box, clean and dry as a bone, for teas and coffees, then it will run no risk of being packed in a fish box, a haddie or codfish box, for instance. I spoke about this not long ago to a delivery clerk and he replied, "Why, haddie boxes are the nicest delivery boxes we have!"

I have often thought how much I would like to take some of our grocers and clerks through some good coffee-milling establishment, where they could see for themselves how very particular the operators are in their work of sorting, then cleaning and grading, then roasting of the berries. While the coffee is yet warm it is ground and packed in tin boxes, half-pound, one pound, and up to fifty pound tins, when it is labelled and taken to the ware-room ready for shipment, the whole manipulation, from beginning to finish, being a practical demonstration of the

NECESSITY OF CLEANLINESS

and the utter absence of all foreign flavors. It is not a question of what our mothers twenty years ago thought about coffee, or how the grocer around the corner used to handle his coffee, for likely he had only one scoop, and it had to do duty for pepper and tea, cloves and coffee, as well as salt, sago and snuff. This is a day when law and order should be recognized everywhere, and especially should we have the best going in our up-to-date stores. I would just as soon think of taking the peck measure or oyster ladle to fill up my coffee with as the scoops which are used by some grocers daily. No wonder your customers have been driven to the package goods, for they have seen some of your habits and they "beg to be excused," and so take the other fellow's brand, while you are out a nice little profit. Worst of all, you have by your carelessness forced them to use some brand which can be purchased anywhere else, and so they need not put themselves about to come to your store, when they can just send across to the little corner grocery. A customer lost through careless handling! Are our customers particular? Are they cranks? Let us praise them for it, and be even more particular, for it is right and will surely pay.

And so the proper handling means the easier selling, for after all

SELLING IS THE GOAL.

We buy and handle to sell. We read and think what and where to buy and how to handle that we may sell the goods. And how pleasant and comparatively easy it is to sell what we have confidence in ourselves; what we know comes up to our ideal of what is possible in coffee blending.

If there is one kind of an individual for whom I have no respect, it is that storekeeper who prates about relatives, friends, weather, the latest in novels or shows; but when he is asked about coffee is as dumb as an oyster. What is the matter? Why, his heart is in these things and not in his business; and the day seems so long, and dinner time or supper hour so tardy in coming, because he doesn't enjoy his work, and he is not trying to do his best. Know how to prepare coffee yourself and you will be able to speak from experience.

When the boys came home from South Africa how we endeavored to get near them to talk with them! Why? Because of their experience, thrilling and interesting as it was! And their words burned themselves on our memory, and we said: "What splendid fellows!"

And if we wish to impress our opinions upon our customers, we must

SPEAK WITH AUTHORITY.

though humbly and kindly, and be able promptly to give a reason why we recommend any special blend of coffee, so that if Miss A. wishes a nice, mild drink, we shall explain the character of our No. 2 blend, and if Mrs. B. wants a good, strong drink, our No. 1 blend will just suit, and so on. Take your customers into your confidence, and explain the proper mode of preparing for use; for really very few people know how, but will follow your advice gladly.

Sell your customers your best. Rather sell half a pound of good than a pound of cheap coffee, and it will pay you to do so. Few are attracted by low prices. It is quality that draws, and quality that retains.

Demonstrate your best blends occasionally. Serve with dainty cups and saucers.

Advertise judiciously. Let the people know that you are still alive and in the old stand.

Be good-natured, courteous, attentive, and keep your blends always up to the standard and enclosed in well-fitting tins, arranged in sight of your customers.



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.

HE MISSED HIS VOCATION.

DO you believe in palmistry? I suppose it is unnecessary to say that it is the science by which a palmist looks at your palm and by the lines on it tells not only your characteristics, but your probable future.

I never believed in it much until the other day, when a palmist read my old flipper and told me what sort of a man I was. I had no idea before that I was such a nice man. I repeated the whole thing to my wife that night, and I could see that she was impressed. After I was through, she observed that it was strange that after 28 years of married life she hadn't discovered some of the good qualities that the palmist had found in two minutes.

Seriously, I believe in any science or fad, whichever you please, that can see as far into a man's disposition as that palmist saw into mine. Actually, the analysis was so close that I felt an involuntary, modest shrinking while I was in the man's presence—sort of fearful that he could look right through my shirt and see the old brown mole on my heaving bosom.

I asked the palmist whether he himself believed in the thing. He said, with great earnestness, that he did, and argued that, in his opinion, it was not in the Divine plan to send a child to earth with no guide post by which his leanings should be determined, like a compassless ship. The lines of the palm, he thought, were the signs of character and trend by which a child should be started right on the walk of life.

This gives palmistry a practical bent that has never been claimed for it before. If the argument is logical, a father could forecast from the palm of his month-old baby that baby's future—what it was cut out for; what it should be.

For neither the shape of the hand nor the lines in it change, be a man 70 years old or 7 days.

I couldn't help but think of these things the other day as I stood in the little store of

a grocer and notion seller in a small Pennsylvania town. I have known the old fellow who runs this store for a good many years. He is about 70 years old—one of the little, old, mild-mannered fellows who invariably have large families.

The description of this old man will probably be recognized by nearly every salesman who travels through Central Pennsylvania. He has never been a successful merchant—he has never been anything like successful. He is as good an example of a misfit as I ever saw.

This poor old grocer is absolutely at the mercy of every salesman who sells him goods. He knows nothing about buying—he can't seem to learn anything about it. When the salesmen tell him to buy he buys. The salesmen all know the old fellow and they take care of him, for while any traveling man will dump with pleasure the merchant who poses as a smart Aleck, they are protectors as true as steel to the man who admits his ignorance and puts himself in their hands.

The old fellow takes a trade paper and seems to read it in a desultory fashion, but information about the markets seems to make no impression on him. He hasn't a shred of business instinct, and he has grown to lean so absolutely on the salesmen that he no longer considers it necessary to think for himself.

If this lamentable old failure had only had a father to study his palm as he lay in his cradle, he might have been spared this lifetime of failure. I looked at his hands that day as he wrapped up some sugar. They had long, slender fingers—a beautiful hand—the real artistic hand. The man should have been an artist or a musician. Never in the world should he have been a grocer or a merchant of any sort.

But seventy years ago palmistry, with other things, was probably not even dreamed of.

His customer gone, I engaged the old fellow in conversation. I wanted to see

whether my little attempt at reading his hand was borne out by the facts.

I asked him how business was. "Bad." I have never heard him say anything else for ten years. I looked about the store for a means of getting at what I wanted. Finally, I saw a gay colored poster back of the counter.

"It's wonderful," I said, "how beautifully color printing can be done nowadays. Look at that child—the flesh tints in the face there are wonderful!"

"Fair," said the old fellow, briskly, "but they need brightening a little. They're a little too pale. As a rule, the tones in these posters are exaggerated, but in this case it's the reverse."

"Pardon me," I said, "but you seem to know something about these things. Do you paint?"

"Oh, no," he replied. "I used to do a little at it when I was younger, but I haven't for twenty years." And the old fellow sighed.

This aged and forlorn grocer, rubbing along at 70 with a poor little unprofitable grocery store on his bent back, might have made a national reputation as an artist. He "used to do a little at it when he was younger"—how that speaks of a born ambition, only half gratified, then strangled!"

One look at his hands had told me more about his bent than a lifetime had told either himself or his parents.

All this for the want of a shrewd, keen-eyed palmist to look at that baby's palm, and say, "This child's bent is artistic; he should play, or sing, or paint."—Stroller, in Grocery World.

NO ESTABLISHED CREDIT.

Credit Man—Sorry, sir, but we cannot open an account with you because of your financial standing.

Rubbton—What's the matter with it?

Credit Man—Why, you've always paid cash.

This Will Remind You

that our "Kiji" Tea has arrived at the Coast.
Our travellers have samples of it, also other new Japans.

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

THE RETAIL GROCER should sell WILSON'S FLY PADS.

BECAUSE they are 300 times cheaper than Sticky Paper.
BECAUSE they are vastly superior to any other Fly Poison.
BECAUSE they always give satisfaction.
BECAUSE they pay 100% profit.

Avoid Unsatisfactory Imitations.

Archdale Wilson, Hamilton, Ont.

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.

Wholesale Grocers

HAMILTON.

**GOAT
TEA
1901.**

Our Famous "GOAT" Brand Japan Tea just arrived.
Packed in half-chests, boxes and caddies.

All orders holding will be shipped immediately.

QUALITY BETTER THAN EVER.

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

DOGS IN GROCERY STORES.

Dogs have their places, remarks American Grocer. They possess qualities that endear them to men and women. They also possess teeth that adhere very closely to a man or woman on occasion. Considering their affection for their master or their mistress and their friendship for friends, it is not surprising that so many dote on the dog, or even that women make fools of themselves over their beribboned puppies.

There may be a question as to whether a dog is in his place in a woman's arms, but there is no question that a dog in a grocery is, head, tail, and 'tween ribs, entirely out of place. We are not referring so much to the customer's canine as to the grocer's dog. He may be big, little, or average—the airy greyhound, the sportive terrier, the grim-visaged bull, or the majestic mastiff. In each and every case, the animal is out of gear with the business.

We are not referring to his natural-born habits. Under proper discipline they can be properized. Neither do we refer to any probable (though there is always a possible) attempt of the dog to make both ends of his teeth meet in somebody's calf. Our objection—rather, criticism—is that a dog lying in the doorway or cavorting about the

store is, in commercial parlance, "in restraint of trade."

Fear of the stranger-dog is inborn in most of the sons and daughters of Adam. Many a child, many a woman, and, more or less, men, have been prevented, by fear of a canine dental operation, from going into a store to buy goods. The dog-owner loses customers, alias profits, by the presence of his four-legged companion to such a degree that, did he realize it, it would make him both say and put in practice "Dog gone!"

It is always exasperating to the dog-fearer to hear the owner so confidently remark, "Oh, never mind, Jack; he won't bite," while the watchful "critter" is suspiciously looking at you and growling ominously. Curious, isn't it? The dog-owner is always sure his dog will never bite.

Friend grocer, if you are in business to realize the largest possible returns, either make a door-mat out of your dog or give him to somebody who has neither business nor friends.

The grocer who keeps his dog in the store
To snap at the cat or indulge in a snore,
Will add to his customer's comfort and ease,
Will find that his sales will be sure to increase
If he shortens the "dorg" by a head and a tail
And announces the fact to his trade by next mail.

GROCERS TO HAVE HORSE RACE.

On Wednesday afternoon next the Toronto Retail Grocers' Association intend enjoying an afternoon's fun at Exhibition Park. Owing to the fact that some of the events at the annual picnic at Oshawa were not run off, several prizes donated for that day were not disposed of, so it was decided to have another afternoon's sport.

There has been during the past year or two considerable discussion among the grocers of Toronto as to who possesses the speediest horse, so it has been decided to hold both trotting and running races to decide the championship.

Owing to the roughness of the ground at Oshawa, the quoit match there was not altogether satisfactory, and another match, to which entries from both travellers and grocers will be received, will be held. Another interesting event will be a relay race between grocers east of Yonge street and those west of Yonge.

A baseball match between the grocers' association and the wholesale fruiterers of the city is also on the programme for the day. This is likely to be a warm, keenly-fought contest.

Altogether, the afternoon promises to be an unusually interesting one.

ARRIVING OCTOBER

LOCHFYNE HERRINGS in Kegs.

OLIVES in Glass and 2 and 5 Gallon Kegs.

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

When visiting the City we cordially invite you to make

◀ **36 YONGE STREET** ▶

your down town headquarters. Our staff and services will be at your disposal.

THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

FIRE INSURANCE RATES IN THE MARITIME PROVINCES.

In its report of the discussion of fire insurance rates at the convention of the Maritime Board of Trade, The Monetary Times says that eight delegates retired while the subject was under consideration.

Our contemporary has been misinformed. Only one retired, and that one was Mr. W. M. Jarvis, St. John, the representative in the Maritime Provinces of the Liverpool, London and Globe Insurance Company, who did so, as he said, from a sense of delicacy. Our reason for referring to the error is to smother any impression that might get abroad that anyone left the meeting as a protest against the resolution that was under discussion. Instead of there being any dissentients, the delegates were unanimously in favor of the resolution.

In our own report a slight error occurred, through the printer substituting the word "have" for "leave" in the second line at top of third column, page 15. The sentence, which was in Mr. Jarvis' address, read: "But it was a serious matter to

have these boards and so weaken the influence which they exercised for good." Substitute the word "leave" for "have," and you have the sentence as Mr. Jarvis spoke it.

A SAD REMINDER.

The following, wreathed in a black border, was received a few day ago at this office. Kelly, Douglas & Co. are wholesale grocers in Vancouver, and THE CANADIAN GROCER sympathizes with them in their sudden and terrible bereavement:

VANCOUVER, B.C.,
August, 20th, 1901.
With sincere regret we beg to announce the death of Mr. F. R. Douglas by drowning on the ill-fated steamship Islander, which was wrecked amid icebergs off Juneau, Alaska, on Thursday morning, August 15th, 1901.
Yours respectfully,
KELLY, DOUGLAS & CO.

A. F. MacLaren Imperial Cheese Co. are booking orders for a fall shipment of olives in glass and kegs.

The Ross Tea Co. are demonstrating their tea at J. T. Petrie's store, St. Catharines, this week.

WINNIPEG MANUFACTURERS ORGANIZE.

Mr. T. A. Russell, secretary of the Canadian Manufacturers' Association, has followed up his success in organizing a branch of the association in Vancouver by the organization of a similar branch in Winnipeg.

On Friday last the inaugural meeting of the Winnipeg branch was held and the following officers elected:

President—F. W. Thompson.
Vice-President—E. F. Hutchins.
Secretary (pro tem)—C. N. Bell.

The following committee were also appointed to form a Provincial Committee: D. E. Sprague, F. J. Maulson, R. Muir, E. L. Drewry, G. F. Bryan and J. Hanbury.

Mr. Russell returned to Toronto on Tuesday.

FIRE IN A TORONTO GROCERY.

Late Wednesday evening fire was discovered in the grocery store of A. White, 440 College street, Toronto. The flames had originated in the cellar (it is thought from a lighted cigar butt thrown into the grating), and had burned through the floor before it was noticed. About \$600 damage was done, which is covered by insurance.



NIGHT and DAY.

A night and day staff has been found necessary to meet the large increased demand for

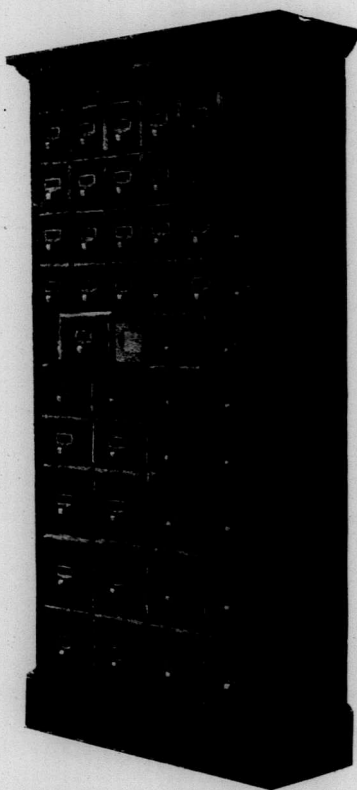
Upton's Jams, Jellies and Marmalade

Your valuable orders will be promptly filled.

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

SPICE AND GROCERY CABINETS.

NO part of a grocer's business has, of late years, received more attention than the arrangement of goods in his store. It has become a recognized fact that the appearance of a store has much to do with the success of the proprietor. The store which is dainty and attractive in appearance, in which everything is so placed as to keep it clean and sound, is the store which does much to attract and retain customers.



Owing to the especial need that spices and other delicacies handled by the grocer in bulk should be kept free from taint and dirt, the trade will be greatly interested in the spice and grocery cabinet, designed by J. S. Bennett, Toronto.

These cabinets are both substantial and attractive. They are fitted with drawers, which are a patent combination of block tin or galvanized iron and wood, which prevents cracking, shrinking and sticking.

They have a lip at the top, making them dust and insect proof; also a depression in the side, with a price card and a bronze label and drawer pull. The back and divisions of cabinet being metal, it defies mice and worms.

A cabinet similar to the one shown in the accompanying cut, and containing 24 drawers, each $4 \times 4\frac{1}{4} \times 10$; 12, each $4 \times 6\frac{3}{4} \times 10$; 12, each $6 \times 6\frac{3}{4} \times 10$ inches, and made in either oak, birch or maple and hard oil finished, is listed at \$20. Other

sizes are made, listing at \$15, \$28.50, \$17.50, \$32.50, \$22.50 and \$40.

Further information re these cabinets may be secured by communicating with J. S. Bennett, 20 Sheridan avenue, Toronto.

HOW THINGS GROW IN HAWAII.

How great are the possibilities of Hawaii as a fruit and vegetable growing country, will be understood, says an exchange, when it becomes known that four crops of potatoes have been produced in succession on the same piece of land within twelve months. Radishes become edible in ten days after sowing. Strawberry vines bear fruit all the year. The berries are of the finest flavor.

Cabbage grows all the year, and it apparently makes no difference whether it is planted in the spring, summer, autumn or winter. Parsley once sown, grows forever, apparently. Lima beans continue to grow and bear for over a year, and they have to be gathered every week after starting to bear. Cucumbers bear the entire year, and so do tomatoes, which, with proper attention, bear for years. Raspberries bear for six months.

Pineapples come into bearing when the plants are four months old and bear in abundance for years. Lettuce can be planted at any time and it develops quickly. The same is true of celery.

BREAD BY EXPRESS FOR GROCERS.

To the extent of the truth of the axiom that there is no proof of quality in any article so convincing as a constantly increasing demand for it, the advertisement of The Model Bakery Co., Limited, Toronto, manufacturers of Weston's bread, in this issue should be a convincing one. This firm, by virtue of the consistent quality of their bread, and the satisfactory treatment they have always extended to their customers, have succeeded in extending their trade to 120 cities, towns and villages throughout Ontario.

The bread is expressed (prepaid) daily from Toronto in baskets. During August 7,500 lb., or $3\frac{1}{2}$ tons, were shipped in this way every day.

In the great majority of instances this bread is handled by grocers, so that the increase in the demand for it has added materially to the revenue of many grocers throughout the Province. The Model Bakery Co., Limited, claim that this has not been the only advantage to the retailer handling their bread, maintaining that as bread is a staple article, the grocer who really handles good bread is bound to have a big connection with desirable customers.

THE CANNED SALMON FLEET.

THE Colonist, Victoria, B. C., of August 24 says: "To-day the sock-eye packing season ends, and in a short time the salmon carriers now arrived will have commenced loading the cases of British Columbian salmon for the British market. The Blytheswood, which has been lying at Esquimalt for a couple of months—having been one of the first of the salmon fleet to arrive—yesterday began to load ballast preparatory to going to the Fraser to begin loading, and the Largo Law, which has completed discharging her cargo of general merchandise on the Mainland is preparing to commence loading. The Combermere, which arrived some days ago at Port Townsend, is also preparing to receive her cargo.

"The salmon fleet this year will be one of the largest that has ever carried the British Columbian pack to the Old Country. In all nine ships have been chartered to date. The Beechdale is on her way up from Callao to load on the Fraser for W. A. Ward & Co.; the Red Rock is probably off the Cape waiting fair winds to enter with her cargo of merchandise, after discharging which she is to load salmon; the Santa left Juni on July 5 with nitre and general cargo for Honolulu, and is coming thence to the Royal Roads to load salmon; the Chas. Coteworth is 45 days out from Callao for the Roads; the Ballachulish left Santa Rosalia a month ago for Victoria, with part of her cargo loaded at Hamburg, to load salmon on the Fraser; the Havila is 50 days out from Santa Rosalia for Victoria, and with the vessels which have already arrived this will make a fleet of nine vessels in all which have been chartered to load the salmon pack of this season. As last year the fleet only numbered five vessels, it is seen that much more salmon is expected to be shipped to England this year than last. Last year's fleet was made up of the ships Ardnamurchan, whose home trip was the subject of much speculation; Machribanish, Naiad, Fiery Cross and Clan Mackenzie."

Mr. C. E. Macmichael, of St. John, N. B., has been appointed agent in New Brunswick for Upton's jams, jellies and marmalade, and also for MacLaren's Imperial cheese.

Mr. Fred Carne, jr., Victoria, B. C., spent a few days in Toronto last week. Mr. Carne is one of Victoria's leading retail grocers, and is taking a holiday trip east, visiting, among other places, Minneapolis, Chicago, Buffalo and Toronto. He was one of THE CANADIAN GROCER'S first subscribers in Victoria.

If You Simply Want Vinegar

Any kind of vinegar—without regard to quality, or the satisfaction you give consumers, and are indifferent about your future sales of this article,

Then any old vinegar will do—at any price—but—

If you are in business to give your customers every possible satisfaction, and, incidentally, largely increase your trade and profits,

We want to interest you in

IMPERIAL WHITE WINE VINEGAR

The highest standard of quality on this market—without a doubt. In Imperial you have a guarantee of absolute purity, full Government strength, strict uniformity, and perfect appearance, clear and sparkling.

Five grades—each the best procurable at the price.

DON'T GET ALARMED

if your coffee trade is not what it should be. There is hope yet. Order a 10 or 25-lb. tin of "**Boston Luxury.**" It is truly a "breakfast pet"---makes such a rich, mellow drink---miles ahead of any other coffee. Try a sample tin of it. Price, 28 cents---whole or ground.

JOHN SLOAN & CO., - - TORONTO.

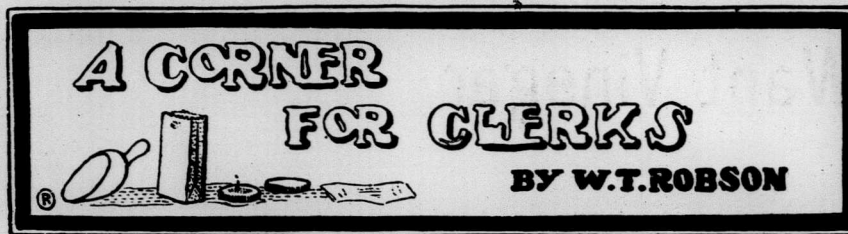


PLEASE THE PALATE

of the people and you have them. That is where "KENT" Baked Beans show their superiority over all others. Their appetizing flavor creates a demand for "more," which it is the business of the enterprising grocer to supply.

In large, flat cans, to retail at 10c.

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



A QUESTION REGARDING PREMIUMS.

"J. McF." writes: Is there any advantage to the grocer to push the sale of a line of goods because premiums are offered to the consumer?

I THINK not. The grocer must expect the cost of the premiums to be deducted from his profits or the consumer must receive less value than he otherwise would were the premiums not given. The retailer is the most likely man to suffer, because the manufacturer will probably reduce his profit to cover the cost, expecting the additional demand on account of the premiums to compel the grocer to keep his goods. It is not reasonable to suppose anyone can give as good value with premiums as without them, for that is simply impossible. Why should the grocer, by encouraging premium goods, be a party to hurt the trade of his fellow-merchant in the bookselling, jewellery, furniture or crockery line? Every retailer knows it is just as easy to sell the customer goods without as with premiums, for the average customer, when buying goods, never, as a rule, considers the premium, but the quality of that he is purchasing. To me, it is strange that cheap jewellery, watches, pictures and furniture must (presumably) be given away to sell soap, tea, washing compounds and baking powders. It is not a legitimate business. If it is right, then extend the system and give us premiums on everything we sell. My own idea is: Have the value in the goods, irrespective of anything else, and build up a reputation for dealing squarely and honestly by selling goods on their merits alone.

VINEGAR TAPS.

"R.O.F." writes regarding the vinegar tap difficulty. He says: "We have found the use of wine faucets the most satisfactory. We also find that all wood faucets are easily split when hammering to position. This I always superintend myself, as I find most clerks ram them in any old way." By boring the hole carefully, soaking the faucet before using, and a careful use of the hammer will insure perfect results.

This has been my experience to a large extent, and I also prefer the wine faucet to the all wood. It is not so apt to leak.

A QUESTION OF PARTNERSHIP.

"J.K." has a chance of going into partnership with another clerk, and buying out an old-established grocery business. He is now receiving a good salary as clerk.

It is very hard for me to advise you on a subject like this. One should be intimately acquainted with all the parties concerned

and the possibilities of the business mentioned before he is able to discuss this question in a fair way. As a rule I do not like partnership businesses. You should have a thorough knowledge of your partner's character before you make a decision. Differences of opinion on small matters have dissolved and ruined many a good firm. You are responsible for all the acts of your partner in connection with the business. It is not necessary for him to consult you—or you him, for that matter—so you must each fully realize the responsibility that rests upon you, for the welfare of the business depends upon this. I cannot advise you for or against this partnership. All I am able to do is just say a few words of warning along well-known lines. Where you have two men devoted to the interest of a business with sound commonsense, you have a partnership that is bound to be productive of good financial results. Again, when two men go into a business together and one distrusts the other, there is continual faultfinding, bickering over small things, allowing outside issues to interfere with their business friendship in any way, and you have a partnership that is going to end disastrously to all concerned. However, give this matter very careful consideration, talk it over thoroughly with your prospective partner, and have the agreement between you properly drawn up, so that nothing important is left to be understood. Have everything down on the agreement. This saves misunderstandings between you later. My only wish is that you may have success. One other important item: Don't leave your present position until the other is a certainty. "A bird in the hand is worth two in the bush."

PRIZES FOR CLERKS.

"G.S." writes: What about clerks getting prizes from wholesale houses for selling certain package goods?

More premium business, only it's the clerk this time. Well, he is no better than the customer, and should sell what his employer tells him. A proprietor often has lines of goods that are all right, yet they go slowly, and if he tells his clerks to push them out, they must (if the interest of the business has any weight with them) obey. I believe a man is paid to sell goods, and no particular line to the exclusion of others. If

the employer understands that his clerks receive this premium and is agreeable to the arrangement, then I have nothing to say, but under any other circumstances I do not think a clerk should push the sale of any one line of goods in preference to others, except as he receives instructions from his employer. Someone else wrote me asking this same question before; I hope we now have this matter finally settled.

WORKING FOR BOARD AND CLOTHES.

"Alex. B." says he is working at the business for only his board and clothes, for when he pays these two items he has nothing left for himself.

There are others in the same predicament, including a number of grocers, and some who tell me this are doing a good business, but are unable to get the profits. I'll admit it is not an agreeable condition of affairs, but at the present moment I am unable to suggest a remedy. If I remember rightly, you are young, and the experience you are now acquiring is valuable, providing you are making the best use of your time. A young man should be constantly fitting himself for higher and better employment. The opportunity is sure to come to him for using his knowledge. He may have some time to wait, but it is bound to come if he works for it. The trouble with the great majority of boys is they do not cultivate and develop their ability. They are always after amusement rather than instruction, and, as a consequence, fail to advance in any calling, simply because they are unworthy. We are all impatient. It is natural with some of us that we should be so, yet I often think most people get along as fast as they are qualified, yet we never think this of ourselves. It is pretty hard at times to get any honey out of the grocery life. It is an arduous business at its best, with lots of labor for small financial returns. One has to look long and carefully to find the redeeming pleasures of our business, and sometimes it is a question of a man's temperament if he ever finds any pleasing features in his business. The steadiness of the grocery business, unaffected by styles and seasons, is, to my mind, one of its chief attractions. One has to be continually working and selling in this business, and the successful man has no time to be despondent. Our business takes more of a man's time and energy than any other of which I have any knowledge. Dissatisfaction and despondency will wreck a man's prospects quicker than anything else, while the man who has hopefulness and cheerfulness will generally prosper.

J. & R. Robson, millers and flour and feed dealers, Brantford, Ont., have dissolved.



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

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

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

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

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

Temptation

"Good Morning, Mr. Baker,
 "I just arrived in town.
 "Say, I've got the swellest premium
 "That has ever been around,
 "It goes with so much chewing gum;
 "Burn me at the stake
 "If I've ever seen its equal—
 "How many will you take?

Then spake the lusty baker :
 "Young man, that scheme's a fake ;
 "For I figured with a drummer
 "The profit I would make.
 "I bought some Tutti Frutti
 "From that chap, the other day,
 "And from the way it's going
 "Guess I'll want some more to-day;

"So put down some Tutti Frutti—Oh,
 "Just a box or two ;
 "For when it's fresh it's better,
 "And sells much quicker too.
 "The public have that feeling,
 "When they want a chew,
 "It's Adams' Tutti Frutti,
 "No other brand will do."

HERE WE ARE AGAIN !

Just to show that we are still in the ring we quote
 you a **genuine small berry Ceylon Coffee**, roasted,
 for **25c.** per lb., and it is a better coffee for a 40c.
 retailer than most of those sold. We warrant you
 will be satisfied.

Pure Gold Co., Toronto.

FOR QUICK BUYERS —

SINGAPORE **PINEAPPLES**

CANNED

WHOLE, TALL, 1½'s and 2½'s; SLICED, FLAT, 1¾'s; CHUNKS, FLAT, 1's.

OUR PRICES WILL INTEREST YOU; WRITE FOR QUOTATIONS.

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

CHANGE IN VANCOUVER FIRM.

One of the oldest firms in Vancouver, that of Weeks & Robson, has been changed, Mr. Robson retiring and Frank Penwill entering into the business, which will now be conducted under the style of Weeks & Penwill. This house was established some years ago, and has succeeded in building up a trade which has given it a standing among the first-class business houses in that city. The addition to the firm, Mr. Penwill, is a young Victoria man who has been for about two years in Vancouver, and lately has been bookkeeper in this store.

He is progressive, energetic and affable, and with his introduction the business will proceed forward to success. The many friends of the new firm will wish it a prosperous career.

OYSTER SEASON SHORTENED.

A despatch from Ottawa states that the close season for oysters has been extended for both Prince Edward Island and New Brunswick, for a period of eight days, so that they may not be gathered nor exposed for sale until the 24th of September.

A. E. CAVELL REMOVING.

Mr. A. E. Cavell, vice president of the Toronto Grocery Clerks' Association, who has for several years been with Brown Bros., of Toronto, has accepted a position with the International Correspondence Schools, Scranton, Pa., and leaves Toronto this week to enter upon his new duties. As Mr. Cavell is one of the most popular grocery clerks of Toronto, being a good entertainer, an excellent athlete and a right good fellow, he carries with him the best wishes of many friends and fellow-clerks in Toronto.

25 Years of Coffee Experience

is in our Excelsior Blend. To-day it is at the head of the procession for value. Coffee is not cheap because of low price. In the cup Excelsior shows its value and proves that coffee is the drink that cheers. Excelsior is always uniform, always pleases.

Try a sample can and increase
your Coffee trade.

Todhunter, Mitchell & Co.

Coffee Importers,

Toronto

“Good
Enough.”

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

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

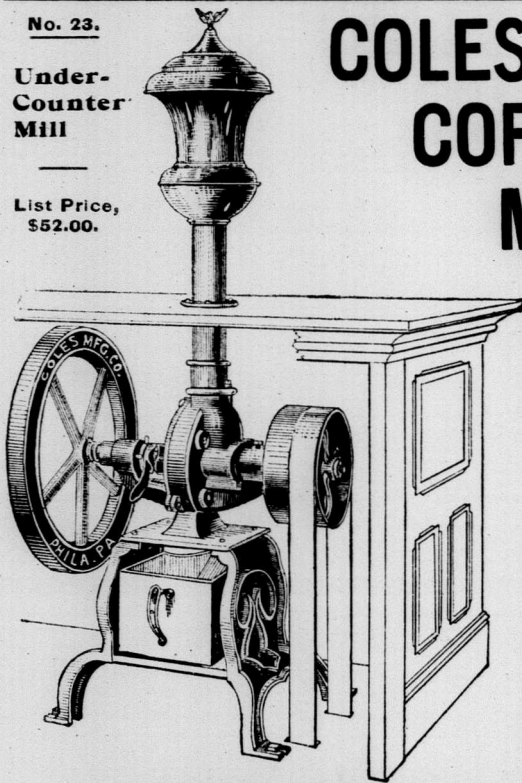
*Windsor
Salt.*

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

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Coffee.

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

**A GREAT
LABOR-SAVER.**

Our Grinders
wear longest.

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

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

Purity
Freedom from Acid
Flavor
Strength
Brightness
Freedom from Sediment

are what characterize our vinegar as
different and superior to all others.

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

TORONTO



President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

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

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ILLUSTRATE CANADA'S INDUSTRIAL LIFE.

THE preparations and decorations being made at all points to be visited by the Duke and Duchess of Cornwall and York are proceeding apace. It is right and fitting that arches and trimming of buildings should be done mainly for the purpose of ornamentation, and in an artistic manner.

But is there not also room for something to illustrate the industrial life of Canada? Are we to let the Royal party leave the country without some good illustration of the material progress which the community has made in the industrial arts?

We observe that at least a dozen of the leading newspapers of Great Britain will send representative correspondents to report the proceedings at all the points, and if they are struck by notable evidences of our manufacturing progress and development, the outside world will hear of it.

We observe that in Australia one of the arches under which the Royal couple passed was intended to set forth the immense butter-making industry of Victoria. Is it impossible for us to do something in that line here? What about our great cheese industry?

What about our fruit trade? Should these not be made to serve as part of the celebrations at certain points? There is nothing sordid or base about our parading

before the future Sovereign of this Dominion the extent of the wealth over which he must some day wield authority. The military demonstrations are all right as part of the celebration, and we thoroughly approve of them, but there surely must be room for other things, and the commercial phases of life in Canada can be made of sufficient interest to warrant their being included in the coming programme. Where there is to be an elaborate procession, the trades organizations can be made to play a splendid part, as they sometimes do at national fetes in Montreal and elsewhere.

We would like our readers to bring this suggestion to the notice of the committees in charge of the preparations, so that it may receive due attention. Arches to illustrate the dairy or fruit industries of Canada would not be expensive.

We could imagine a magnificent arch decorated with the almost tropical fruits which are grown in the open air of our clear climate, and any town in the vicinity of a fruit area which overlooks this feature will probably make a great mistake.

The Royal couple must have seen scores of the most artistic arches in the world, and, as far as high art is concerned, we are not likely to do any better than what has already been so well done in other parts of the British Empire. But whatever is unique, what is characteristic of our national life, will necessarily be far more interesting to our visitors than something along the daily level of ordinary decoration.

EVIDENCE OF A POOR PEACH CROP.

One can usually gather a fair idea, from a glance at the exhibits at the Toronto Industrial, as to what kind of a peach crop Ontario possesses.

Judging from the character of the exhibits this year, the reports which have been published lately have by no means exaggerated the unsatisfactory character of this year's crop.

Last year, the peaches shown were large in number and exceedingly fine in quality. The conditions are this year decidedly the reverse.

Canned peaches, this year, threaten to become, like the canned lobster, almost a luxury.

THE CALIFORNIAN FRUIT CROP.

THE present season has been up to date a most satisfactory one to Californian fruit growers. The crop has, on the whole, been somewhat under the average, but as the quality of the shipments has been unusually high, prices on all lines have been higher than they were a year ago.

The crop of cherries, which opened the season last June, was somewhat under the average and prices were kept steady and high.

Apricots, which came next to the market, were in fair supply, but an active demand held prices up.

There was an excellent crop of peaches, both in California and in the Eastern Southern States. The receipts in New York have averaged over 50 cars per day for some time. These large receipts naturally prevented high figures, yet the prices received were somewhat higher than last season.

Californian plums, which arrive on the market much earlier than the fruit from Oregon, Washington and Idaho, were an average crop, for which full figures were paid for all desirable lines.

Bartlett pears have been, however, the source of greatest satisfaction and most profit to the Californian growers. The crop in California was large and of superior quality, while, on the other hand, the extreme heat of July virtually ruined the crop in the Eastern States. Prices have consequently been fully twice as high as a year ago.

The least profitable crop of the season is the grape crop. It has been not much more than half a yield, and, though high prices are paid for well-colored grapes, only moderate figures are received for some of the receipts, which are not up to the standard in color.

While the growers have had a good year, an official report from the California Canners' Association states that the canners have not been able to put up a full pack. Owing to the brisk demand for the green fruit and to the difficulty of securing tin for cans, it is estimated that the pack of Crawford and Lemon Cling peaches and of Bartlett pears has not been above 30 per cent.

THE FRASER RIVER SOCKEYE PACK.

SOCKEYE salmon packing for the season 1901 is over, and the results are most gratifying, as far as quantity is concerned. Packing practically ceased the last week in August, the run of salmon having ceased. There is now no close season.

The pack on the Fraser river, if not the largest on record, very closely approximates to it. The largest pack on record was in 1897, when 879,775 cases were put up. And, up to August 24, a few days before operations ceased, 876,101 cases were estimated to have been packed this season. In face of these figures, it is likely that the pack of 1901 on the Fraser will be larger, rather than smaller, than that of 1897. In fact, more than one advice from the Coast estimate the pack at 900,000 cases. The pack of sockeye salmon at the different Fraser river canneries, up to the evening of August 24, was given as follows:

Cannery.	Cases.
Albion	22,000
Atlas	14,400
Anglo-American	10,900
Alliance	10,600
Aeme	12,000
Britannia	23,611
Brunswick No. 1	25,000
Brunswick No. 2	24,000
Beaver	18,369
British America	13,667
B. C. Pkg. Co.	13,360
Boutillier	10,233
Can. Pacific	20,662
Currie & McWilliams	31,000
Colonial	25,100
Celtic	13,000
Canoe Pass	12,426
Cleeve & National	23,500
Deas Island	20,800
Delta	16,473
Dinsmore Island	17,170
Ewens	25,000
English Bay	17,100
Federation	18,956
Fisherman's	14,240
Fraser River	15,848
Gulf of Georgia	44,386
Great Northern	11,311
Greenwood	13,300
Harlock	15,851
Hume	15,497
Industrial	14,000
Imperial	14,142
London	17,280
Phoenix	25,949
Pacific Coast	19,538
Provincial	13,000
Premier	10,350
Richmond	15,200
Scottish-Canadian	45,583
St. Mungo	20,750
Star	18,020
Terra Nova	18,600
Vancouver	14,514
Wadham's	19,519
Western Pkg. Co.	13,000
Westham Island	11,971
Wellington	14,925
Total	876,101

The pack on the Fraser river in 1898 was but 264,331 cases; in 1899, 527,396, and in 1900, 331,361 cases.

The total pack in British Columbia in 1897, the record year, was 1,040,000 cases. How the present season's pack will compare with that remains to be seen. One thing is certain: The pack on the northern rivers and inlets is a short one this season. In our issue of August 2, we pointed out that it would probably be only about one-half that of 1900.

There is naturally an easier feeling in regard to the price of canned salmon since it became evident that the pack on the Fraser was a large one. No change, however, yet appears to have been effected in the price of the standard brands such as "Horseshoe," "Maple Leaf" and "Clover Leaf." But on special and private brands there has been a reduction of 60c. per case on the Coast. There is an understanding among the packers on the Fraser to the effect that no cut in prices shall be made on the standard brands, the object being to protect dealers who placed their orders early in the season, and have in turn taken orders from the retail trade. In view of the light pack in the north, we may, however, expect a good supply of Fraser river sockeye salmon at a moderate price, something which has not been experienced during the last year or two. The English market is easier in sympathy with the conditions prevailing on the Coast.

On account of the large pack of sockeye on the Fraser river, it is said the canners will give little or no attention to cohoes this year. Should this idea be persevered in, it will naturally help to steady the market for sockeye salmon.

As pointed out in another column, the fleet of vessels to carry canned salmon to the English market will be larger than last year, there being nine, each with a carrying capacity of 60,000 cases, chartered for the purpose.

OUR BACON TRADE WITH BRITAIN.

THERE was a most unsatisfactory decline in the import of bacon and hams from Canada into Great Britain during the first seven months of the present year as compared with the same period in 1900.

In bacon the decline was over 35 per cent., the figures, according to British

returns, being £603,875 for the seven-month period of 1900, and £387,708 for that of the present year. The decline in hams was relatively greater, being nearly 49 per cent. The actual figures for the respective periods were £234,559 and £120,298.

It is somewhat satisfactory to know that the decline is not due to any unpopularity of our hog products in Great Britain, but simply to the inability of the packing-houses to obtain raw material enough in the shape of hogs to fill their requirements.

We know of one packer alone who, up to a few months ago, was short over 75,000 hogs compared with the same period a year ago.

A report published by the Dominion Trade and Commerce Department, but compiled from British returns, shows that while the imports of bacon and ham from Canada for the 12 months ending June were less in quantity than during the same period in either of the preceding years, they did not show nearly the same relative shrinkage as during the seven-month period to which reference has just been made. The figures giving the reports (in cwt. of 112 lb. and value in dollars) of bacon and hams into Great Britain from Canada during the last three years, ending June 30, were as follows:

	1899.	1900.	1901.
Bacon.....cwt.	500,100	547,797	414,356
".....\$	4,379,375	4,799,426	4,384,107
Hams.....cwt.	142,473	166,065	155,110
".....\$	1,341,618	1,731,375	1,760,151

As the cause of the decrease in our trade with Great Britain in bacon and hams will naturally soon be rectified, we may confidently expect, in view of the high reputation Canadian hog products possess there, to see the results more gratifying in the future than they have even been in the past.

The imports of bacon and hams into Great Britain from all countries during the six months ending June for three years will give our readers an idea of the possibility of an increased trade in that direction. The figures are:

	1899.	1900.	1901.
	Cwt.	Cwt.	Cwt.
Canada.....	153,026	247,050	131,542
Denmark.....	601,340	583,574	524,388
United States....	2,139,243	1,992,354	2,163,710
Other countries...	14,005	26,418	17,886
Totals in cwt...	2,907,614	2,849,396	2,839,526

	1899.	1900.	1901.
	Cwt.	Cwt.	Cwt.
Canada.....	60,318	75,685	34,613
United States....	895,455	790,615	856,881
Other countries....	1,574	1,883	1,663
Total in cwt.....	957,347	868,183	893,157

TRADE IN COUNTRIES OTHER THAN OUR OWN.

CALIFORNIAN ORANGE CROP.

PRIVATE advices from the Coast, regarding oranges, state that the crop for the coming season is estimated at fully 25,000 carloads. "The fruit," says the advices, "is not so heavy on the trees, but with the increased acreage and favorable weather conditions we will probably ship more oranges from Southern California the coming season than last."

SITUATION IN FILBERTS.

Private mail advices from Messina, under date of August 21, report on filberts: "Spot stocks are nearly exhausted. There remain only a few hundred bags. As regards October filberts there are many sellers and only a few are considered reliable. Many short sales have been made. It is feared some of the sellers will not fulfil contracts, and it is necessary to act very cautiously in making sales for forward delivery. Just as soon as this state of affairs changes we will be in a position to make firm offers for round lots and at prices lower than those quoted to-day."

CANNED SALMON EASIER IN LONDON.

Salmon on the spot is easier, and the grocers, who have of late been simply buying from hand to mouth, are already taking advantage of the reduced prices, and a considerable quantity has changed hands. It must not be forgotten, however, that there are still six months trade to be done before the arrival of new salmon in any appreciable quantity, and considering that present stocks are, perhaps, the lowest on record, it would seem that the reduction in price, which has taken place during the last few weeks, is perhaps more than is really justified—for instance, the fall in flat salmon has, in some instances, been approaching 10s. per case, and in some descriptions of tall the fall is 6s. per case. It is also well to bear in mind that packers' ideas for the price of new are at present somewhat above the value of spot prices, and the mistaken policy frequently practised now-a-days of over-discounting the future markets, may be found in this instance to apply to salmon.—Produce Markets' Review, Aug. 24.

CURRENTS IN GREAT BRITAIN.

The market for currants continues active, and Gulph and Vostizza fruit are 1s. to 2s. dearer, due to a steady business and rapidly diminishing stocks. As a full fortnight must still elapse before the first arrival of new fruit, and in view of the genuine scarcity of merchantable parcels, this ten-

dency is likely to become further accentuated during the next two weeks. Provincial is still in sufficient supply and unchanged in price. Shipments of new crop have been delayed by unfavorable weather in Greece, having hindered the drying, and the first steamer's departure may be expected to take place at the end of the present week, instead of several cargoes being despatched some weeks previously, as was originally expected. The earlier estimates of the crop are now generally considered to have been too liberal, and when the quantity retained by the Greek Government under the Parakratisis law (and fixed for this year at 12 per cent.) is deducted from the total, not very much more than 100,000 tons would seem likely to be available for export. If these calculations prove to be correct, prices at present quoted for new currants are likely to be fully realized, but, in the absence of authentic information, there is no inclination in the direction of speculative buying.—Produce Markets' Review, August 24.

CALIFORNIAN PRUNE CROP.

Telegraphic advices from the Coast state that, in consequence of the determination of the Cured Fruit Association to erect its own warehouse, at least one member of the executive board has resigned from the organization. It is understood from the advices that the new packing-house is to be erected in spite of the opposition element. Another telegram stated that at the present time the association controls only about 30 per cent. of the prune crop. These advices, together with the low offerings of prunes of the new crop already reported, have tended to weaken the interest in both old and new prunes among buyers here. Mail advices supplementing previous telegraphic information state: "In some quarters on the Coast there is an impression amounting to a conviction that the estimates given out regarding the coming prune crop for this State (California) are too low. Some hold that the production will be in excess of 100,000,000 lb. The official estimate by the association is not exceeding 60,000,000 lb. Add to this 40,000,000 lb. for the Northwest, there is a total of 100,000,000 lb., as against a crop of 185,000,000 lb. last year. The carry-over, it is figured, does not exceed 35,000,000 lb. The crop of prunes in France is figured at 40,000,000 lb., and the Turkish crop at 88,000,000 lb., making a total estimated production for this year all over the world of 228,000,000 lb., compared with a total (also estimated) of 341,000,000 lb. last year. No figures as to the carry-over from last year in foreign countries are

available, but stocks in first hands in this country are estimated to be between 30,000,000 and 35,000,000 lb. Taking the inside figures this will make, supposing the estimates on the new crop are correct, a total of 258,000,000 lb. for the world, or 83,800,000 lb. less than last year. This, with the short apple crop and expected increased consumption of prunes on that account should take care of this year's production very easily provided prices are not too high. Discussing the situation to-day a prominent broker here said: "The trouble with figures on crops at the outset of the season is that they are apt to be very misleading. Last year early estimates figured a Californian crop of only about 120,000,000 pounds, when in reality the total was from 25,000,000 to 30,000,000 greater. No one knows what the carry over really is, and the crop is likely to be 10 or 15 per cent. greater than is figured on. The great trouble at present is the unsatisfactory conditions now existing on the Coast with regard to the Association. Suppose it continues this season, it hardly looks reasonable that a price lower than 3½c. basis on four sizes can be made without injury to purchases on the old stock on the 2¼c. basis. Yet if a 3½c. basis is made there is nothing to interfere with the outside selling at enough under to capture the business on the start off. The prospect is decidedly uncertain, and it looks now as though the trade here is disposed to wait for developments."—N. Y. Journal of Commerce.

THE COLOMBO TEA MARKET.

Odell & Co., Colombo, Ceylon, in their tea circular of July 22, say: About 29,438 packages have been offered since our last, of which 24,625 passed the hammer at an average of 32c. per lb. The market remains firm with an upward tendency for all grades, especially common Pekoes and Pekoe Souchongs; there has also been some keen competition for good to fine broken, which have advanced in price. The quality shows an improvement and is likely to be good. The Chamber of Commerce quote shipments from January 1 to July 22, 1901:

	1901. Lb.	1900. Lb.
For London.....	61,433,981	66,456,657
" Germany.....	226,304	188,606
" Russia.....	2,883,082	4,724,242
" Other countries in Europe.....	499,984	445,720
" Australia.....	11,706,689	8,628,686
" America.....	1,096,947	2,731,471
" China.....	1,755,619	783,867
" Africa.....	162,606	105,488
" Other countries ..	843,836	458,679
Total.....	82,609,048	84,523,506

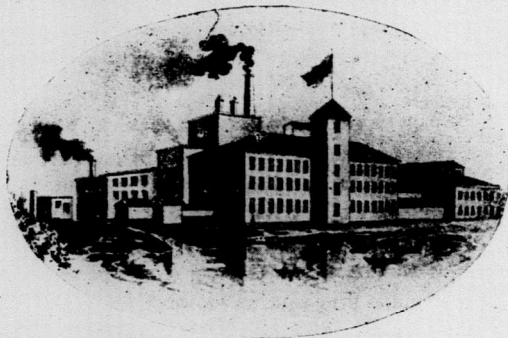
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# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

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

## ONTARIO MARKETS.

Toronto, Sept. 5, 1901.

### GROCERIES.

THIS being the second week of the Industrial Exhibition, most of the local wholesale houses have their travellers in the warehouse to receive such of their customers who may be taking advantage of the low railway rates to visit the "Queen City." Quite a number of customers from outside points have visited the various warehouses during the week. Except those from distant outside points, few have placed large orders. The frequency with which travellers now call on retailers throughout the country leaves very little necessity for their buying when visiting the city during the Exhibition. The general volume of business is fair for this time of the year. The primary market has been a little easier on currants, but the cables indicate that a better tone is developing. Canned salmon is easier on the Coast on private and special brands, but no change has been made in the quotations on the standard brands.

### CANNED GOODS.

Reports vary somewhat this week in regard to the condition of the canned salmon market on the Coast. The market is undoubtedly easier on account of the large pack on the Fraser River, but quotations on such standard brands as "Horseshoe," "Maple Leaf," "Clover Leaf," etc., are unchanged, and it is not expected there will be. Private brands and brands not so well known can, however, be obtained on the Coast at about 60c per case less than they could here at the opening of the season, and there have been transactions during the week at the lower prices.

The situation in canned vegetables is much about the same as it was a week ago. Very little business is being done. The pack of corn is likely to be a fairly-good one, the crop—thanks to the rain—having turned out much better than anticipated. Matters are, so far, progressing well in regard to canned tomatoes. The

ruling price for corn is 75c. up from stock and 80 to 85c. for futures. Samples of new-pack corn have been shown during the past week, and the quality is pronounced to be excellent. Tomatoes are quoted at 80 to 85c. from stock and at 85 to 90c. for futures. The lowest quotation for peas is 80c.

Canned apples continue firm in view of the certainty of a light crop. The demand, however, is not brisk. Prices rule at \$2.25 to \$2.40 for gallons and 90c. to \$1 for 3-lb. tins.

### COFFEE.

There have been a few more transactions during the week on importation account, but importers are, as a rule, holding off in anticipation of lower prices. New York prices are, however, firm, and some lots which have been thrown on the market by bears have been quickly absorbed and prices have been maintained. The demand

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

on retail account, keeps fairly good with quotations as before. Green Rio, No. 7, 7¾c.; No. 6, 8¼c.; No. 5, 8¾c., and No. 4, 9½c.

### SYRUPS AND MOLASSES.

Trade continues quiet in both syrups and molasses. Open kettle grades of New Orleans molasses are scarce and firm. Local quotations are unchanged.

### RICE AND TAPIOCA.

The usual steady trade is being done in both rice and tapioca. B rice is quoted at 3¾c. per lb., Japan and Java at 5½ to 6c. Tapioca is 4¼ to 4½c.

### SPICES.

The pickling season is now on, and a good trade is being done. Ginger is firm, with an upward tendency. Pimento has advanced on crop news.

### SUGAR.

A little better demand has been experienced during the week, particularly on city account. Business is, however, still rather lighter than it should be at this time of the year. The outside raw sugar markets are dull and easier. Both beet and cane sugars are lower in Europe, and raws declined 3-16c. in New York last week. Holders in

the latter city, however, prefer, as a rule, to store their sugars than to accept the figures now ruling, which are exceptionally low. In the United States, country dealers allowed their stocks to run down so low that a forced demand, according to Willett & Gray, sprang up last week, and it has been maintained. Prices locally are unchanged.

### TEAS.

Local wholesalers report that a better demand has developed during the past week. It has been particularly noticeable in regard to Japan teas, induced, no doubt, by the better values that have been offered. There are Japan teas which last year sold as high as 22c., which can be obtained at 19c. this year. This, of course, permits the retailer obtaining a good tea to retail at 25c. Very little is being done in Indian and Ceylon teas this week. To what extent this may be due to the weaker markets cannot be said.

Mail advices from London, England, under date of August 23, say that at the auction, Indian tea, of good quality, sold well, while common and medium showed a decline of ¼ to ½d. per lb. In Ceylon teas prices were, on the whole, fairly steady, although some irregularity was occasionally noticeable.

### FOREIGN DRIED FRUITS.

CURRANTS—Some weakness was experienced in currants early in the week, cables from Patras announcing a decline of 2s. per cwt. A cable, however, received in Toronto on Wednesday said: "Market for sound fruit is strong owing to rain." The prices ruling in Greece are still 2 to 3c. below the figures ruling here for old fruit. The local demand is being well maintained. Ruling local prices are 9c. for Filiatras, 10½c. for Patras, and 12½c. for Vostizzas.

VALENCIA RAISINS—The local market is much demoralized as to prices. Sales are being made in some instances at a loss of fully 3 to 3½c. per lb. Ruling quotations are 5 to 6c. for selected and 4 to 4½c. for fine off-stalk. A cable from Arguimbau, of Denia, says that very few orders are on the market, and that lower prices are expected.

SULTANA RAISINS—The crop of Sultana raisins, which was recently estimated at 32,000 tons, is now placed at 25,000 tons, owing to damage by hot, dry weather. Prices, however, have not, so far, advanced as a result of the reduced estimate.

**PRUNES**—Prunes are quiet and nominally unchanged in price. Californian prunes are quoted at the following: 30-40's, 8 to 8½c.; 40-50's, 7½ to 8c.; 50-60's, 7 to 7½c.; 60-70's, 6½ to 7c.; 70-80's, 6 to 6½c.; 80-90's, 5½ to 6c.; 90-100's, 5 to 5½c. French prunes, 3½ to 4c.

#### GREEN FRUITS.

There is no diminution in the activity on the fruit market. Peaches, pears, plums, apples, melons and tomatoes continue to arrive in large quantity. Grapes are becoming more plentiful. Bananas are offering more freely, but there is not the glut noted last week. Blueberries and lawtonberries are still coming in, but they are not as sound as former receipts. We quote as follows: Pears, 20 to 40c. per basket; peaches, 30 to 40c. for white and 60c. to \$1 for red; plums, 25 to 40c.; apples, 25 to 40c.; blueberries, 75 to 90c.; tomatoes, 10 to 15c.; cucumbers, 10 to 15c.; gherkins, 35 to 45c.; peppers, 25 to 50c.; grapes, in 10 lb. baskets, 15 to 20c. for Champions and 25 to 30c. for Moore's Early and Moyer's; muskmelons, 25 to 35c. per crate of 12; watermelons, 15 to 25c. each; bananas, \$1.75 for 1st and 75c. to \$1 for eight-hands. New Verdill lemons are offering at \$3.75 to \$4.25 per box, and late Valencia oranges are steady at \$5 to \$6.

#### COUNTRY PRODUCE.

**EGGS**—The market is steadier, as the demand is somewhat improved. The receipts continue large. From 12 to 12½c. is the usual quotation.

**BEANS**—There is little doing in a local way, but, on account of the stiff feeling in the growing districts, the quotations reported last week, \$2.25 to \$2.40, are still given out by jobbers.

**HONEY**—The market is stronger, and prices are 1c. higher for extracted. We quote: 8½ to 9½c. for extracted clover and \$1.35 to \$1.50 for No. 1 clover comb.

**DRIED APPLES**—There is still practically nothing doing, and dealers refuse to acknowledge a basis for this season's production. Some exporters predict high prices, but there is no certainty of that as yet. Evaporated apples are stiff, but there is little doing. From 7½ to 8c. is a fair range, nominally.

**POTATOES**—The market is steady, and, though the quality coming to hand now is superior to previous shipments, there is no change in quotations. We quote 55 to 65c. per bush.

**DRESSED POULTRY.**—There is a fair trade at steady prices. We quote: Chickens, 45 to 50c. per pair; hens, 45 to 50c. per pair; ducks, 60 to 70c. per pair.

**LIVE CHICKENS**—The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until September 19, for spring chickens, not less than two lb. each, 5½c. per lb. For ducklings, not less than four lb. each, 4c. per lb. For hens (including last year's birds) 4c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

#### BUTTER AND CHEESE.

**BUTTER**—The market, especially for dairy grades, is decidedly dull. There is a moderate demand for creamery for export, but dairy is not wanted and is accumulating. We quote as follows: Dairy prints, 17 to 18c.; best tubs, 16 to 16½c.; seconds, 11 to 13c.; creamery prints, 21 to 22c.; boxes, 20c.

**CHEESE**—Owing to the large holdings and the little indication of improvement in the export demand the market is certainly dull. Prices are unchanged, however, at 9½ to 10c.

#### FISH.

There is a liberal supply of all fresh fish, and prices are steady. We quote as follows: Fresh fish—Spanish mackerel, 12½c.; codfish, 6c.; whitefish, 7 to 7½c.; trout, 7½c.; halibut, 15c.; sea salmon, 20 to 25c.; haddock, 6c.; herring, 4c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 per basket. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. n box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

#### VEGETABLES.

Sweet potatoes are now on the market. Lettuce is scarce. There is an excellent demand for practically all lines. We quote: Carrots and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 20 to 30c. per doz.; radishes, 15 to 20c.; watercress, mint and parsley, 20c.; cauliflower, 75c. to \$1.25; celery, 40 to 65c.; cabbage, 30 to 50c.; corn, 6 to 8c.; cucumbers, short, 10 to 15c.; tomatoes, 10 to 20c. per basket; butter beans, 20 to 25c. per basket; dry onions, \$1.25 per bush.; new potatoes, 75 to 80c. per bushel; gherkins, 50c. per basket; egg plant, 30 to 35c. per basket; sweet potatoes, \$4.25 per bbl.

#### HIDES, SKINS AND WOOL.

**HIDES**—There is a good demand. We quote: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

**SKINS**—The market is steady and unchanged. We quote: No. 1 veal, 8-lb. and

up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1; lambs and pelts, 40c.

**WOOL**—Prices are unchanged, and the market is fairly active. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—The wheat market continues firm, as in fact are all grains. Manitoba No. 1 hard is quoted at 85½c. grinding in transit, or 83½c. Toronto and west. Ontario wheat is quoted at 70c. at outside points, middle freights. More activity is noted on the Toronto street markets, where prices are steady as follows: Wheat, white and red, 71½ to 73c.; goose, 67 to 69c.; oats, new, 36 to 37c.; rye, 52c.; barley, 49 to 51c.

**FLOUR**—The demand keeps brisk at steady prices. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4.15; Manitoba strong bakers', \$3.85; Ontario patents, \$3.70 to \$3.80; straight roller, \$3.40.

**BREAKFAST FOODS**—There is a fair demand at unchanged prices. We quote: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.35 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

#### MARKET NOTES.

Honey is 1c. per lb. dearer.

Sweet potatoes are on the market—\$4.25 per bbl.

Canned salmon is lower on the Coast on other than well-known standard brands.

The estimate on the crop of Sultana raisins has been reduced to 25,000 tons. The estimate was formerly 32,000 tons.

Early in the week currants declined 2s. per cwt. in Patras, but a later cable announces that the market is firm on good, sound fruit.

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## QUEBEC MARKETS.

MONTREAL, September 5, 1901.

### GROCERIES.

**A**S a general rule, good business is reported for the past week, and the fall demand seems to be opening up in a fair style. While sugar remains steady there are several notable changes this week. Among the chief is a decline in canners' prices of Fraser River sockeye salmon, due to the unexpectedly heavy pack which the market could not support. Currants are also cabled lower this week, the decline amounting to 3s. 6d. from the highest point. The situation in canned vegetables is becoming acute, and there are those who are sanguine that we shall see \$1 vegetables before the turn of the year. This week most houses have advanced tomato quotations 2½c., and there is talk of the canners withdrawing quotations on tomatoes and corn for the time being till it is decided just how large the pack will be. One canning firm writing to a local house this week prophesies a 50 to 60 per cent. pack of last year's. Gallon and evaporated apples are very stiff, the factories declining to quote on the former and asking 9c. for the latter. Peaches are 25c. per doz. higher, although some houses have not changed in sympathy yet. Red pitted cherries are also higher, while strawberries are said to be cleared from first hands. Pork and bean prices have been raised by the canners, 2-lb. plain now being worth 80c., and with sauce 85c. Coarse salt has been raised 2c. per bag. Tapioca is dearer at primary markets, and pearl brown sago is ¼c. higher. Corn beef has declined 10c., while lard and pork are both higher.

### TEAS.

Sales of teas from primary hands have been disappointing, so far as the local trade is concerned. There is still no animation to the market. Latest advices from Yokohama say that rates have ruled weak throughout the interval under review, and at the close it is possible to make a still further reduction in quotations for grades below finest.

In regard to Indian and Ceylon teas, the primary markets continue to show some improvement, and medium grades are bringing better prices.

### SUGARS.

Since our report of last week, there has been little new to note in the sugar market. Prices in the foreign market for beet sugar have fluctuated between 8s. 3d. and 8s. 4½d. for August, and the latest cable to hand reports the feeling rather easier. European reports say that invisible supplies are undoubtedly much heavier than they were last year. Of course, the course of

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the market from now out depends upon the progress of the new crop, but, so far, this promises well. Should the outturn be equal to last year's, plus the acreage, there will certainly be low prices on raw sugar. The New York market has ruled fairly steady, with sellers of centrifugals, 96 test, at 4c. The condition of the local market has not materially changed. Refiners still complain that the amount of business is not up to the season, but now, as the market is more settled, buyers will not likely be so limited in their requirements. Prices are unchanged at \$4.40 for granulated and \$3.65 to \$4.30, according to quality, for yellows.

#### MOLASSES.

Naturally, there is not much business being done in molasses, but, nevertheless, a firm tone is to be noted. Round lots are offered at not less than 28½c., while the wholesale price in small lots is still 29c. Antigua molasses is offered in round lots at 21 to 21½c.

#### CANNED GOODS.

During the past two weeks there has been a much better business done in canned goods, both on spot and in futures, due to the very strong tone that is pervading almost the entire canned goods market. The most marked advances are in gallon apples, which are not to be had for immediate delivery under \$2.25, while factories will not quote for futures. English importers are offering \$2.70 and the New York price is \$2.50. Evaporated apples are quoted at 9c. f.o.b. factory. Canadian red pitted cherries are also higher, and a fair value now would be \$2.30 to \$2.35, although all the wholesale houses have not taken advantage of the rise as yet. It is said that the canners are about cleaned out of strawberries. Vegetables, too, are seriously affected. It is estimated now by competent authorities that the pack of peas was only 60 per cent. of that of last year, while the prospects indicate even a lighter pack of tomatoes and corn. We have seen confidential advices which talk of \$1.00 vegetables before the turn of the new year. While this description of the situation may be extreme, there is no doubt that the outlook is for an exceptional market. Most dealers have advanced tomatoes 2½c. this week, quoting 85 to 90c. Corn is worth 75 to 80c. and peas 80 to 85c. We have already noted the important changes in the fruits. The idea as to prices is: Strawberries, \$1.50; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.90 for 2's and \$2.65 for 3's; sliced pineapple, \$2.30, and \$2.45 for grated; 3-lb. apples, 90c.; red pitted cherries, \$2.00, and whites,

\$2.15. Corn beef has declined about 10 per cent., Clark's 1 lb. tins now being worth \$1.45, and 2's, \$2.70.

The result of the exceptionally heavy pack has been the offers of several Fraser River brands at \$4 per case, a decline of 60c. on opening quotations. New Northern river red sockeye has come to hand this week and is selling at \$4.80. Fraser River goods will be quoted hereafter at \$5. It is said that several contracts made for Rivers Inlet salmon will be partly filled with Fraser River goods.

Pork and beans have been advanced by the canners and fair quotations from wholesalers now are 80c. for 2-lb., plain, and \$1 for 3-lb.; 85c. for 2-lb., with sauce, and \$1.10 for 3-lb. Some houses are selling below these figures yet.

#### SPICES.

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

#### RICE.

Advices from Singapore indicate a much firmer market for tapioca, and higher prices are warranted. Local dealers are selling at 3¾ to 4¼c. Sago has been advanced ¼c., pearl brown now being worth 3¾ to 4¼c. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¾c. per lb.

#### FOREIGN DRIED FRUITS.

CURRENTS—Advices from Greece indicate a weaker market for currants, the decline amounting to 3s. 6d. from the highest point. At this price dealers are buying with confidence, the orders placed being fully equal to those placed a year ago. On spot currants are worth 9 to 10c. for fine Filiatras. New crop for delivery the first half of October are quoted at 5¾ to 6¼c. for fine Filiatras, 6¼ to 6¾c. for Filiatras cleaned, in half-cases; cleaned in 1-lb. cartons are worth 8c.

VALENCIA RAISINS—Valencias are easy both on spot and at primary markets. Spot goods are offered at 3¾c. for fine off-stalk, while Trenor's blue eagle fine off-stalk is cabled at 18s. 6d. f.o.b. Seeded raisins have been advanced from 8c. to 9½ to 10c. per box.

SULTANA RAISINS—The trade is beginning to make its purchase of Sultana raisins at slight reductions from last week; in fact, prices have declined about 4s. from the highest point touched. Prices on new goods will range about 12, 11 and 10 cents for 2 star, 3 star and 4 star.

MALAGA RAISINS—Quotations have been received, namely 7s. 3d. f.o.b., Montreal, per box of Connoisseur clusters, but shippers advise to wait for lower prices by first direct steamer.

FIGS—Comadre figs remain about steady. Comadre figs to arrive are worth 3¾ to 3⅝c. in tapnets, and Eleme figs in 10 lb. boxes \$1.05 to \$1.10.

DATES—Advancing; the quotation for Hallowe dates this week being 3¾ to 4¼c.

EVAPORATED APPLES—The market is very strong. Spot goods are worth 8c., full, while packers are said to be asking 9c. at the factory.

#### NUTS.

Grenoble walnuts are steady and low and will sell at about 11c. Tarragon almonds remain at about last week's quotations and will probably be offered at 11c. Shelled almonds to arrive will be worth 26 to 27c. Filberts are a little firmer at an advance of some 6d. per cwt. on the week's transactions.

#### GREEN FRUITS.

Business is reported quiet, considering the quantity of fruit that is coming forward. Immense consignments of peaches, pears, plums and grapes have been received and are moving off only fairly well. We quote: Californian Valencias, \$5 to \$6 per box; Messina lemons, 300's, \$3.25 to \$4.50; 360's, \$3.25 to \$4.25 per box; Verdilli lemons, \$3.75 to \$4.75 per box; pineapples, 20 to 30c.; Canadian apples, 20 to 30c. per basket; Californian plums, \$1.50 to \$2 per box; peaches, \$1.75 to \$2; limes, \$1.50 per box; Ontario peaches, 30 to 50c. per basket; Ontario plums, 35 to 60c.; cocoanuts, \$3.25 per bag of 100; Californian Bartlett pears, \$3.25 to \$3.50 per box; blackberries, 8 to 10c.; watermelons, 20 to 25c.; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.35 to \$1.50; Canadian pears (baskets), 30 to 50c.; Bartlett pears (bbls.), \$3.50 to \$4.50; Clapp's Favorite (bbls.), \$3 to \$3.75; Ontario muskmelons, 50 to 60c. per crate.

#### COUNTRY PRODUCE.

EGGS—The market is firm both here and in the country, and prices have an upward tendency. Straight lots as they arrive are worth 11½ to 12c., while as high as 13c. has been paid for candled eggs. The export demand has improved, and sales are being made at 7s. 2d. and over for 15-

market, and Eastern,  $9\frac{1}{4}$  to  $9\frac{3}{8}$ c. The outlook is not encouraging.

MONTREAL NOTES.

Tapiocas and sago are advancing.

Pork and beans has been advanced.

There has been a break in the price of Fraser River salmon.

Pure lard is  $\frac{1}{4}$ c. higher. It is now worth \$2.40 to \$2.45 a pail.

Canned peaches have been advanced quite materially by the canners.

Seeded raisins in pound packages have advanced from 8c. to  $9\frac{1}{2}$  to 10c.

Corn beef has declined from 5 to 10 per cent., both Canadian and American.

Canary seed has advanced, and is now worth 3 to  $3\frac{3}{4}$ c., a rise of  $\frac{1}{4}$ c per lb.

Coarse salt has been advanced 2c. per bag, the quotation now being  $47\frac{1}{2}$  to 50c.

A cable says the Spanish onion crop has been exhausted, and acting on this assumption, dealers have raised their prices 10c. to 90c. per crate.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., September 5, 1901.

THE week has been a fairly busy one. The matter of chief interest has been the introduction of the new sugar agreement. It starts out with every chance of success, having the support of almost the entire wholesale grocery trade of the Maritime Provinces. And from the point of self-interest those who are parties to the agreement are interested in seeing its terms strictly complied with. The consumer will notice little if any difference in prices. In markets little change is noted. Cream of tartar has ruled rather lower as regards first cost. Fish is rather easier. Butter is higher.

OIL—In burning oil prices are unchanged. The low prices are leading to large business. The buyer is very safe, as he will get the advantage of any further decline, while he has the chance of reaping the benefit of any advance. There has been no change in prices for some weeks. Lubricating oils are unchanged and business is light. Paint oils are also dull. In cod oil prices are quite firm, though lower than earlier in the season. Supplies are about all in.

SALT—Two part cargoes of coarse salt were landed during the past week. Prices of Liverpool coarse salt are rather higher. The demand has been very large. Further arrivals are shortly due. In Liverpool fine salt sales are light. Canadian fine salt moves freely. There is still a small demand for English and American table salt.

# Are You Stocked with Clark's Meats?

For fine quality, perfect condition of our products and careful attention to the best interests of the TRADE,

## We Yield Place to None!

# EPPS'S

GRATEFUL.  
COMFORTING.

IN  $\frac{1}{4}$ -LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

# COCOA



## "CAPSTAN" BRAND

Package and Bulk MINCE MEAT.  
PACKAGES— $\frac{1}{4}$  gross in case.  
BULK— $\frac{1}{4}$  pails, 6 in crate.  
25 lb. PAILS  
60 lb. TUBS  
75 lb. TUBS  
100 lb. " 500 lb. BARRELS.

Sole Manufacturers— Sold by all wholesale grocers.

The Capstan Mfg. Co., - Toronto.

W. A. CARSON

J. ERLE CALDWELL

## Belleville Pottery Co.

SUCCESSORS  
TO...



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.

We quote: Liverpool coarse, 52 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl., 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled

salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS—Stocks of new goods have been largely bought. Except in fruits, sales have been lighter than usual, the close prices at which these goods are sold being one reason, and the chances this year for profits are at least no better. There is

# TEAS For the Wholesale Trade

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

WRITE FOR QUOTATIONS.

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

still a quantity of low-priced goods here. Fruits have been freely bought and are firmly held, particularly peaches and apples. Nova Scotian packers have advanced the latter. Pears, particularly 3's, are offered quite low, but the sale is limited. Blueberries will be scarce. Salmon have a fair sale. The only goods here are the spring fish. Oysters tend higher. Local-packed fish is firm. Sardines are the only large pack.

**GREEN FRUITS**—Californian pears, peaches and plums are about done. In pears, owing to high prices, sales have not been as large as usual. Georgia peaches, which are much liked, are also about out of the market. Canadian are shortly expected. In pears good stock is rather hard to get. Bananas have been more scarce than usual at this season. Californian oranges have a fair sale at full figures. Lemons are rather easier. Apples are lower, and quality of fruit is improving. The sale is for New Brunswick stock, though some American is still offered. A few melons are still sold. In grapes there is little doing.

**DRIED FRUITS**—Dealers who are fortunate to have evaporated apples on hand are making nice profits. New goods are expected to open high. Dried are firmly held. In raisins, the American market is higher on both loose and seeded old goods. Prunes are also firm. Small sizes are rather hard to get. In new goods, little has yet been done. Dealers are slow to buy Valencias. Prices quoted are quite reasonable. Currants are rather easier on new to arrive. Package dates at the low prices sell quite freely. In onions, American still

supply the trade, but Canadian should soon be offered.

**DAIRY PRODUCE**—In butter, prices are higher, the supply being light, and much more so than west. In cheese also the output here is likely to be short, particularly late makes. It is said there is a large output west. The English market is hardly as firm. While eggs are rather firmer, there is little change in price.

**SUGAR**—Prices are rather higher, owing to the merchants not cutting prices to obtain business. This is due to the new agreement which went into force this week. Now the dealers all quote the same price, delivered at any one point. The agreement also prevents those who are parties to it from buying foreign sugars.

**MOLASSES**—A large cargo of Porto Rico landed this week. There is quite a large stock now held here. The low prices continue. There is a fair stock of Barbadoes held. Very little of any other grade is offered.

**FISH**—A few smoked herring, new, are to hand. Prices are unchanged, but they are hardly as firm. The supply will, it is thought, be larger than last year. Pickled herring are also more freely offered, and are of much better quality than last season. Prices are rather easier. In dry cod, there is the same feeling. It is yet early for much movement in these lines. Fresh fish, except cod and haddock, are scarce. The catch of shad has been disappointing. Pickled shad will be scarce. We quote as follows: Large and medium dry cod, \$3.50 to \$3.60; small, \$2.50 to \$2.60; haddies, 5 to 5½c.; smoked herring, 12 to

13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.00 to \$2.15 per half bbl.; Canso herring, \$5 per bbl., \$2.75 halves; Shelburne, \$4.50 per bbl.; \$2.25 per half bbl.; shad, 10 to 12c.

**FLOUR, FEED AND MEAL**—In flour the markets are unchanged, though some millers hold Ontario flours very firm. In feed there is none offering. Oatmeal is still high. New will soon be offered. In Prince Edward Island new oats are offered. In beans the high prices continue. The outlook is for high figures. Blue peas are scarce. Split peas are high. Peas are "buggy" again this year. Barley shows little change. Cornmeal is rather higher. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00; medium, \$3.60 to \$3.70; oatmeal, \$4.25 to \$4.30; cornmeal, \$3.00 to \$3.10; middlings, \$22 to \$23; oats, 48 to 50c.; hand-picked beans, \$2.50 to \$2.55; prime, \$2.40 to \$2.45; yellow-eye beans, \$2.80 to \$3.00; split peas, \$4.10 to \$4.15; barley, \$3.90 to \$4; hay, \$12 to \$14.

#### ST. JOHN NOTES.

Jones & Schofield offer "Corona" dates in 1-lb. packages.

Merrett Bros. & Co. have just landed two cargoes of Liverpool coarse salt.

Baird & Peters landed a large cargo of Porto Rico molasses this week.

A. I. Teed Co., St. Stephen, received a shipment of Fairbank's "Boar's Head" lard this week in tubs and 20 lb. tin pails.

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

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PAPER DEALERS  
AND IMPORTERS

Phone 1773.

30-34 Church Street

TORONTO.

**MANITOBA MARKETS.**

WINNIPEG, September 2, 1901.

**T**HE week has brought few changes as to either price or situation. All prospects continue excellent. Eighty-five per cent. of the wheat harvest is cut and a very large proportion of that is in stack. Many threshing gangs are already at work, and next week threshing will be general. These conditions tend to improve trade and business in all lines is good, and, although money is still somewhat tight, the stringency of the past month is visibly relaxing.

**CEREALS**—This market presents no change for the week. The Ogilvie oatmeal mills are expected to open in about two weeks. Rolled oats, \$2.25 to \$2.30. Beans very firm at \$2.75. Cornmeal, \$1.75. Split peas nominal and in poor demand.

**FLOUR**—The only change for the week is a drop of 5s. on Ogilvie's Imperial XXX which is now quoted at \$1.15. The demand is good.

**EVAPORATED FRUITS**—So far as apples are concerned the situation is intensifying. Firms here are paying 9c. for evaporated apples in Ontario, which means they will sell for at least 10c. here, and there is every prospect of their going still higher. Apricots and prunes continue at the quotation of last week with a reasonably firm market.

**DRIED FRUITS**—Although quotations of Denia fruit have been received there is little or no news, as it is generally believed that later quotations will be lower. The amounts purchased so far are very small.

**CANNED GOODS**—Apples have stiffened again since last week and are \$2.75 for 3 lbs. and \$3.25 for gallons. Peas, tomatoes and corn remain without change.

**SUGAR**—Sugar market is weak and uncertain at \$5.15 for granulated and \$4.40 for yellows.

**CURED MEATS**—Market is firm, and in fact the supply here is scarcely equal to the demand. There has been from ½ to 1c. per lb. advance on many lines. Smoked hams, 14 to 15c.; B. B. bacon, 15c.; breakfast bacon (backs), 15c.; shoulders, 10½c.; long clear bacon, 12c.; shoulders, 10c.; smoked, long clear, 13c.; lard, in 20-lb. pails, pure, \$2.35.

**GREEN FRUITS**—The supplies are now very fair and prices have probably reached their lowest point. Peaches (freestone), \$1.50. Plums, Washington, \$1.60; Californian, \$2. Pears, Washington, \$3; Californian, \$4. Ontario tomatoes, arriving in mixed cars with pears, 70c. per basket. Ontario pears, \$1. Apples, per bbl., \$6. Watermelons, lemons and oranges without change.

**BUTTER**—Creamery butter is firmer in tone, and with slightly more demand. The price continues 16 to 16¼c. at factory. Dairy butter coming in slowly, and quality rather better at 11½ to 12c. net Winnipeg, is the outside figure for round lots of choice yellow butter.

**CHEESE**—Little is coming in at the present. Prices are rather firmer, and the demand is better. 7¼ to 7½c. is quoted, and 8 cents has been paid for some small quantities.

**EGGS**—These are arriving in small consignments, and the quality is far from satisfactory. Good candled stock is worth 13c. Winnipeg. There is a decided tendency on the part of country merchants to hold eggs too long, and they frequently arrive in the city with a musty flavor owing to too long keeping in damp cellars.

**NOTES.**

Mr. E. B. Nixon, of The Hudson Bay Company, is on his usual fall trip, and is in Toronto this week.

The new clearing association projected in connection with the Winnipeg Grain Exchange, is now completely organized, and will commence work on Tuesday morning next.

The terrific hail storm which descended on Winnipeg last Wednesday afternoon surpassed in violence anything that the oldest inhabitant can remember, and all present inhabitants devoutly hope that they may never see another. Considering the duration and violence of the storm the damage was very small. The area of the storm was simply the central portion of the city. Even the market gardens half a mile out were untouched.

Winnipeg has had what is for this city a unique exhibition this week. One of the

large retail store windows has been filled with a magnificent display of apples and crab apples, all grown in Manitoba, and and some very fine samples of native grown plums. The people who have said apples could never be grown in Manitoba are now lying low and keeping dark. Some of the apples are 3½ to 4 inches in diameter, and all are of excellent quality. Mr. A. P. Stevenson, of Nelson, has more than 30 bushels of one winter variety.

**INQUIRIES AND ANSWERS.**

WHO SELLS AUTOMATIC GLASS CLEANERS?

A. B. N. writes:

Will you kindly inform me who jobs the Automatic Glass Co.'s window cleaner. The water goes inside of it, and it automatically saturates the cloth upon it; also if you know who handles the rubber sleevelets?

[REMARKS: Can any of our readers supply the desired information?—THE EDITOR.]

BOOK ON WINDOW DRESSING.

H. E. V. writes:

Where can I get an illustrated book on grocery window dressing?

[REMARKS: E. N. & F. J. Root, 143 Chambers street, New York, published some years ago a book on grocery window dressing, but cannot say whether or not the issue is exhausted.—THE EDITOR.]

**POINTS ON ADVERTISING.**

One of the most interesting contentions in this business-like book, "The Individual Advertising Department," is, that advertising sense is as common as horse sense—that the business man is the best advertising manager for his own business, and that copy, pictures, etc., can be bought as easily and as satisfactorily as one sends an order to a shirtmaker who has one's measure in his books. The ways and means of conducting an advertising campaign will be read with interest by the man who has money to invest in advertising, and with equal interest by the man who has not.

"The Individual Advertising Department." \$1. The Whitman Co., New York.

## A MONTREAL MAN IN SWITZERLAND.

WHEN Queen Elizabeth, if I am not mistaken, lost Calais, the last town on French territory in possession of the English, it is said that she was so overcome by grief and mortification that she exclaimed: "When I die, you will find the word 'Calais' engraved on my heart."

Now, if I should be overcome by fatigue before returning to Canada, the word "Cook" will be somewhere on my anatomy, or, more probably, as we live in a practical age, on my boots.

Cook's motto is to show you as much as possible for your money. Take one drive in Geneva, for example. The interpreter, Mr. Louis Van O.S. (OS), a splendid fellow, courteous to a degree, very attentive and ready at all times to answer the innumerable questions we would put to him, turned us over to the local Cook guide, who was a cross between a platform lecturer and a go-as-you please mountaineer.

Monsieur Leatherlungs could speak English, French and German fluently, and he would jump from one to the other without pausing for breath.

With 20 passengers on a coach drawn by six beautiful horses we started amidst the blowing on the horn, the cracking of the whip and numerous exclamations of "Au revoir" and "Bon voyage" from the hotel staff at the Metropole. We might have been going on a tour to the North Pole in Santos Dumont's air ship, there was such a hearty sendoff. In addition to the usual crowd of onlookers, we had farewell bows from the proprietor, the maitre d'hotel or manager, the head waiter, two garçons, or underwaiters, the pretty Suisse young lady in the desk—[Aside: How can one dispute his bill with such sweet creatures to deal with?—and the concierge, or head porter, in gorgeous array and imposing livery. Well, we started. Viewed the magnificent electrical establishment worked by water power from the magnificent Lake Geneva—a divine sheet of water—which has been sung, preached, written and raved about in all languages. And a glorious lake it is, too. Passed houses made historic by Calvin. Saw the hall where the Alabama Commission met. Gazed at the petite chalet, which, at the moment, is the home of Dreyfus, who is living in quiet retirement with his wife and family. Drove up a steep hill to get a view of Mont Blanc and the country generally. There at our feet was the mirror-like Lake Geneva. Steamers were passing to and fro. Italian feluccas, with their extraordinary, but picturesque, sails, were dreamily sailing along. The shores are beautifully wooded, and chateau and chalet

are pointed out, from the sweet, romantic chateau nestling amid delicious terraced vineyards to the more imposing castle of the Baroness Rothschild. With the glass may be seen the Castle of Chillon, made famous by Byron and immortalized in his "Prisoner of Chillon."

We clamber up to our seat and drive on. The roads are good. Not a loose stone or piece of rough macadam to be seen anywhere, and the peeps of richness which greet one at almost every turn are inexpressibly delightful.

Now we come to a mansion in the suburbs of Geneva, which was bequeathed to the city by the generosity of the late owner, and we pass from room to room filled with rare collections from all parts of the world. Pictures innumerable, bric-a-brac rich and

driver had a loaf, half a Swiss cheese and a bottle of Munich beer, and I must draw a veil upon what the interpreter and the writer, now boon companions du voyage, consumed. The horses were not overlooked. The Swiss waitresses, so fetching in their crisp, "not-to-be-touched," immaculate dresses, were remembered. We raised our hats to M'sieu Boniface and Madame Embonpoint, and rattled off back to the Hotel Metropole, where a good 8 o'clock dinner awaited the party. Here one of the first to greet us was Mr. Gibbons (of Gibbons & Harper, London, Ont.), the well-known K.C.

"Good hevings," he cried, "is that you Evans?"

I thought for a moment, I must be in the Tecumseh House, London!

Ben Jonson or Dean Swift, in their palmy days, never sat down to a meal where there



A group of Geisha Girls in a Japanese Tea House.

rare. Articles de vertu from every quarter of the globe. We wound up this visit with sore feet, tired eyes and craned necks. Says one lady from Boston, "I declare I be more played out than when I climbed the Mauvais Pas and visited the Mal de Mer on mule back at Chamounix." She meant the Mer de Glace (sea of ice) but none of us smiled—too tired.

"En avant. Sil vous plais," cried our guard of many tongues. "Excelsior," I replied, and we mounted the comfortable coach and sped away to the grounds of the Baroness de Rothschild, who kindly allowed us full access and, for one hour, we walked, talked and drank in the beauty of the enchanting situation.

Next we make a halt just in time to save our lives at the Trois Caouronnes (Three Crowns), and never did refreshments taste sweeter. The ladies had five-o'clock tea, the gentlemen took—ahem! cold tea. The

was more hilarity. And when a Cornishman said, "I always decline hors d'oeuvres (appetizers), because I do not care for steak from a worn out pony," a roar went around the table.

WILLIAM H. EVANS.

## PERSONAL MENTION.

Mr. G. W. Ganong, M.P., of Ganong Bros., "Surprise" soap manufacturers, St. Stephen, N.B., is taking a holiday trip and will go as far south as Mexico.

Mr. A. L. Stackhouse, traveller for F. J. Castle, wholesale tea merchant, Ottawa, was in Toronto this week and called on THE GROCER. He was on his way to the Pan-American Exposition.

Work has been started on the large stockyards at Toronto Junction, Ont.

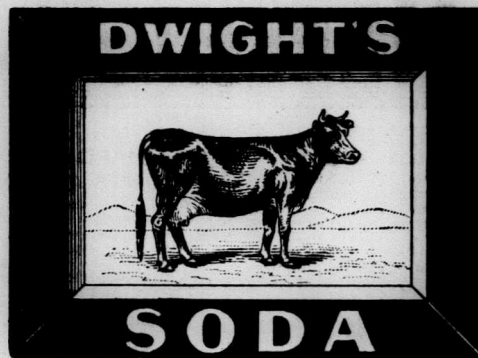


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Manufacturers' Agents and  
Wholesale Commission Merchants.  
Correspondence and agencies solicited.  
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P. O. BOX 382.

*Enterprise*  
**RENOVATOR.**

The perfect carpet and  
clothes cleaner. Grocers: Send for our  
special offer.  
**ENTERPRISE SPECIALTY CO.,**  
83 Bay Street, TORONTO.



**WORK—CASH.**

You save both by handling  
**Dwight's "Cow Brand" Baking  
Soda**, which is handsomely packed,  
ready to hand to a customer. No  
measuring, bagging, weighing, or tying,  
and you make more profit on a package  
than on a pound of bulk soda.

**JOHN DWIGHT & CO., TORONTO**



**ROWAT'S** Pickles and  
Worcester Sauce.

The most popular in Canada.

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



|                                | Montreal. | Toronto. | St. John,<br>Halifax. |                                 | Montreal. | Toronto. | St. John,<br>Halifax. |
|--------------------------------|-----------|----------|-----------------------|---------------------------------|-----------|----------|-----------------------|
| <b>COFFEE</b>                  |           |          |                       | <b>PETROLEUM</b>                |           |          |                       |
| Green—                         |           |          |                       | Canadian water white.....       | 14 1/2    | 15 1/2   | 16                    |
| Mocha.....                     | 24        | 23       | 28                    | Sarnia water white.....         | 16        | 17       | 16                    |
| Old Government Java.....       | 27        | 22       | 30                    | Sarnia prime white.....         | 18        | 18       | 15                    |
| Rio.....                       | 10        | 7 1/2    | 9 1/2                 | American water white.....       | 19        | 17 1/2   | 17 1/2                |
| Santos.....                    |           | 9 1/2    | 10 1/2                | Pratt's Astral (barrels extra)  | 18 1/2    | 19       | 18                    |
| Plantation Ceylon.....         | 29        | 26       | 30                    |                                 |           |          |                       |
| Porto Rico.....                |           | 22       | 25                    | <b>Black— TEAS</b>              |           |          |                       |
| Guatemala.....                 |           | 22       | 25                    | Congou—Half-chests Kalsow,      |           |          |                       |
| Jamaica.....                   | 18        | 15       | 20                    | Mouing, Paking.....             | 13        | 60       | 12                    |
| Maracabo.....                  | 13        | 13       | 18                    | Caddies Paking, Kalsow...       | 17        | 40       | 18                    |
|                                |           |          |                       | India—Darjeelings.....          | 35        | 55       | 35                    |
| <b>NUTS</b>                    |           |          |                       | Assam Pekoes.....               | 20        | 40       | 20                    |
| Brazil.....                    |           | 15       | 16                    | Pekoe Souchong.....             | 18        | 25       | 18                    |
| Valencia shelled almonds.....  | 31        | 32       | 35                    | Ceylon—Broken Pekoes.....       | 35        | 42       | 35                    |
| Tarragona almonds.....         | 11 1/2    | 12 1/2   | 13                    | Pekoes.....                     | 20        | 30       | 20                    |
| Formegetta almonds.....        |           |          | 14 1/2                | Pekoe Souchong.....             | 17 1/2    | 40       | 17                    |
| Jordan shelled almonds.....    |           | 40       | 43                    |                                 |           |          |                       |
| Peanuts (roasted).....         | 7 1/2     | 8        | 10                    | China Greens—                   |           |          |                       |
| " (green).....                 | 6 1/2     | 7        | 9                     | Gunpowder—Cases, extra first    | 42        | 50       | 42                    |
| Cocoanuts, per sack.....       | 3 00      |          | 3 75                  | Half-chests, ordinary firsts    | 22        | 28       | 22                    |
| per doz.....                   |           | 60       | 60                    | Young Hyson—Cases, sifted       |           |          |                       |
| Grenoble walnuts.....          | 9 1/2     | 10       | 12 1/2                | extra firsts.....               | 42        | 50       | 42                    |
| Marbot walnuts.....            |           | 9 1/2    | 11 1/2                | Cases, small leaf, firsts.....  | 35        | 40       | 35                    |
| Bordeaux walnuts.....          | 7         | 8        | 9                     | Half-chests, ordinary firsts    | 22        | 38       | 22                    |
| Shelly fiberts.....            | 9         | 10       | 11 1/2                | Half-chests, seconds.....       | 17        | 19       | 17                    |
| Naples fiberts.....            | 9         | 10       | 11                    | thirds.....                     | 15        | 17       | 15                    |
| Pecans.....                    | 10        | 12       | 13                    | common.....                     | 13        | 14       | 13                    |
| Shelled Walnuts.....           | 19        | 20       | 25                    | Pingsueys—                      |           |          |                       |
|                                |           |          |                       | Young Hyson, 1/2-chests, firsts | 28        | 32       | 38                    |
| <b>SODA</b>                    |           |          |                       | " " seconds.....                | 16        | 19       | 16                    |
| Bl-carb, standard, 112-lb. keg | 1 65      | 1 80     | 2 00                  | " Half-boxes, firsts ..         | 28        | 32       | 28                    |
| Sal soda, per bbl.....         | 70        | 75       | 80                    | " " seconds.....                | 16        | 19       | 16                    |
| Sal Soda, per keg.....         | 95        | 1 00     | 1 00                  |                                 |           |          |                       |
| Granulated Sal Soda, per lb.   |           |          | 1                     | <b>Japans—</b>                  |           |          |                       |
|                                |           |          |                       | 1/2-chests, finest May pickings | 38        | 40       | 38                    |
| <b>SPICES</b>                  |           |          |                       | Choice.....                     | 32        | 36       | 33                    |
| Pepper, black, ground, in kegs |           |          |                       | Finest.....                     | 28        | 30       | 30                    |
| palls, boxes.....              | 16        | 18       | 18                    | Fine.....                       | 25        | 27       | 27                    |
| " in 5-lb. cans.....           | 14        | 17       | 19                    | Good medium.....                | 22        | 24       | 25                    |
| " whole.....                   | 15        | 17       | 19                    | Medium.....                     | 19        | 20       | 21                    |
| Pepper, white, ground, in kegs |           |          |                       | Good common.....                | 16        | 18       | 18                    |
| palls, boxes.....              | 26        | 27       | 26                    | Common.....                     | 13        | 15       | 15                    |
| " 5-lb. cans.....              | 25        | 26       | 25                    | Nagasaki, 1/2-chests, Pekoe...  | 16        | 22       |                       |
| " whole.....                   | 23        | 25       | 23                    | " " Oolong.....                 | 14        | 15       |                       |
| Ginger, Jamaica.....           | 19        | 25       | 22                    | " " Gunpowder.....              | 16        | 19       |                       |
| Cloves, whole.....             | 12        | 30       | 14                    | " " Siftings.....               | 7 1/2     | 11       |                       |
| Pure mixed spice.....          | 25        | 30       | 25                    |                                 |           |          |                       |
| Cassia.....                    | 13        | 18       | 20                    | <b>RICE, MACARONI,</b>          |           |          |                       |
| Cream tartar, French.....      | 25        | 24       | 25                    | <b>SAGO, TAPIOCA.</b>           |           |          |                       |
| " " best.....                  | 28        | 25       | 30                    | Rice—Standard B.....            | 3 00      | 3 10     | 3 1/2                 |
| Allspice.....                  | 10        | 15       | 13                    | Patna, per lb.....              | 4 25      | 4 50     | 5                     |
|                                |           |          |                       | " " ".....                      | 4 40      | 4 90     | 5 1/2                 |
| <b>WOODENWARE</b>              |           |          |                       | Imperial Seta.....              | 4 60      | 4 90     | 5 1/2                 |
| Palls, No. 1, 2-hoop.....      | 1 90      | 1 60     | 1 90                  | Extra Burmah.....               |           |          | 4 1/2                 |
| " " 2-hoop.....                | 2 05      | 1 75     | 2 05                  | Java, extra.....                |           | 5 1/2    | 6 1/2                 |
| " half, and covers.....        | 1 75      | 1 70     | 1 75                  | Macaroni, dom'ic, per lb., bulk | 5         | 6        | 7 1/2                 |
| " quarter, jam and covers      | 1 45      | 1 20     | 1 45                  | " imp'd, 1-lb. pkg., French.    | 8         | 12       | 9                     |
| " candy, and covers.....       | 2 70      | 3 20     | 2 70                  | " " " Italian.....              | 8         | 10       | 11                    |
| Tubs No. 0.....                | 11 00     | 8 50     | 11 00                 | Sago.....                       | 3 1/2     | 4        | 4 1/2                 |
| " " 1.....                     | 9 00      | 7 00     | 9 00                  | Tapioca.....                    | 3 1/2     | 4        | 4 1/2                 |
| " " 2.....                     | 8 00      | 6 25     | 8 00                  |                                 |           |          |                       |
| " " 3.....                     | 7 00      | 5 35     | 7 00                  |                                 |           |          |                       |



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

QUALITY ALWAYS THE SAME.

**BRUNNER, MOND & CO'S**

**BICARBONATE OF SODA**  
**CON'TRATED SAL SODA**  
AND  
**SODA CRYSTALS**

**WINN & HOLLAND**  
MONTREAL  
SOLE AGENTS FOR CANADA



## THE PROVISION TRADE.

The Markets—A Scheme to Develop Cassava—Miscellaneous Notes.

### A SCHEME TO DEVELOP CASSAVA.

**P**LANS are on foot for the organization of a big stock company of Chicago and Northwestern capitalists to develop the vast cassava-producing areas of Northern and Northwestern Florida.

Among the men most interested in the scheme are stock-raisers, to whom it has been represented that cassava is superior in every way to corn as a food for live stock. The Southern promoters believe that after the value of cassava has been fully appreciated the South will become the foremost stock-raising section of the country.

The Southern promoters are making their representations on the strength of records and experiments. Cassava grows under all conditions, and this fact, in view of the uncertainty of corn crops in the West, carries considerable weight to stock-raisers, who are now in a quandary as to how they will fatten their stock on Western ranches profitably.

### MANY ACRES AVAILABLE.

Within the next few days the big men at the Union Stock Yards at Chicago, says The New York Commercial, will meet the promoters, who will dwell in detail upon the things they have to offer. There are about 500,000 acres of available land in Florida, a large percentage of which is in the control of the United States Government, which stands ready to grant homestead rights to settlers.

It is claimed that cassava contains more starch than any other product, not excepting either the Irish potato or corn. The promoters express a belief that it is only a matter of time until practically all of the starch used in this country will be produced from cassava grown in the South. They urge the Northern men to keep the root as a starch-producing product foremost in mind, holding that starch can be manufactured from it much more profitably than from corn or potatoes.

### TWENTY TONS PER ACRE.

With proper attention, it is claimed, an acre of Florida land will turn out twenty tons of cassava as a crop. As a raw material for the manufacture of starch twenty tons of cassava produces 8,000 pounds of commercial starch, as against half that amount from an average acre-crop of corn. Besides cassava is a palatable and nutritious human food, capable of being utilized in numerous

ways, and furnishing a desirable substitute for many imported articles.

In feeding pigs, it is said, meat may be produced from the root at a cost of 1 cent a pound. The average cost, under identical conditions, with other foodstuffs is a trifle more than 3 cents a pound. The cost of live beef weight produced by feeding cassava is 1.1 cents a pound.

### RETAILERS FORCED TO A CASH BASIS.

Not long ago all the wholesale meat and provision houses in Springfield, Mass., issued an order that all bills against their customers must be paid cash every Monday morning, and not one cent discount from the face of the bill. Things are moving the same way in Pittsfield, Mass., where but one wholesaler now stands out, and will probably soon fall into line, and when that is accomplished the Westfield headquarters of the Swift Beef Company are expected to adopt the same weekly payment rule. This new phase of business has set the retailers thinking, and several of them will at once make a rule for their trade that all bills must be paid in cash as often as once a week or no more goods will be delivered. They are forced to this by the action of the wholesalers.

### OUR EXPORT OF HAMS AND BACON.

The opinion has been freely expressed of late that the past year has been a comparatively small one in the export ham and bacon trade of Canada. The cause of the opinion, if traced to its source, would probably be found to be the frequently uttered statement by some of the larger packers to the effect that their pack had not nearly approached that of the last two years.

The Canadian Government returns for the year ending June 30, 1901, are, however, not as discouraging as this opinion would have led one to expect. The export of hams and bacon from Canada for the year were \$11,793,214, as against \$12,471,848 in 1899-1900; \$9,953,952 in 1898-1899, and \$7,294,750 in 1897-1898. It will thus be seen that while the past year has not been quite as good as in the previous ones, it has been considerably greater than in any year before that.

### THE PROVISION MARKETS.

TORONTO.

A fair, steady business is being done. "You know," said a very large dealer

this week, "that this is generally the time when prices weaken a good deal. Well, there has been a reduction of  $\frac{1}{2}$ c. in mutton and  $\frac{1}{4}$ c. in hogs, but there is every indication that there will be no further reductions for some time, though prices are at a high basis now. We quote: Dressed hogs, \$9.25 to \$9.50 per cwt.; mutton, \$5.50 to \$6.50 per cwt.; lambs, 8 to 9c. per lb.; beef carcasses, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8 to 9c. for best; fore quarters,  $4\frac{1}{2}$  to  $5\frac{1}{2}$ c. for best; calves, \$8 for best and \$6 to \$7 for mediums.

Pork products continue very firm. Lard is  $\frac{1}{4}$ c. higher. The indications of a few weeks ago that there would be a scarcity are being fulfilled. Stocks of many lines are becoming very small, but a good demand is still reported. We quote: Long clear bacon,  $11\frac{1}{2}$ c. Smoked meats—Breakfast bacon, 15c.; rolls, 12c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams,  $11\frac{1}{2}$ c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20; Canadian short cut, \$21. Lard—Tierces,  $11\frac{1}{4}$ c.; tubs,  $11\frac{1}{2}$ c.; pails,  $11\frac{1}{4}$ c.

### MONTREAL.

The situation in Montreal remains as strong as ever. Pure lard has been advanced about  $\frac{1}{4}$ c. per lb., and pails are now worth \$2.40 to \$2.45. Mess pork is also higher, although in moderate request. Smoked meats are in fair demand. We quote: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$24.00 for heavy and \$23.50 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$23.00; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.40 to \$2.45;

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

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

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

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled

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

## D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants  
76-8-80 Front St. E. - - TORONTO.

Do not forget to order

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

**Pickles AND Relishes**

when you want Pickles.

Your wholesaler will quote you,  
or write direct.

**Shuttleworth & Harris,**  
BRANTFORD, CANADA.

The demand for

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

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

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

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

**LARD**

Owing to the scarcity of hogs we have not been able to fill all orders for pure lard.

We would remind the trade that we are also refiners of **LARD COMPOUND** and can supply a brand of this article equal to any in the market ; at prices very much lower than pure lard.

WRITE FOR QUOTATIONS.

**F. W. FEARMAN CO.**

Limited

Pork Packers, Lard Refiners,  
Butter and Cheese Dealers.

Hamilton, Ont.

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



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

Please order goods through your wholesale house.

per pail; refined lard compound (Fairbank's), \$1.92 for 1 to 24 pails; \$1.90 for 25 to 49 pails; \$1.88 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 26-lb. pails, and 10¼c. in 50-lb. boxes, for Quebec.

ST. JOHN, N. B.

Prices in both beef and pork are high and firm and higher values are expected. Pork is particularly high. Dealers are, however, buying, as these goods are needed to go to the woods. Lard is still high, but there is a fair sale.

#### THE RESULT OF RETURNING GOODS,

THE constant returning of goods is a source of great annoyance and extra expense, requiring extra clerical service and more work in many departments, writes W. A. Given in Business Topics. It is also in many cases a source of positive loss, by reason of goods coming back in a damaged condition, or so long after purchase as to be unseasonable—and the wholesaler divides his feelings (?) between the fear of loss on the goods so returned and, on the other hand, the fear of losing a customer if he refuses to make the credit.

The retailer who is guilty of this practice, evidently does not realize that he is gaining an unenviable reputation in the business world, and that it affects his credit standing in a very great degree.

However, the wholesaler is very largely responsible in furnishing the excuse for the return of goods. Orders are frequently made out in a careless manner by the salesman, leading to mistakes in filling. Still more frequently are substitutions made in the hope that the customer will keep the goods when they are at his store, of course knowingly taking the risk of their very just return.

We must not overlook the fact that misunderstandings often occur in filling orders, and for all these reasons the customer is certainly justified in making returns.

By such faults of the wholesale house the customer falls easily into the habit of returning goods, and is then not always too particular about having good and sufficient cause for his action.

This is a case where reform must begin at home. Let the salesman use more care in taking the order and the house in seeing that it is correctly filled, and the annoyance of having goods returned will be much reduced.

The aggravated cases will then come more forcibly to the attention of credit men, who will find little trouble in appraising such actions at their true value.



Registered Trade Mark Brand  
Found on all our Bacon and Hams.

These are some of our varieties: Breakfast Bacon, Short Roll Bacon, Long Roll Bacon, Wiltshire Bacon, Cumberland Bacon, Long Rib Bacon, Long Clear Bacon, Back or Windsor Bacon, Long and Short Cut Hams, etc., etc.

## Farmers' Co-operative Packing Co.

C. F. HODGES, General Manager.

OF BRANTFORD, LIMITED.

## Our Brands Give Satisfaction.

SUGAR-CURED HAMS,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD

## Hot Weather Specials

READY FOR LUNCHEON:

BOILED PORK HAMS,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,

BOILED BEEF HAMS,  
HAM, CHICKEN and TONGUE  
SAUSAGE.

## The Park, Blackwell Co., Limited

Packers and Exporters,

TORONTO, CANADA.

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

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

Twenty-five years' experience has made

## COWAN'S FAMOUS BLEND COFFEE

the finest in the world. Contains nothing but the choicest quality grown.

SEND ORDERS TO

THE COWAN CO., Limited, - TORONTO.

---

# JAMES' DOME

Not only the oldest, but the best  
lead on the market.

NO DUST.

---



## PERFECTION.

There are some Coffees that won't combine well with others, and such combinations make trouble for those who drink them. Here is one secret of the success of Chase & Sanborn's Seal Brand (in 1 and 2-lb. cans). The Coffees are combined in the exact proportion and classification to insure perfection.

**CHASE & SANBORN**  
MONTREAL.

No first-class grocery stock is complete without some of the best coffee on earth in stock.

# BLANKE'S FAUST BLEND COFFEE

Is acknowledged to be the finest drinking coffee on the market. Our new size cans, 1 lb. and 5 oz., to retail at 50 cents per can is a winner. Put up in perfectly air-tight cans to give the consumer the coffee just as it comes from the roaster. Will be pleased to hear from every dealer regarding same.

**C. F. BLANKE TEA & COFFEE CO., ST. LOUIS, MO.**

Promoters of High-Grade Goods and proprietors of the most complete Coffee plant in the world.

## WESTON'S BREAD

Shipped to all Parts of Ontario.

GOOD PROFITS. QUICK SALES.

We want to speak directly to every grocer in Ontario. Bread is a staple article, and when GOOD Bread is handled you can always be sure of drawing a big trade.

**Toronto Bread Fresh Every Morning**

IS A GOOD LINER FOR YOUR ADVERTISEMENT.

Points east of Kingston, west of Ingersoll—shipped on trains leaving Toronto 10 p.m. Towns near Toronto supplied on morning trains.

Bread packed in baskets—EXPRESS PREPAID. During August we shipped 7,500 lbs., 3½ tons, DAILY, to over 120 towns, cities and villages.

Write for terms and particulars. Previous experience in bread-selling not necessary.

**THE MODEL BAKERY CO., LIMITED, TORONTO**

GEO. WESTON, Manager.

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

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

**"SUPERIOR GLUTEN FLOUR"**

Will restore nature to its normal condition

Samples and prices on application to

**E. A. SHOEBOTHAM**  
CANADIAN AGENT,  
St. James' Park, LONDON, Canada.



ESTABLISHED 1869  
**Geo. Stanway & Co.**

Brokers and  
General Commission Merchants  
Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO**  
Correspondence Solicited.

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

WRITE  
**THE HOME CAKE CO.**  
GUELPH, ONT.

Samples and prices on receipt of Post Card.

NEW SEASON JAPAN

**Butterfly  
.. Chop**

HAS NO EQUAL.

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

**QUICKMAID  
RENNET  
TABLETS**



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

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

Retailers at  
10 Tablets for 10 Cents.

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

Tower Bridge Brewery,  
LONDON, ENG.

FOR **English Malt  
Vinegars.**

Ontario Agents

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

From whom Samples and Prices can be obtained.

**Symington's**

**"Edinburgh"  
Coffee  
Essence**

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**

EDINBURGH and LONDON.

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

**SOME  
MERCHANTS'  
EXPERIENCE.**



Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it and stop right there!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. But she will never sit down on a cold one, either.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolute y correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon Pass Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

We are doing a lot of special engraved work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

For Sale in  
Canada by

The Eby Blain Co., Limited, Toronto.  
C. A. Beauchemin & Fils, Montreal.

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

## ADVICE FOR SALESMEN.

F. A. SOUTHWICK.

**T**ACT is a talent that should be continually cultivated, as it is the tactful man that is successful. A recent writer has said that it is superior to genius. You can hardly name a phase of political, commercial or social life where the man of tact is not ahead. Ability and brains have been relegated to the rear or kept in subordinate positions while the man with the hypnotic art forged ahead. Don't misunderstand me, without brains and ability no success is permanent, but with those for the charge and tact for the match, bullseyes are a sure thing. A recent number of The Industrial Journal contains a good essay on tact—read it.

If the salesman secures orders simply by the argument of lowest prices, then it matters little, and he need read no further in this article. But if his house is handling or making a good line, it should be his strongest argument that there is no competition on price. If his wares are equal to those of other makers they are of equal value, and in these days of combinations and gentlemen's agreements it becomes all the more important that the question of price be left out of any agreement. It is often observed that manufacturers attain to the highest rank by freely advertising a high price and a corresponding high quality. A failure on the part of their salesmen to secure the higher price was looked upon as a confession of failure and they were "allowed to resign."

Don't disparage competitors. It will take all your skill and ability to properly present your own line. Decrying the other fellow only advertises him, and wherever the salesmen of other people are found jumping on a company the latter should immediately cut down its advertising appropriation. You should be familiar with the points wherein your house considers its goods better than those of other makers, and if forced to compare, should honestly point out the advantages claimed. Even then avoid criticism or any inference of ignorance. Seek rather to bring your customer to look at the matter from your point of view. Make no statements of which you are not absolutely sure and which you do not yourself believe. Truth is ever convincing; the slightest untruth throws doubt upon the whole case. Many times has justice miscarried because some witness, in his enthusiasm, has drawn upon his imagination for his facts.

Do not ever attempt to discuss a subject on which you are ignorant with the assurance of knowledge. Cultivate a knowledge of uses of goods you handle and ascertain

the technical meaning of the peculiar language of the craft. Absence of such knowledge will inevitably lead to some incorrect use of a technical word and thus immediately convey the impression that you are not master of your business. Then confidence is gone, and failure is sure to meet you. The correct and easy use of the terms of trade relating to the goods you handle will contribute largely to convey the idea that you know your business and your advice can be safely followed.

## SHIPMENT OF NEW TOMATOES.

The first shipment of 1901 tomatoes was shipped by W. Boulter & Sons, of Picton. The firm shipped one carload new tomatoes on Tuesday, 20th ult., to Dillon Bros., of Halifax, and one carload new tomatoes on Thursday, 22nd ult., to The A. McDonald Co., of Winnipeg. These two shipments of 1901 tomatoes are the first that have been reported to the syndicate.

## A GROCERY STORE IMPROVED.

Leslie McNutt & Co., Charlottetown, P.E.I., have just completed improvements which add much to the size and attractiveness of their store. By the removal of a partition they have annexed the adjoining premises, which are 30 x 12 ft. The counter, which was formerly on the left side of the main store on entering, has been removed and attached to that on the other side, forming a continuous counter about 35 ft. in length. The securing of more store room has admitted of a rearrangement of the goods, which are now placed so as to present a good display to the customer, and, at the same time, are within easy reach of the clerks.

## OFFER TO SALMON FISHERMEN.

Mr. Wurzburg, who recently made an attempt to amalgamate the canneries of British Columbia, has submitted a proposition to the five fishermen's unions of British Columbia, offering to deposit \$50,000 in the bank as a guarantee, which he will forfeit if he does not pay them for their fish a scale of prices, according to the pack, not less than 12½c., and not more than 25c.

The Vancouver unions have accepted the proposition, and, it is thought, the other unions will do the same. Mr. Wurzburg is now preparing an offer for all the canners on the Fraser to buy them out for so much stock and cash, and combine them under one management. Canners interviewed on the subject say they are surprised that the fishermen took the offer seriously.

WE WISH . . .

that we could show you our list of customers for

**VICTORINE**

WASHING COMPOUND.

Why are you not one?  
Nothing equals it.

DOES NOT INJURE FABRIC.

Write for Sample.

**VICTORINE** (Incorporated)  
MONTREAL.

**CLOTHES PINS...**

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

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

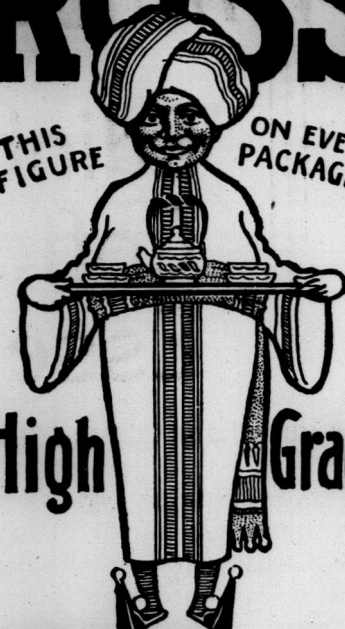
**BOECKH BROS. & COMPANY,**  
TORONTO.

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

**ROSS'**

THIS FIGURE

ON EVERY PACKAGE

**High Grade****TEA**

Ross's High-Grade Ceylon Tea is, without exception the best value ever placed on the Canadian market. It is all pure Ceylon Tea, too, which can be said of no other.

THE ROSS TEA CO., - - TORONTO.

# Ceylon and Indian Teas— Black or Green.

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

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

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

Ceylon Greens are for sale in Montreal by—

- Messrs. Carter, Galbraith & Co.  
“ L. Chaput, Fils & Cie.  
“ Laporte, Martin & Cie.  
“ E. D. Marceau.  
“ “Ozo” Tea Co.



## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A.** DUMESNIL, general merchant, Cascade Point, has assigned to Lamarche & Benoit.

J. H. Cumming, general merchant, St. Prime, Ont., has assigned.

Douglas & Douglas, general merchants, Leduc, N.W.T., are asking an extension.

St. Amour & Doucet have been appointed curators of Charles Lebrun, grocer, St. Henri de Montreal.

J. H. Savoie, grocer, Montreal, has consented to assign, and a meeting of his creditors will be held this week.

## PARTNERSHIPS FORMED AND DISSOLVED.

Lanouette & Desorcy, grocers, Montreal, have dissolved.

A. Brunet & Co., grocers, etc., St. Louis de Mile End, Que., have dissolved.

D. B. Chute, general merchant, Haborville, N.S., has admitted Christopher Perry under the style of Chute & Perry.

L. O. Papin & Fils, general merchants, Arthabaskville, Que., have dissolved, and a new partnership has been registered.

## SALES MADE AND PENDING.

Thomas Bow, general merchant, Vernon, Ont., has sold out.

The assets of A. Lacombe, grocer, Montreal, have been sold.

The assets of E. E. Wells, general merchant, Frelighsburg, Que., have been sold.

The stock, etc., of Alex. Cowan, general merchant, Kingsville, Ont., is advertised to be sold by auction.

The assets of Honore Thauvette, general merchant, St. Lazare de Vaudreuil, Que., are to be sold on September 5.

## CHANGES.

Morin & Frere have registered as grocers in Montreal.

C. J. Smith, fruiterer, etc., Ottawa, has given up business.

J. D. O'Neil & Co., grocers, Nelson, B.C., are out of business.

The stock of Mrs. W. H. Costigan, grocer, Montreal, has been sold.

J. A. Mancur, gristmiller, Odessa, Ont., is advertising his business for sale.

P. C. Campbell, general merchant, Caledon East, Ont., is advertising his business for sale.

M. P. Plouffe, general merchant, Lady-smith, Que., is opening a branch at Shawville, Que.

A. L. Stewart, general merchant, Ille-cellewaet, B.C., has been succeeded by E. D. N. Forbes.

Lizzie C. Beattie, confectioner, etc., Wallaceburg, Ont., has been succeeded by James C. Cruthers.

Boucher & Lamontagne have registered as grocers and butchers in St. Charles (Bellechasse), Que.

## FIRES.

Geo. H. Davy, grocer, London, Ont., has suffered loss by fire; insured.

James Price, general merchant, Bishop's Mills, Ont., has been burned out; insured.

T. A. Barnhill, grocer, etc., Lower Onslow, N.S., has been burned out; loss estimated at \$3,000; no insurance.

## DEATHS.

J. U. Fyfe, grocer, etc., Verdun, Que., is dead.

C. B. Engett, general merchant, Wallace, N.S., is dead.

John Clarke, general merchant, Tatamagouche, N.S., is dead.

D. W. Hartt, general merchant, Fredericton Junction, N.B., is dead.

F. R. Douglas, of Kelly, Douglas & Co., wholesale grocers, Vancouver, B.C., is dead.

## NOVELTIES IN DECANTERS.

Handsome, novel and attractive are the decanters in which the French syrups, which Henri Jonas & Co. are handling, are being put up in. They would not only be of value to the dealer as ornaments for his shelves, but prove ready sellers. After the contents have been used, the decanters could be used for other purposes.

Thompson & Avery, general merchants and lumber millers, Sharbot Lake, Ont., have suffered about \$4,000 loss by fire; insured.

## INQUIRIES REGARDING CANADIAN TRADE.

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

1. Inquiry is made for names of firms in Canada who own mills for cutting fir sleepers and blocks and are prepared to quote for the delivery of such timber f.o.b. shipping port.

2. A London firm request to be furnished with names of Canadian shippers of baled hay who desire to be represented in England.

3. A firm in Liverpool are also open to buy Canadian hay in 1 to 500 ton lots as agreed.

4. A correspondent in the South of England asks for names of importers of Canadian bacon and cheese.

5. A Dutch firm are open to represent Canadian exporters of rolled oats, flour and rice meal.

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

## IN THE INTEREST OF CEYLON TEA.

Mr. R. V. Webster, of Colombo, Ceylon, who is now pretty well known all over Canada as a dealer in Ceylon tea, is on his regular trip through the United States and Canada, and is in Montreal this week. He finds that everywhere he goes there is a steadily increasing demand for Ceylon tea and he visits almost every point in the world. He saw Their Royal Highnesses, the Duke and Duchess of York, at Ceylon just before he left home. He again saw them in Melbourne, Brisbane, and in New Zealand. He is likely to again see them in Halifax. From Montreal Mr. Webster goes to New York, where he will be the guest of Sir Thomas Lipton on board his yacht during the international races.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED  
MONTREAL, QUE.

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

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

**Excelsior Macaroni**  
**White Castile Soap**

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

**WESTERN** Incorporated  
1881.  
**ASSURANCE COMPANY**

**Fire and Marine**

Capital, subscribed \$2,000,000.00  
Capital - - - 1,000,000.00  
Assets, over - - 2,340,000.00  
Annual Income - 2,290,000.00  
Head Office: TORONTO, ONT.

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

**BENNETT'S SPICE AND GROCERY CABINETS**  
ARE UNRIVALED FOR KEEPING STOCK.

They are fitted with drawers, which are a patent combination of sheet metal and wood, which prevents

**CRACKING, SHRINKING and STICKING.**

The drawers have a lip at the top, making them dust and insect proof. The backs and divisions of cabinets being metal, they defy mice and worms.

**Cabinets Supplied any  
Style or Size.**

For price lists and full information apply to the patentee and manufacturer,

**J. S. BENNETT,**  
20 Sheridan Ave., TORONTO

BUY

**Star Brand**

**COTTON  
CLOTHES  
LINES**

- AND -

**COTTON  
TWINE**

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

For sale by all Wholesale Dealers

See that you get them.

**ROCK SALT FOR HORSES  
and CATTLE.**



TORONTO SALT WORKS, Toronto, Ont.

**"Chief Keokuk"**

Pickles and Condiments.

**"Montrose"**

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

**KEOKUK PICKLE CO.**

KEOKUK, IOWA, U.S.A.

**KEEP COOL!**

**Georgia Watermelons**

First car of the season just arrived.

*Extra Fancy Bananas, Pineapples, Oranges, Lemons.*

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

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

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

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

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

**PARAFFINE WAX**

In "One Pound Cakes" for

**HOUSEHOLD USE**

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

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



**LICORICE..**

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

**YOUNG & SMYLLIE**

Established 1845.

BROOKLYN, N.Y.

**THE TIME TO INSURE IS NOW**

While you are WELL, STRONG and INSURABLE.

**THE Confederation Life**

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

PROTECTION FOR YOUR FAMILY.  
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.,  
PRESIDENT.

W. H. Beatty, Esq., W. D. Matthews, Esq.,  
VICE-PRESIDENTS.

W. C. MACDONALD,  
ACTUARY.

J. K. MACDONALD,  
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

**PURITY.**

**Southwell's**

Jams, Jellies and Marmalades



Stand at the top for . . .

Pure, Wholesome and Attractive Goods.

**FRANK MAGOR & CO.**

AGENTS FOR CANADA.

16 St. John St., MONTREAL.

**Current Market Quotations for Proprietary Articles**

September 5, 1901

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

**BAKING POWDER.**

|                                         |                |  |          |
|-----------------------------------------|----------------|--|----------|
| <b>Cook's Friend—</b>                   |                |  |          |
| 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     |
| 12oz. tins, 3 ".....                    |                |  | 2 40     |
| 9oz. tins, 4 ".....                     |                |  | 1 10     |
| 5lb. tins, 1/2 ".....                   |                |  | 4 00     |
| <b>Diamond— W. H. GILLARD &amp; CO.</b> |                |  |          |
| 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     |
| <b>IMPERIAL BAKING POWDER.</b>          |                |  |          |
| Cases Contain.                          | Sizes of Cans. |  | Per Doz. |
| 4 doz.                                  | 10c.           |  | \$0 85   |
| 3 "                                     | 6-oz.          |  | 1 75     |
| 2 and 3 doz.                            | 12-oz.         |  | 3 40     |
| 2 and 1 3 doz.                          | 16-oz.         |  | 4 35     |
| 1 doz.                                  | 2 1/2-lb.      |  | 10 40    |
| 1/2 and 1 doz.                          | 5-lb.          |  | 19 50    |
| <b>MAGIC BAKING POWDER.</b>             |                |  |          |
| Contain.                                | Sizes of Cans. |  | Per Doz. |
| 4 doz.                                  | 4-oz.          |  | \$0 65   |
| 4 "                                     | 6-oz.          |  | 0 80     |
| 4 "                                     | 8-oz.          |  | 1 00     |
| 4 "                                     | 12-oz.         |  | 1 50     |
| 4 "                                     | 16-oz.         |  | 1 80     |
| 1 "                                     | 2 1/2-lb.      |  | 4 50     |
| 1 "                                     | 5-lb.          |  | 7 75     |
| <b>NEW JERSEY CREAM BAKING POWDER.</b>  |                |  |          |
| 1/2 size, 5 doz. in case.....           |                |  | 40       |
| 1/4 size, 4 doz. in case.....           |                |  | 75       |
| 1/2 " 3 ".....                          |                |  | 1 25     |
| 1 " 2 ".....                            |                |  | 2 25     |

**BLACKING.**

**SHOE POLISH.**

|                                         |        |
|-----------------------------------------|--------|
| <b>HENRI JONAS &amp; Co. Per gross.</b> |        |
| Jonas' .....                            | \$9 00 |
| Froments .....                          | 7 50   |
| Military dressing .....                 | 24 00  |

**BLUE.**

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

**BLACK LEAD.**

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

**CORN BROOMS**

|                                           |      |
|-------------------------------------------|------|
| <b>BORCKH BROS &amp; COMPANY doz. net</b> |      |
| Bamboo Handles, A, 4 strings .....        | 4 35 |
| " " B, 4 strings .....                    | 4 10 |
| " " C, 3 strings .....                    | 3 85 |
| " " D, 3 strings .....                    | 3 60 |
| " " E, 3 strings .....                    | 3 35 |
| " " G, 3 strings .....                    | 3 10 |
| " " I, 3 strings .....                    | 2 85 |

**BISCUITS.**

|                                                                                |          |
|--------------------------------------------------------------------------------|----------|
| <b>CARR &amp; CO., LIMITED.</b>                                                |          |
| 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.**

|                              |         |
|------------------------------|---------|
| <b>HENRI JONAS &amp; Co.</b> |         |
| Mushrooms, Rionel .....      | \$15 50 |
| " 1st choice Dutheil.....    | 18 50   |
| " 1st choice Lenoir .....    | 19 50   |
| extra Lenoir .....           | 22 00   |
| Per case, 100 tins.          |         |

**FRENCH PEAS—DELORY'S**

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

**FRENCH SARDINES.**

|                              |        |
|------------------------------|--------|
| <b>HENRI JONAS &amp; Co.</b> |        |
| 1/2 Trefavennes.....         | \$9 50 |
| 1/2 Rolland.....             | 9 50   |
| 1/2 Delory.....              | 10 50  |
| 1/2 Club Alps.....           | 12 50  |

**CHOCOLATES & COCOAS.**

|                                          |          |
|------------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb..  | 0 35     |
| Smaller quantities .....                 | 0 37 1/2 |
| <b>CADBURY'S.</b>                        |          |
| Frank Magor & Co., Agents per doz.       |          |
| Cocoa essence, 3 oz. packages.....       | \$1 65   |
| Mexican chocolate, 1/2 and 1/4 lb. pkgs. | 0 40     |
| Rock Chocolate, loose.....               | 0 40     |
| " 1-lb. tins.....                        | 0 42     |
| Nibs, 11-lb. tins.....                   | 0 35 1/2 |
| <b>Chocolate—FRY'S.</b>                  |          |
| Caracocas, 1/4's, 6-lb. boxes.....       | 0 42     |
| Vanilla, 1/4's.....                      | 0 42     |
| "Gold Medal" Sweet, 1/4's, 6 lb. box     | 0 39     |
| Pure, unsweetened, 1/4's, 6 lb. box      | 0 42     |
| Fry's "Diamond," 1/4's, 14 lb. box       | 0 34     |
| Fry's "Monogram," 1/4's, 14 lb. box      | 0 34     |
| <b>Cocoas—</b>                           |          |
| Concentrated, 1/4's 1 doz. in box..      | 2 40     |
| " " 1/2 ".....                           | 4 50     |
| " " 1 lb. ".....                         | 8 25     |
| Homeopathic, 1/4's 14 lb. boxes.....     |          |
| " " 1/2 lbs. 12 lb. boxes.....           |          |

|                                     |      |
|-------------------------------------|------|
| Mott's Cocoa Shells.....            | 0 65 |
| Vanilla Sticks, per gross.....      | 0 90 |
| Mott's Confectionery Chocolate 0 21 | 0 43 |
| Mott's Sweet Chocolate Liquors 0 19 | 0 30 |

**THE OOWAN CO., LIMITED.**

|                                                                     |        |
|---------------------------------------------------------------------|--------|
| <b>Hygienic, 1-lb. tins, per doz.</b>                               |        |
| 1/2-lb. tins .....                                                  | \$7 15 |
| 1/4-lb. tins .....                                                  | 3 75   |
| " fancy tins .....                                                  | 2 45   |
| " fancy tins .....                                                  | 0 90   |
| <b>Hygienic 5-lb. tins, for sod. water fountains, etc. per doz.</b> |        |
| 1 lb. .....                                                         | 0 55   |
| P. refraction, 1/2-lb. tins, per doz..                              | 3 00   |
| Cocoa Essence sweet, 1/2-lb. tins, per doz.....                     | 2 25   |
| <b>Chocolate—</b>                                                   |        |
| Queen's Desert 1/4's and 1/2's.....                                 | \$0 40 |
| " " 6's.....                                                        | 0 42   |
| Mexican Vanilla 1/4's and 1/2's.....                                | 0 55   |
| Royal Navy Rock .....                                               | 0 30   |
| Diamond .....                                                       | 0 25   |
| " " 8's.....                                                        | 0 28   |

**CHEESE.**

|                                            |        |
|--------------------------------------------|--------|
| <b>Imperial—Large size jars, per doz..</b> |        |
| Medium size jars .....                     | \$8 35 |
| Small size jars .....                      | 4 50   |
| Individual size jars .....                 | 2 40   |
| Imperial Holder—Large size .....           | 1 00   |
| Medium size .....                          | 15 00  |
| Small size .....                           | 1 00   |
| Roquefort—Large size, per doz.....         | 2 00   |
| Small size .....                           | 1 40   |
| Paragon—Large size, per doz.....           | 8 25   |
| Medium size .....                          | 4 50   |
| Small size .....                           | 2 40   |
| Individual size .....                      | 1 00   |

**COFFEE**

|                                       |          |
|---------------------------------------|----------|
| <b>JAMES TURNER &amp; CO. per lb.</b> |          |
| Mexico .....                          | 0 32     |
| Damasous .....                        | 0 28     |
| Cairo .....                           | 0 20     |
| Sirdar .....                          | 0 17     |
| Old Dutch Rio.....                    | 0 12 1/2 |

**CLOTHES PINS**

|                                                           |      |
|-----------------------------------------------------------|------|
| <b>BORCKH BROS. &amp; CO.</b>                             |      |
| Clothes Pins (full count), 5 gross in case, per case..... | 0 55 |
| 4 doz. packages 12 to a case.....                         | 0 70 |
| 6 doz. packages (12 to a case).....                       | 0 90 |

I  
COU  
50 book  
sorte  
109 bot  
assor  
500 bot  
assor  
1,000 b  
assor  
1 oz. L  
1 oz.  
2 oz.  
1 oz. S  
2 oz.  
2 oz. A  
4 oz.  
8 oz.  
1 lb.  
1 oz. F  
2 oz. F  
2 oz. S  
4 oz.  
8 oz.

# Edwardsburg Silver Gloss Starch.

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

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

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

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

**COUPON BOOKS—ALLISON'S.**

|                                      |                       |                                    |
|--------------------------------------|-----------------------|------------------------------------|
| \$2, \$3, \$5, \$10 and \$20 books.  | Un-<br>num-<br>bered. | Covers and<br>Coupons<br>numbered. |
| 50 books, one kind or as-<br>sorted  | 8 50                  | \$1 75                             |
| 100 books one kind or<br>assorted    | 2 50                  | 3 00                               |
| 500 books, one kind or<br>assorted   | 11 50                 | 14 00                              |
| 1,000 books, one kind or<br>assorted | 20 00                 | 25 00                              |

**Allison's Coupon Pass Book.**

|                   |                  |
|-------------------|------------------|
| 100 books each    | 2 cents each     |
| 200 books each    | 2 cents each     |
| 300 books each    | 2 cents each     |
| 500 books each    | 2 1/2 cents each |
| 1,000 books each  | 3 cents each     |
| 2,000 books each  | 3 1/2 cents each |
| 3,000 books each  | 4 cents each     |
| 5,000 books each  | 5 cents each     |
| 10,000 books each | 8 cents each     |

**EXTRACTS.**

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

|                             |        |
|-----------------------------|--------|
| 1 oz. London Extracts       | \$6 00 |
| 1 oz. " (no corkscrews)     | 5 50   |
| 2 oz. " "                   | 9 00   |
| 1 oz. Spruce essence        | 6 00   |
| 2 oz. " "                   | 9 00   |
| 2 oz. Anchor extracts       | 12 00  |
| 4 oz. " "                   | 21 00  |
| 8 oz. " "                   | 38 00  |
| 1 lb. " "                   | 70 00  |
| 1 oz. Flat                  | 9 00   |
| 2 oz. Flat, bottle extracts | 18 00  |
| 4 oz. Square                | 21 00  |
| 8 oz. " (corked)            | 35 00  |
| 1 lb. " "                   | 72 00  |

|                                       |      |
|---------------------------------------|------|
| 8 oz. " glass stop extracts           | 3 50 |
| 8 oz. " "                             | 7 00 |
| 2 1/2 oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters                | 3 50 |

**FOOD.**

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

**GILLETT'S POWDERED LYE.**

|                |        |
|----------------|--------|
| 4 doz. in case | \$3 60 |
|----------------|--------|

**JAMS AND JELLIES**

**SOUTHWELL'S GOODS. Per doz.**  
Frank Magor & Co., Agents.

|                       |      |
|-----------------------|------|
| Orange Marmalade      | 1 50 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam  | 2 00 |
| Raspberry " "         | 2 00 |
| Apricot " "           | 1 75 |
| Black Currant " "     | 1 85 |
| Other Jams, W. F.     | 1 95 |
| Red Currant Jelly     | 2 75 |

**Jams—T. UPTON & Co.**

|                                           |          |
|-------------------------------------------|----------|
| 1-lb. glass jars 2 doz., in case, per doz | \$1 00   |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 1/2 |
| 7-lb. wood pails, 6 "                     | 0 06 1/2 |
| 14-lb. wood pails, per lb                 | 0 16 1/2 |
| 30-lb. " "                                | 0 06 1/2 |

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

|                            |          |
|----------------------------|----------|
| 1-lb. glass jars, per doz. | \$1 00   |
| 7-lb. wood pails, per lb.  | 0 06 1/2 |
| 14-lb. " "                 | 0 06 1/2 |
| 30-lb. " "                 | 0 06 1/2 |

**KNIFE POLISH.**

|                                                                             |      |
|-----------------------------------------------------------------------------|------|
| Nixey's "Cervus" 6d. and 1s. tins                                           | 3 50 |
| For price list and sliding scale apply W. G. Nixey 12 Soho Sq. London, Eng. | 7 00 |

**LICORICE.**

**YOUNG & SMYLLIE'S LIST.**

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

**MUSTARD.**

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

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

**JONAS' FRENCH MUSTARDS**

|                  |        |
|------------------|--------|
| 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

**MATCHES.**

|                                  |        |
|----------------------------------|--------|
| Eddy's Telegraph, 5-case lots    | \$4 00 |
| " " single cases                 | 4 20   |
| Telephone, 5-case lots           | 3 90   |
| " " single cases                 | 4 10   |
| Eagle Parlors, 200s, 5-case lots | 1 60   |
| " " single cases                 | 1 70   |
| " " 100s, 5-case lots            | 1 80   |
| " " single cases                 | 1 90   |
| Victoria Parlors, 5-case lots    | 2 90   |
| " " single cases                 | 3 00   |

**MINCE MEAT.**

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

**ORANGE MARMALADE.**

**TUPTON & Co.**

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

**PICKLES.**

**STEPHENS'.**

A. P. Tippet & Co., Agents.

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

**SODA.—COW BRAND**



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

**SOAP**

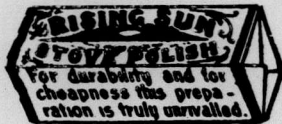


Gloriola Soap, per gross..... 12 00  
Straw Hat Polish, per gross..... 10 20

**STOVE POLISH.**



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



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



**STARCH.**

**EDWARDSBURG STARCH CO., LTD.**

**Laundry Starches—** per lb.  
No. 1 White or Blue, 4-lb. cartons 0 02 3/4  
No. 1 " " " 3-lb. " 0 05 3/4  
Canada Laundry " " " 0 04 3/4  
Silver Gloss, 6-lb. draw-lid boxes 0 07 1/2  
Silver Gloss, 6-lb. tin canisters... 0 07 1/2  
Edwards'g Silver Gloss, 1-lb. pkg. 0 07 1/2  
Kegs Silver Gloss, large crystal 0 06 1/2  
Benson's Satin, 1-lb. cartons.... 0 08  
No. 1 White, bbls. and kegs..... 0 05  
Benson's Enamel, per box..... 3 00  
**Culinary Starch—**  
Benson & Co.'s Prep. Corn..... 0 06 1/2  
Canada Pure Corn..... 0 05  
**Rice Starch—**  
Edwardsburg No. 1 white, 1-lb. cart 0 09 1/2  
Edwardsburg No. 1 White or  
Blue, 4-lb. lumps..... 0 08

**KINGSFORD'S OSWEGO STARCH**



40-lb. boxes, 1-lb. pkgs. 0 06 1/2  
SILVER } 6-lb. boxes, sliding cover  
GLOSSE } (12-lb. boxes each crates) 0 08  
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.  
CORN STARCH } 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 06 1/2

**BEE STARCH.**  
Cases, 64 pkgs. 48's..... \$5.00  
1/2 Cases, 32 pkgs. 24's..... 2.50  
Packages 10c. each.

**BRANTFORD STARCH WORKS, LIMITED.**

Ontario and Quebec.

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

**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, 3/4's and 5/8'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  
Ceylon Tea, in  
1 and 1/2 lb. lead  
packages. black  
or mixed.

Black Label, 1-lb., retail at 25c.... 0 19  
" 1/2-lb., " " " " " 0 20  
Blue Label, retail at 30c..... 0 22  
Green Label " 40c..... 0 28  
Red Label " 50c..... 0 35  
Orange Label, retail at 60c..... 0 42  
Gold Label, " 80c..... 0 55

**CROWN BRAND**

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

**"SNELLINGS PATENT"**



English Break-  
fast Hopped Tea,  
29c.; retail, 40c.  
A. Waddell & Co.  
agents, Toronto.  
Samples on appli-  
cation.



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



**LUDELLA CEYLON, 1's**  
AND 1/2'S PKGS.

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

**TOBACCO.**

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

**WOODENWARE**

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

Matches, Kodak, per case (900's) 9  
boxes to packages, 40 packages to  
case..... 3 30

**YEAST.**

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

**We are always glad**

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

MACLEAN PUB Co., Limited  
Montreal. Toronto.

**WE STOCK**  
NO. 197  
**SYRUP PUMP**  
AND MEASURE.

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

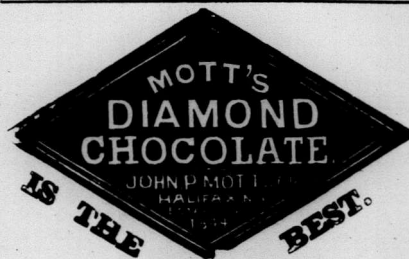
**WALTER WOODS & CO.**  
HAMILTON.

**Soap**

"IMPERIAL" and  
"SNOW"

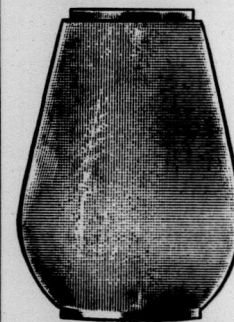
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NOW IN STORE.

Perkins, Ince & Co., - Toronto.



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**MOTT'S**

**ARE YOU USING OUR**



**Cold Blast**  
or Jubilee  
Globes

**Aetna or**  
Quaker Flint  
Chimneys?

Give them a Trial.

**THE SYDENHAM GLASS CO.,**  
of WALLACEBURG, Limited

**Shredded Whole**  
**Wheat Biscuit**

For sale by all  
Wholesale Grocers.

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

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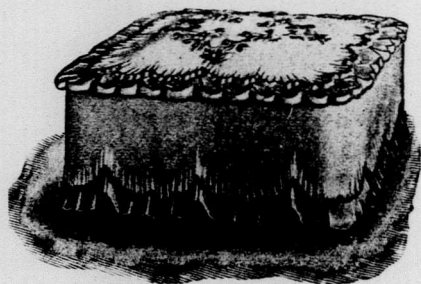
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We have just issued our new Catalogue for the coming season. It's a daisy, and yours for the asking.

Have you tried our Mail - Order Department?

Write to us for illustrations or prices of anything you are needing in

|                                 |                                 |
|---------------------------------|---------------------------------|
| White Granite and Printed Ware, | Fruit Jars,                     |
| Dinner, Toilet and Tea Sets,    | Decorated Opal and Fancy Goods, |
| Fancy China of all kinds,       | Lamps and Lamp Goods,           |
| Cut Glass,                      | Decorated Souvenir Goods,       |
| Rich Pottery Vases, etc.,       | Rockingham and Cane Ware,       |
| Lamp Chimneys,                  | Lanterns.                       |

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TORONTO and WINNIPEG.

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## Wethey's Condensed Mince Meat

because it is sure to be asked for again.

ALL WHOLESALERS HANDLE IT.

Manufactured by

## J. H. WETHEY,

ST. CATHARINES, ONT.

# CROSSE & BLACKWELL'S

## New Season's Candied Peels

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

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

## C. E. COLSON & SON,

## MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

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The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

## 'WELLINGTON' KNIFE POLISH

## JOHN OAKEY & SONS, LIMITED

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