

**PAGES  
MISSING**

PUBLISHED EVERY  
FRIDAY

CIRCULATES IN  
EVERY PROVINCE

THE  
**CANADIAN GROCER**  
AND  
**GENERAL STOREKEEPER**

**QUALITY..**

When a salesman talks price to you  
Ask him about **QUALITY**

When he talks quantity . . . .  
Ask him about **QUALITY**

When he talks merit to you . . .  
Ask him about **QUALITY**

That's the \_\_\_\_\_  
**STRONG POINT**  
in  
**Colman's Mustard**

- VINEGAR**—That is clear and sparkling.
- VINEGAR**—That leaves a delightful, lasting sensation on the palate.
- VINEGAR**—Of guaranteed strength, mellowness and flavor
- VINEGAR**—Specially adapted for pickling purposes, with keeping qualities unexcelled.
- VINEGAR**—Produced from the highest known ingredients, by a strictly scientific process.



**IMPERIAL WHITE WINE**  
**HAVE YOU TRIED IT?**

If your customers desire a really  
fine, pure Table Salt,  
give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established  
1886

Clinton, Ont



## LICORICE . . .

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

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

# The Williams Bros. Co's



Sweet Mixed  
Sweet Gherkins  
Sour Mixed  
Sour Gherkins  
Chow Chow  
Pearl Onions

First Quality  
Goods in  
Attractive  
Packages



SEP 17 1902

## TOMATO CATSUP

French Mustard  
Waldorf Relish  
Chili Sauce  
Pure Preserves



A. E. RICHARDS & CO.,

Selling Agents,

Hamilton.

# Stower's Lime Juice

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

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

# Stephens' Pickles

*Sold by leading wholesalers.*

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

# Fry's Cocoa.

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

*Sold by leading wholesalers.*

## FLOUR

**MAGOR'S  
DELICIOUS  
PATENT  
FLOUR.**

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

**JOHN MAGOR & CO., MONTREAL**

## "ACME" TABLE SALT

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

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

## WRAPPING PAPERS

—Our Kind  
—The Good  
—Kind.

Every grocer wants  
to please his custom-  
ers. You will do this  
if you do up your  
parcels in good wrap-  
ping papers — the  
kind that will wear—  
from these mills.

—None better.  
—See that you  
—have them.

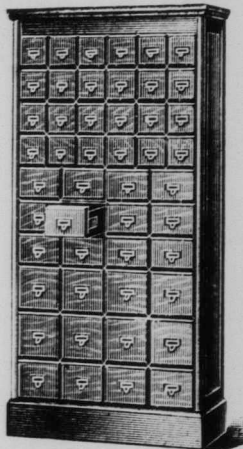
**CANADA PAPER CO., Limited**  
TORONTO and MONTREAL.

## I-WANT-2

help you increase  
your profits by at-  
tracting customers  
to your store, en-  
abling you to serve  
them quicker, and  
in preserving your  
stock from dirt,  
dust, mice and in-  
sects. You can do  
this by using

**Bennett's Spice and  
Grocery Cabinet**  
which also saves 20  
per cent. of your  
room.

Full particulars from  
**J. S. BENNETT,**  
Patentee and Mfr.,  
15 Marion St., Toronto.



## REFRIGERATORS.



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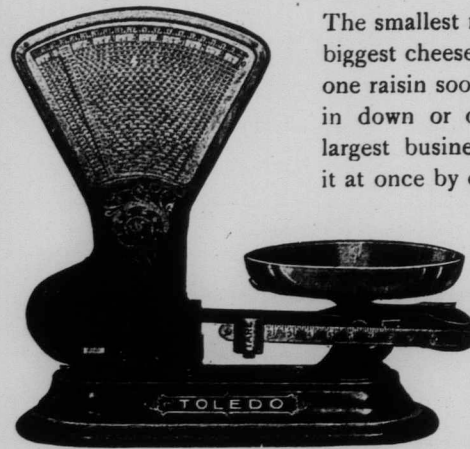
Fit up your store with  
a Eureka Refrigerator  
and you will have a  
refrigerator that will  
dry wet matches.

Write for our cata-  
logue, guarantee test  
and testimonials which  
are free.

**Eureka  
Refrigerator Co.**

Wilbert Hooley, Manager.  
54 Noble St., TORONTO

Phone Park 513.



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

## Toledo Automatic Springless Scale.

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

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

It does not require even a hair to turn it.

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

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

## HIRES' ROOT BEER

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

Price, in lots of one gross and over . . . . . per gross \$20.40

Price, in 5-gross lots and over . . . . . " \$19.40

Freight Prepaid on Two Gross and Upwards.

SEND YOUR  
ORDER TO....

**W. P. DOWNEY,** Sole Canadian Agent,  
20 and 22 St. Peter Street, - MONTREAL.

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

# Wheatine Soap

An ideal Summer Breakfast Food recom-  
mended by the medical profession.

A quick seller and profitable.

Wholesale by \_\_\_\_\_

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

## BASKETS

We make them in all shapes and  
sizes. We have

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

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

THE . . .

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

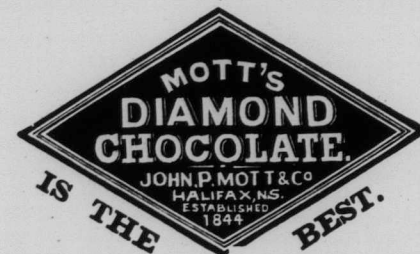
# Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.



For Sale Everywhere.

—:O:—  
**ASK FOR  
MOTT'S.**

## Cigars of Quality.

Be sure you satisfy a customer on quality as well as price. Give him Cigars that won't drive the family out on to the front porch.

If you hand him my Cigars you may be absolutely sure that the peace of the family circle will remain undisturbed. The Cigars I make are "Cigars of Quality"—highest quality always for the price.

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

The "Pharaoh"  
for a 10c. line.

The "Pebble"  
for a 5c. line.

## Summer Relishes

**Lime Fruit Juice,  
Lime Juice Cordial,  
Raspberry Vinegar.**

Something cool and refreshing for summer—easy to make. But be sure you have the right kind. You are sure to please the most fastidious customers if you recommend to them "**Sterling**" brand goods—made with best skill.

—The word "Sterling"  
—is a guarantee of  
—goodness.

**T. A. LYTLE & CO.**

124-128 Richmond St., West, TORONTO.

## MOLINA BREAKFAST FOOD

**A  
Steady  
Rise**

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

Grocers, your customers will appreciate

**MOLINA BREAKFAST FOOD.**

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

**THE TILLSON CO., Limited, Tillsonburg, Ont.**


If popularity is the best proof of merit, then

# JAPAN TEA


wins every time. The best tea judges in Canada attest to its absolute purity, wholesomeness, cleanliness and healthfulness.

**IMPERIAL**  
CREAM TARTAR  
**BAKING POWDER**  
PUREST, STRONGEST, BEST.  
Contains no Alum, Ammonia, Lime, Phosphates, or any Injurious.

**E. W. GILLETT COMPANY LIMITED**  
TORONTO, ONT.



### 20th Century Account Keeping



Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

#### If a Man Wants Credit

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

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

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

IMPERIAL  
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and pres



# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

Merit Acknowledged  
Superiority Admitted.

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents  
Montreal.

## AT ANY TIME

of the year a poor starch is very undesirable  
but particularly during

## HOT WEATHER

is its uselessness felt. The busy housewife  
is anxious to lighten her work as much as  
possible these warm days, and you can  
assist her by recommending

## IVORY GLOSS STARCH

the kind that never fails to please. It is  
backed up by many years of experience in  
starch making. Let your next order be for

## IVORY GLOSS.

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

## WHITEMORE'S POLISHES.

THE WORLD'S STANDARD.

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



### "GILT EDGE"

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

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

# MOLASSES

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

The Dominion Molasses Co.,

Limited

Halifax - Nova Scotia.





# Washington Lye.

TESTS 100 PER CENT. ABSOLUTELY PURE LYE OR POTASH.

The most universally used and perfectly reliable LYE on the market to-day. Perfect results obtained as a disinfectant; as a saver of labor in washing, not injuring even the most delicate fabrics; in the making of hard and soft soaps; in fact, it can be put to a great number of uses, and as a cleanser from all dirt is unequalled.

We have a large shipment just at hand: Price, \$2.75 per case of 4-dozen ten-cent tins. Figure out the excellent profit you make.

Washington Lye has been the standard on the American market for many years.

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



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

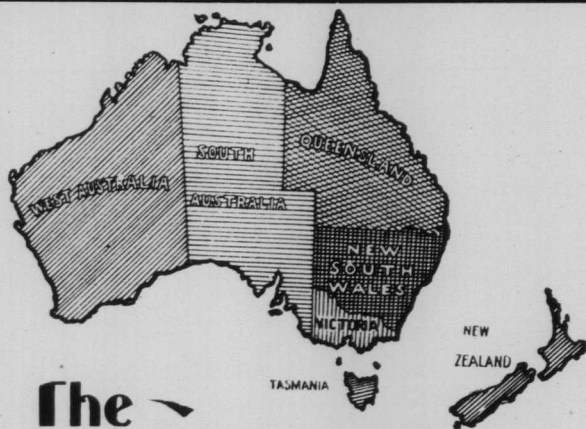
Manufacturers of the Celebrated

## WHITE LABEL ALE

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

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

WM. ROSS, Manager.



The  
**Australasian Grocer**

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

Subscription \$2.50 per Ann.

post free to any part of the world.

A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:

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Sydney, - - - Post Office Chambers

AMERICAN OFFICES:

New York, - - - Park Row Building.

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

Specimen Copies Free on Application.

## TO LIVE GROCERS ONLY

We are putting up and are having a  
LARGE SALE on our famous . . . .

"VICTORIA  
CROSS"



## CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

**J. F. SMYTH & CO.**

Tea Packers.

WINDSOR, ONT.

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## THE PREFERENTIAL TARIFF QUESTION.

By ROBERT MUNRO, President of the Canadian Manufacturers' Association.

HERE is much more general agreement on this subject than we are apt to infer from the varied opinions expressed in its discussion. It is no question of party politics. There can be no doubt that the people of Canada, as a whole, are favorable to giving British possessions every tariff advantage that is possible, consistent with our general financial system and the maintenance of our industries.

There is a remnant of our people who would refuse to consider our industries in the question at all. These do not consider that the investment of Canadian capital in manufacturing industries amounts to probably \$500,000,000, and that at least one-third of our population is dependent on these. There is also a further consideration. These industries were largely induced by the measure of protection the tariff incidentally afforded, and, as a community, we cannot afford to so alter our fiscal conditions as to prevent this enormous investment yielding some return, nor can we afford to materially reduce the number for which these industries find employment.

The Pro-British view of the tariff looks to increased trade between Canada and other British possessions. Of this view Canada is the author. Its development will probably be intercolonial before it becomes Imperial. We may expect a return of preferences from the other colonies before reciprocal preferential trade is adopted by Great Britain. Our fellow-Britons in Australia, New Zealand, South Africa, West Indies, etc., are thinking hard on the question. We may surely arrange to help out the discussion with them in detail, and it cannot prove fruitless. A general agreement among the colonies is the great lever which will move Great Britain. This intercolonial agreement is just what many of our British people would delight to see in operation. The discussion of the principle will help to bring the financial systems of the colonies into similar lines, and as one colony gradually increases its consumption of the products of the other, the preferen-

tial tariff will be a matter of less and less difficulty.

But the Pro-British view has another very important feature. It seeks to retain British trade for Britons. In carrying out this view it has no favors to confer on foreign nations. Nor has it any prejudice against dealing with them on a fair "tariff for tariff" basis. While one part of our creed is to give a preference to British possessions, another is to give to every other country as fair terms as they give us, but we object to give more than this. If they tax our farm products and our manufactures we also tax theirs. We want to trade with the wide world on a business basis. We want to trade with our fellow Britons on a preferential basis, and we expect them to recognize us as Britons also.

This view is worthy of Canada. There is nothing in it that is not businesslike, straightforward, fair and just.

Now, what would be the outcome of this Pro-British policy if carried out from these two viewpoints?

Based on the existing tariffs of Germany, United States and other countries, the principle of tariff for tariff would so restrict our trade with these countries that a large additional volume of trade would be available between us and Great Britain and her colonies. One effect would be a higher Canadian tariff on a large number of items, which is not, in itself, desirable, but it would be necessary to equalize with foreign tariffs. The other effects would be that not only would a larger amount of trade be available between us and Britain, but that a greater percentage of preference could be given to Britain.

I am not forgetful that some few industries have suffered severely from the preference now given. These industries were established on a tariff which appeared to offer a return on their investment, but the abatement of one-third upset their calculations, and in some cases changed profit into loss. These are the exception, however, and call to be dealt with exceptionally, but generally the increased aggregate business

that would result from fair trade with foreign nations and the special increases incident thereto would adjust matters. I have tried to deal with principles. Let me give only one illustration in detail.

Our agriculturists are very heavy sufferers in this regard. There is approximately \$20,000,000 lost to Canada every year to pay United States farmers for produce for which they will not take produce in return, but are paid in gold. Every dollar of this is lost to our Canadian farmers.

The pro-British principle of "tariff for tariff" to foreigners and reciprocal preferential between British possessions is the principle that will do justice to Canada and her people.

### THE BRITON AND HIS TEA.

If they are looked at in a proper light, statistics are by no means dull reading, and may supply some most interesting facts and subjects for speculation. The returns of the imports into Great Britain of tea and coffee open up some very curious questions. The average Englishman drinks in the course of the year six times as much tea as the average American or Dutchman, and very nearly 100 times as much as the average Frenchman. On the other hand, the Englishman does not drink coffee, and only gets through, in a year, about a twentieth part of that which the average Dutchman consumes. This liking for tea as compared with coffee, in contradistinction to the taste of all the rest of the world, cannot be put down to Great Britain's much abused climate, for the same law holds good in the colonies. Wherever the Englishman goes he drinks tea if he can get it, and he usually sees that his supply does not run short. It is not a matter of taste, but of temperament. The Englishman is always more or less at work and in a hurry, and has no time to waste making coffee as it should be made, if it is to be drunk without nausea. A handful of tea thrown into a pannikin of boiling water will brew a very excellent drink, but a handful of coffee treated in the same way would prove detestable. To make tea is easy; to make coffee takes trouble, and the Briton adopts that drink which is easiest to make.

**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH

**IN CAKES** **IN TINS**

WELL KNOWN AND RELIABLE. **DURABLE AND ECONOMICAL**  
3000 TONS SOLD YEARLY.

**DUSTLESS, LABOR SAVING,**  
BEST IN THE WORLD. **GUARANTEED TO THE TRADE**

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.

## TORONTO RETAIL GROCERS' ASSOCIATION

An Agreement with the Bakers—The Excursion Discussed—Trouble over an Agreement.

THE Toronto Retail Grocers' Association held their regular monthly meeting in St. George's Hall, Elm street, on Monday evening, July 14. A resolution was passed calling the attention of The Natural Food Co. to the way their price restrictive agreement was being observed in Toronto. A deputation was heard from the Master Bakers' Association of Toronto, and final arrangements were made for their annual excursion which this year will be held at Niagara Falls and Buffalo on July 23. President Sykes was in the chair.

Those present were: President Sykes, Secretary Nettelfield, Edw. Hawes, F. W. Johnston, D. Bell, T. Clark, C. Callander, Fred. Thorne, T. Dowswell, J. G. Gibson, J. Butcher, H. Kelley, R. H. Davis, Jerry Burns, M. McArthur and R. Bailey Snow.

A letter was read from W. E. Burritt, barrister, solicitor, etc., Sudbury, Ont. It stated that the merchants there and in Copper Cliff and Glen Huron desired to form a merchants' association, and information was asked from the Toronto Retail Grocers' Association regarding their constitution and the best methods to adopt to form such an organization. The secretary was instructed to forward to Sudbury a copy of their constitution and furnish other information desired.

The shredded wheat biscuit question next came up for discussion. Although many merchants had bound themselves only to sell these biscuits at 15c. per package on the consideration that only those who signed the agreement would be able to obtain these biscuits, yet it was claimed many merchants in this city were able to obtain all they wanted of this article to sell at 12½c. per package. This drew forth indignant protests from those members of the Association who had signed their fixed price agreement

that had been so fully discussed in the Association some time ago. A strongly worded resolution was unanimously passed censuring the Natural Food Co. for the laxity they displayed in enforcing this agreement and calling their attention to the way in which it was being disregarded in Toronto. This resolution will be forwarded to the company at Buffalo.

The deputation from the Master Bakers' Association then was heard. It consisted of J. T. Spink and A. W. Carrick. Mr. Spink explained the objects of their visit. He had observed that in nearly every large city in the United States the tendency of the bakers was to sell exclusively to the retailer, and not to the consumer. He had drafted an agreement to be submitted to the Association for consideration, which provided that all the master bakers in Toronto, some 40, baking 98 per cent of the bakers' bread used in this city, should sell only to the retail grocer, who should have the exclusive privilege of retailing it out to the consumer. A fixed wholesale and retail price could then be agreed on between the baker and the grocer. This scale could be changed at any time at a joint meeting of the grocers and bakers. If the price of flour advances, the size of the loaves could be made smaller or their prices put up, as agreed by the makers and retailers.

Mr. Carrick followed with about the same arguments as Mr. Spink. He believed the scheme was feasible, and was much in favor of it. He thought that no difficulty would be experienced with stale bread, which the retailer was to agree not to sell any cheaper than the freshly-made. Any grocer could count on about the quantity of bread he would sell every day, and would therefore sustain little loss therefrom.

A committee, consisting of T. Clark and H. Kelly, with the executive, was appointed

to cooperate with a similar committee from the Grocers' Section of the Retail Merchants' Association of Canada and confer with a deputation from the Master Bakers' Association in the matter.

The excursion to Buffalo formed the next topic for consideration.

The programme committee reported that arrangements had been made for the holding of several guessing contests on board the steamer going across in the morning. There will be a pedro match between the representatives of the wholesale houses and the retailers. The dancing of two Highland lassies will amuse the excursionists. An orchestra will be engaged to play on the boat going and coming, and a band will meet the party at the Gorge. Altogether, everyone ought to have a happy time.

The following committee will look after the games on board the boat, viz.: R. B. Snow, J. Burns, and T. W. Clark.

New members were admitted as follows: J. C. Pearson, Queen street east; J. Fielding, McLeod street; J. Coutes, Wellesley street; A. Hall, Lippincott street, and T. Shaw, Davenport Road.

### NEW ADVERTISING NOVELTIES.

Some attractive advertising is now circulated in Canada by the "Globe" metal polish people, Raimés & Co., of No. 164 Duane street, New York. Their goods have a large sale throughout the world. It is put up in attractive tins, and the popular sizes for retailers are the 5 and 10c. tins. It will keep good in any climate, is always clean to handle, and is a remarkably good seller when once introduced. This polish has met with a large sale here during the short time it has been on the Canadian market, and the company are glad to forward a supply of advertising matter to all retailers on application.

C. B. Hoey, general merchant, Ninga, N.W.T., intends removing to Saskatoon.

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# A BARGAIN IN VALENCIA RAISINS

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS HAMILTON.

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

### **A TRADE BUILDER.**

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

#### **Bensdorp's Royal Dutch Cocoa**

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

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

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

#### **Bensdorp's Royal Dutch Cocoa**

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

### **JAMES TURNER & CO.**

Wholesale Agents,

HAMILTON, ONT.

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

## THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**T**HE creditors of Gorman & McDonnell, general merchants, Douglas, Ont., held a meeting on July 15.

J. E. Drolet, grocer, Quebec, has assigned.

J. C. De L'Eglise, grocer, St. Tite, Que., has suspended.

A. Foucher is curator of J. E. Drolet, grocer, Quebec.

Omer Beaulieu, general merchant, New Carlisle, Que., has assigned.

A. H. Pare, general merchant, Point De Maskinonge, Que., has assigned.

V. E. Paradis has been appointed curator of A. Cloutier, general merchant, St. Fabien, Que.

R. T. Stone & Co., general merchants, Melancthon, Ont., have assigned to Wm. Gray.

Riordan Bros., traders, Montreal, have filed an assignment, and their creditors met on July 17.

P. Boucher, general merchant, St. Damase, Que., has compromised at 55c. on the dollar, cash.

A consent of the assignment of Jos. N. Cabana, grocer, Montreal, has been filed, and he has assigned.

A consent of the assignment of Organ, Elliott & Co., wholesale grocers' sundries, Montreal, has been filed.

Mrs. L. Frost, grocer, Necum Teuch, N.S., has assigned to G. B. Faulkner, and her creditors meet July 22.

Robert A. Mowat, grocer, St. John, N.B., has assigned to J. M. Elmore, and his creditors had a meeting on July 17.

Crabbe & Co., wholesale jobbers in confectionery, Ottawa, have assigned to W. Cole, and a meeting of creditors was held on July 14.

#### PARTNERSHIPS FORMED AND DISSOLVED.

The Standard Flour and and Grain Company, Montreal, has dissolved.

Johnston & Stewart, manufacturers' agents, Winnipeg, have dissolved; W. Johnston continues with L. J. Ostrander under the style of W. Johnston & Co.

#### SALES MADE AND PENDING.

The assets of David Lee, baker, Ottawa, have been sold.

The stock of Ferd Decarie, grocer, Montreal, is to be sold.

The stock of Gariepy & Co., grocers and liquor merchants, Montreal, has been sold.

The stock of Bedard & Co., grocers, Quebec, has been sold at 48c. on the dollar.

J. C. Boyd, baker and flour dealer, North

Augusta, Ont., is offering his business for sale.

The stock of Duchesneau & Co., grocers and liquor merchants, Montreal, has been sold.

A. Suprenant & Co., grocers and liquor dealers, Montreal, are to have their stock sold.

J. A. Constantine, grocer, Quebec, is advertised to be sold out by bailiff, on July 21.

The assets of A. Prevost & Co., general merchant, St. Agathe Des Monts, Que., have been sold.

There will be a sheriff's sale of the property of G. F. Fenton, grocer, etc., Halifax, N.S., on July 29.

The stock of (the estate of) Wm. Coxall, hardware merchant, grocer and dry goods dealer, Colborne, Ont., is advertised for sale by tender.


#### CHANGES.

L. P. Lebel & Cie, traders, Montreal, have registered.

D. Langlois & Cie, grocers, Montreal, have registered.

Wm. M. Hall & Co., general agents, Montreal, have registered.

Martha M. Kirkpatrick, hotelkeeper and general merchant, Leduc, N.W.T., has sold her general store to A. M. Anderson.



**McLAREN'S  
IMPERIAL  
CHEESE**  
HIGHEST AWARDS  
AT CHICAGO 1893,  
PARIS 1900,  
PAN-AMERICAN 1901

**IF A COW COULD  
REASON**

the cows that produce the milk which, after many processes, becomes

**MacLaren's  
Imperial Cheese**

would be the very proudest cows in Canada.

Frank Hazell

# CURRENTS

Our travellers can interest you in this fruit.

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

36 Yonge St., Toronto.

Abraham Bros., grocers, Winnipeg, are succeeded by David King.

S. Thibault & Cie, hay and grain merchants, Montreal, have registered.

Abraham Kouri & Co., general merchants, Montreal, have registered.

W. M. J. Currie, grocer, Brandon, Man., will remove to Lander on August 1.

Avila Martel, grocer and liquor merchant, Montreal, is successor to J. Oscar Landry.

J. A. H. Bonnett, general merchant, St. Claude, Man., has removed to St. Laurent.

Hugh A. McMillan, grocer, Nanaimo, B.C., is opening a branch at Mount Sticker.

Lilly & Co., general merchants, Swan River, Man., have sold out to W. H. Bunting.

Robert Kerr, general merchant, St. Laurent, Man., has sold out to J. A. H. Bonnett.

B. D. Rogers & Co., Limited, grocers, etc., Stellarton, N.S., are succeeded by B. D. Rogers.

Mrs. M. J. Killam, general merchant, Liscomb mills, N.S., is out of business; she is succeeded by J. J. Soy.

C. B. Whidden & Son, wholesale and retail grocers, Antigonish, N.S., are succeeded by a firm of the same name, composed of C. Edgar Widden only.

### FIRES.

G. H. McFtridge, general merchant, Milford, N.S., was burned out.

The premises of P. Langlois, general merchant, Matane, Que., were damaged by fire.

Hatt, Morrison & Co., Limited, grocers, etc., Fredericton, N.B., have sustained damage by fire.

Griffin & Tobias, general merchants, Lake Temiscamingue, Que., were burned out; partially insured.

### DEATHS.

Silas A. Hill, general merchant, L'Amaroux, Ont., is dead.

Peter Dodds, grocer, and boot and shoe merchant, etc., Watford, Ont., is dead.

D. C. Corbitt, of D. C. Corbitt & Son, general merchant, Didsbury, N.W.T., is dead.

Robert McLeod, grocer, etc., Hopewell, N.S., is dead, and his widow continues the business.

James P. Mitchell, of J. P. Mitchell & Co., general and lumber merchants, Mill Village, N.S., is dead.

### TRINIDAD FLOUR MARKET.

Gordon, Grant & Co., Trinidad, report, under date of July 2, as follows regarding

the flour market there: "All grades of American flour are in light supply, while the stock of Canadian is quite exhausted, and next receipts—of the latter especially—should do exceptionally well."

### IMITATING A LABEL.

Imitation may be flattery, and the compliment it pays to the original is undoubted, but certainly it is with no intention of assisting the proprietor of a well-known article or label imitated, either by increasing his sales or multiplying his profits, that a manufacturer of a similar article appropriates the results of perhaps much thought and expended money, with the view of trading on the reputation of the original.

Now, granting that no one would imitate something that was worthless or had no particular merit or popularity, the very act of imitating proves the imitation to be devoid in some respect of the merit of the original; otherwise, it would not require to pose as a substitute or "as good as" or be palmed off as the original on an unsuspecting merchant, but could "sail on its own bottom," so to speak.

Reference is specially made to Schepp's "Edelweiss" cocoanut, the label for which has been closely imitated by competitors.



## UPTON'S Home Made Marmalade

New Style Jar, packed in 2 doz. cases,

Price \$1.50 per doz.

Bitter Oranges and Granulated Sugar, that is all.

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

51 Colborne Street, TORONTO, Agents.

## THE PROVISION TRADE.

Beef in England—The Markets—Miscellaneous Notes.

### BEEF IN ENGLAND.

A RECENT despatch from London, England, stated that United States meat-houses had obtained absolute control of the Smithfield market, and that these same United States companies had succeeded in raising the price of beef in England, refrigerator beef going up 3c. per lb. The English could not even import live cattle, it was said, for all the available freight space for six and twelve months' time had been taken by the United States dealers. It was further expected that beef in the Old Country would reach a record price before winter, the despatch added.

When interviewed in reference to this despatch, Mr. Robert Bickerdike, M.P. of Montreal, pronounced the whole thing to be without foundation. The United States houses do not control the English market, but most of these firms have representatives in Great Britain. They were enabled to gain a footing on the British market through the exorbitant charges made by English and Scotch commission men.

Beef still can be imported from this country into England, he said, at the rate, if they choose, of from 2,000 to 4,000 head per week. They always could get all the space they wanted.

Mr. Bickerdike thought the English Government were simply protecting the English farmer and agriculturist when they excluded Canadian cattle from the interior parts of England and Scotland under the mistaken accusation that our cattle were affected with pleuro pneumonia.

He also thought it very unjust for the British Government to prevent Canadian dressed beef from competing for the army contracts.

### TOP NOTCH PRICES.

National Provisioner, New York, under a recent date says: "Top notch prices were made this week for the hog products. It was an easy drift upward as the packers allowed the movement full headway, and it was accompanied by much more general outside speculation. The hog products, however, have been most confidently held on the late options, as in distinction to the corn tendency which has had very effective manipulation on the July deal. But the wild drift of prices for corn and with which the hog products markets have in part

sympathized, has been in part occasioned by the much higher range of wheat prices on the alarming reports, particularly early in the week of rain-damaged winter wheat ready for harvesting, and perhaps some injury to the spring wheat crop. The corn crop may have been injured slightly in sections by the heavy storms. It is the conclusion, however, of most of the traders that a spell of warm weather will bring the corn crop around all right, and that there is no reason, as yet, to expect other than an exceptionally large crop of the grain. The soaring prices of July corn as against the 'short' interest, has naturally alarmed any interest that way over the hog products, while it has tempted some of the outsiders to investigating on the 'long' side of the latter in the feeling that perhaps hog products may ultimately be taken hold of for bulges. However, the near future of market conditions is very uncertain. It is conceded that the packers have a good grip on the markets for their products and that there is more uniformity of action on their part; at least the rule with them is more generally to buy and support prices, as against the inclination on their part previously latterly, to occasionally in instances depress the situation and gather in outside stuff."

### FLAVOR OF EGGS.

Dr. J. H. Kellogg, writing in Modern Medicine, says the eggs of a scavenger hen are not fit to be eaten. His attention was called to this a number of years ago. A lady said she could not eat their eggs. She wanted "sunflower eggs." He asked her what she meant by that, and she said that an old German at home fed his chickens on sunflower seeds, and that the eggs were remarkably sweet. Some of the eggs were sent for and this was found to be true. Eggs do partake of the nature of the food which has been eaten.

### THE PROVISION MARKETS.

#### TORONTO.

Dressed hogs are quiet and unchanged. Beef is steady with a fair demand. Veal is slow, and the prices of lambs have widened. The market for live hogs is steady and unchanged. The receipts are light and the demand good. We quote: Dressed hogs, \$9 to \$9.25; beef carcasses, \$8 to

\$8.50 per 100 lb.; hind quarters, \$9.50 to \$11 per 100 lb.; front quarters, \$5.50 to \$6.50 per 100 lb.; veal, 7 to 8c. per lb., and lambs, 9 to 10½c. Select live hogs are worth \$7.25, and fat and lights, \$7 per 100 lb. Choice export cattle are worth \$6 to \$7 per 100 lb., and lights, \$5 to \$5.75.

Business in smoked meats is good, and green meats are in better demand. Barrel porks are having good sales, and lard is quiet. Our quotations are as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11c., and backs, 14½ to 15c.; Canadian heavy mess pork, \$21.50; short cut, \$23 to \$23.50; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.; plate beef, \$15.


#### MONTREAL.

The provision market, in general, is somewhat firmer this week, and prices exhibit an upward tendency. Pure lard is quoted ¼c. per lb. higher, and there is a good demand for both it and compound. The demand keeps up well for barrel pork and for smoked meats. Canadian pork is 50c. higher this week per bbl. Wholesale grocers are quoting it at \$26 per bbl. in small lots.

The demand for fresh killed abattoir dressed hogs is good; business, however, is mostly of a jobbing nature. The price quoted is 25c. lower this week, being \$9.25 to \$9.50 per 100 lb. Offerings, at present, are not large, and the market is steadier.

Pure Canadian lard sells at \$2.37½ to \$2.40 per pail. Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅜c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, \$1.95 per pail; Cottolene, 11¼c. for 20 lb. pails, and 11c. for 60 lb. tubs, for Quebec and Ontario; hams, 13 to 14c.; bacon, 14 to 15c.; heavy Canadian short cut mess pork, \$24.50 to \$25.00; Canadian short cut clear pork, \$23.50 to \$24.00; Canadian short cut clear pork, \$23.50 to \$24.

Armour's pork, 50's and 60's, is 50c. higher, thus regaining the decline of last week.

Are you selling 

REGISTERED  
*Bow Park*  
BRAND

## Cream Cheese?

Just the thing this hot weather. It sells fast. Send us your order or ask your wholesaler.

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

When you have any

# BUTTER OR EGGS

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

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

## COOKED MEATS

During the past year or two there has been a large and increasing demand for Cooked Meats. The housewife does not care to burn coal and heat up her kitchen when she can procure what she wants for tea, dinner or luncheon ready cooked at her grocer's or provision dealer's, not only so, but at a moment's notice, and at less cost than it can be bought and prepared at home. We have a special department for putting up Cooked Meats, and invite your trial orders for

**Cooked Hams,  
Cooked Shoulders,  
English Brawn,  
Beef Bolognas,  
Ham, Tongue and Chicken,  
Frankfurters,  
Dotted Tongue.**

**Sent by Express.**

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

## Sugar Cured Hams and Breakfast Bacon.

We produce something superior in this line---mild and full flavored. Meets the requirements of the most exacting trade.

**TRY SAMPLE SHIPMENT.**

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



ST. JOHN, N. B.

In barrelled pork or beef, though some days the market seems easier, the goods do not seem to get any cheaper. Little business is being done. This is, of course, the quiet season. In smoked meats, while our prices are high, American prices are still higher. Owing to this, also, in pork and beef, there has been quite a little come from Ontario. In lard, while prices are still high, and some, to make sales, have shaded figures, standard compound is quoted  $\frac{1}{4}$ c. lower. In fresh beef, the high price continues, somewhat helped by rather freer offerings of domestic light beef. Pork is in light demand, but little is offered. Lamb is a stand by, and is bringing full figures. We quote: American mess pork, \$23 to \$23.50; domestic mess pork, \$21.50; plate beef, Canadian, \$14 to \$14.50; clear pork, American, \$25.50; plate beef, American, \$17 to \$18; veal, 4 to 7c.; lamb, 4 to 5c.; mutton, 10 to 12c.; fresh beef, 8 to 10 $\frac{1}{2}$ c.; round hogs, 7 $\frac{1}{2}$  to 8c.; pure lard, tubs, 12c.; pure lard, pails, 12 $\frac{1}{4}$ c.; compound lard, tubs, 9 $\frac{1}{2}$ c.; compound lard, pails, 9 $\frac{1}{4}$ c.; refined lard compound, Fairbank's, tubs, 10 $\frac{3}{4}$  to 11c.; pails 11 $\frac{1}{4}$  to 11 $\frac{1}{2}$ c.

## PROVISION NOTES.

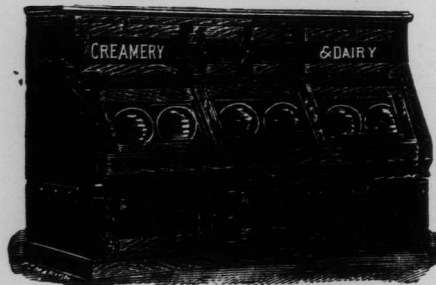
Scott & Gillies, egg and produce merchants, Strathroy, Ont., have dissolved, John C. Scott continues under the same style.

## AN EXPLANATION.

The action taken by James Rutherford & Co., Montreal, against G. H. Macy, Japan, for failure to deliver certain teas contracted for, and which was noticed in last week's issue of this paper, attracted some attention from the Montreal trade. It seems, however, that we were mistaken in saying that Macy's representative offered \$250 damages, as his statement in court was to the effect that the money was offered only "as a present." But "the present" was not accepted and Mr. Rutherford was awarded \$326.40 damages.

## SHOW-CARD AND TICKET WRITING.

Window-trimmers and clerks who are fitting themselves for a good position, and merchants who are after their share of business and as much more as they can get, are now making preparations to secure it by being able to put up a fine variety of show cards and price tickets. In this issue, W. Edwards, Carleton Place, Ont., offers a book of instruction at \$1, post paid, which will teach you this art in a thorough and practical manner. He has hundreds of students in all sections of the country who are to-day reaping the benefits. "To earn more learn more."



## C. P. FABIEN

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

3169 Notre-Dame St., MONTREAL.

## SLEE, SLEE &amp; 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.

IRISH PROCESS  
CANADIAN BACON

"There is nothing too good for the Irish" has heretofore literally applied to the product of their packing houses, but with the firm conviction that what is good enough for the Irish is not too good for Canadians, we have succeeded in producing a line of

## Hams and Bacon Unexcelled in the World.

The fine flavor is preserved, and the nutritive qualities enhanced.

Do you handle it? If not, write

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

All first-class Grocers and Provision dealers should handle the

"L. & S." and  
"Imperial"

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

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

Fowler's Canadian Company, Limited,

Pork Packers and Exporters, HAMILTON, CANADA.

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

— ALSO —

The L. &amp; S. Rosemary Company, Limited,

Manufacturers of Jams Jellies, Cocoanut, Extracts, Baking Powder, Vinegars, Pickles, etc.  
32 McNAB STREET SOUTH, HAMILTON, CAN."Co  
Japa"DME"  
Proof Vinegar"Condor"  
RAVING POWDER"Old  
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Chicago.

**"Condor"  
Japan Tea**

**Madam Huot's Coffee**

**"Nectar"  
Black Tea**

**"EMD"  
Proof Vinegar**

**SOME EXTRA VALUES.**

**"Condor"  
Pure Mustard**

100 bags fine Old Green Maracaibo, Crop 1900, at 10c.  
Net 15 days.

100 half-chests of a well-made, good, bright, strong-liquoring Japan  
Tea, at 19c. 3% 30 days.

**"Condor"  
BAKING POWDER**

IN THIS WEEK—172 packages China Green Teas—15 to 22½c.  
Ask for Samples.

**"Old Crow"  
Pure Vinegar**

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

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

**"Old Crow"  
Black Tea**

**"Condor"  
Pure Vinegar**

**"Old Crow"  
Baking Powder**

**"EMD"  
Baking Powder**

**LARD**



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

**HOT WEATHER LARD**

Retail dealers often have trouble with hog lard melting, and causing loss by becoming liquid and soaking into the package, to say nothing of the inconvenience of handling such oily lard.

The summer formula of **Fairbank's Boar's Head** brand of **Refined Lard Compound** will keep firm and sweet much better than either hog lard or butter. The fact that **Fairbank's Boar's Head** brand of **Refined Lard Compound** is not subject to getting rancid as quickly as other frying and shortening mediums is evidence that it has less matter in it that is subject to atmospheric action, which is a strong argument in favor of its being purer and more wholesome than any other frying or shortening medium. Throughout the summer months **Fairbank's Boar's Head** brand of **Refined Lard Compound** will be found satisfactory to both merchants and housekeepers on account of its keeping qualities.

<b>Tierces</b>	-	<b>400 lbs.</b>	<b>Pails, tin</b>	-	<b>10 lbs.</b>
<b>Tubs</b>	-	<b>60 lbs.</b>	" "	-	<b>5 lbs.</b>
<b>Pails, wood</b>	-	<b>20 lbs.</b>	" "	-	<b>3 lbs.</b>
" tin	-	<b>20 lbs.</b>			

**THE N. K. FAIRBANK COMPANY.**

**Wellington and Ann Sts., MONTREAL, QUE.**

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

## Grocers Six Hundred Years Ago.

ON June 12, 1346, a number of pepperers, as the grocers were then styled, met together at dinner by agreement at the town mansion of the Abbot of Bury in St. Mary Axe. They talked their common affairs over and agreed to form themselves a voluntary association to settle trade disputes, to help poor members and to say prayers for the souls of the departed members. They took St. Anthony for their patron, elected two wardens to preside over them and a chaplain to pray for them. Ever since they have met each year on St. Anthony's Day and dined together, electing new wardens and crowning them with garlands. In 1427 they bought some land in Old Jewry, a street leading out of Cheapside, there built a hall and there remain to this day. After their association had been in existence 84 years, the grocers obtained a charter from the King in the year 1420, and soon after were given the public duty of inspecting and cleansing all the spices sold in London. King Charles II. became their master, and they always dine on the day of his birth, May 20. At the end of his reign, in 1685, they were nearly destroyed by the tyrannical proceedings under which the King tried to seize their charter and abolish their privileges and those of London and other cities. They just managed to survive the horrors of the *quo warranto*, as this proceeding was called, and joyfully elected William III. master when he came to the throne and made civil liberty once more secure.

It is true, says *The Century*, that the grocers were originally styled pepperers, but at the time of the organization of the Grocers' Company in 1345, they were more generally known as "grossers," the gradual transition in name having taken place during the latter end of the 13th and early part of the 14th century, when the pepperers began to include other imports than those of spices and extend their operations to such an extent as to render legislation necessary. They formed a combination to control and engross various articles of commerce, and succeeded to such an extent that during the reign of Edward II. the grossers were accused of engrossing merchandise of all kinds, and the name "grosser" was defined by statute 37, Edward II. cap 5, as a term used for those who engross merchan-

dise. Johnson defines "engrosser" as one that produces large quantities of any commodity in order to sell it at a high price and quotes in reproach an extract from a sermon of De Beze (16th century): "Ye engrossers regraters, ye sellers with false weights and with false measures, will ye never leave to content yourselves with honest and lawful gain?"

The "pepperers" seem to have accepted this change in name with indifference to public sentiment akin to that of the "trusts" of the present day, and evidently considered it an honor to belong to the engrossers or grossers.

The ancient grocer was a personage of considerable importance, the trade being in the hands of men not alone of wealth, but of distinguished family. Aldermen boasted of their long pedigree.

An ancient law of England provided that the man who fared thrice across the sea by his own craft became worthy of thane right, that is, the equal of the owner of five hides of land, or the lord of the manor. The polite fiction held by the so-called aristocracy of to-day—many of whom are descendants of these sturdy sires—that it is a disgrace to engage in business, was not even considered. In the reign of Edward I., Henry De Frowke, of Brockham and Old Ford, a pepperer and alderman, was appointed by that monarch custos of the City of London, 1272, and was made sheriff in 1275. This Norman nobleman was a grocer.

In the descriptive account of the Buildhall, by J. E. Price, the wealth, importance and influence of the Grocers' Company during the fourteenth century may be gathered from the fact that the following grocers, members of the guild, were at various intervals elected Lord Mayor of London: Sir William Venour, 1389; Sir William Staundon, 1382; Sir John Headley, 1393; Sir T. Knolles, 1399 and 1410; Sir Robert Chichele, 1411. These gentlemen were also among the aldermen present at the second election of Sir Richard Whytyngtone, who was thrice Lord Mayor of London. What boy has not read of Dick Whytyngtone and his fabled cat, and the sweet bells of the church of Bow, which sang to him the cheering refrain, "Turn again, Whytyngtone, twice Lord Mayor of London"? Of the grocers mentioned above, Sir Richard Chichele was a brother

of the celebrated Archbishop Chichele, and Sir Thomas Knowles, or Knowles, was the ancestor of Lord Knolles, 1603, who was called first Viscount Wallingford and Earl of Banbury, 1626.

### DEATH OF D. M. RENNIE.

There died in Hamilton on Monday, July 14, Daniel Melville Rennie, in his 46th year. Deceased was Canadian Commissioner for the Argentine Republic for a number of years. He was a native of Hamilton, and a son of the late Alexander Rennie.

When a young man he came to Toronto and was employed in the sample-room of The Eby, Blain Co., Limited, wholesale grocers, for a number of years. About 10 years ago deceased went to South America, and the Canadian Government appointed him Commissioner for the Argentine Republic. While there his health, owing to the unfavorable climate, failed him, and he was compelled to return to Canada three years ago. Since then he has never been well, and his death was the result of this illness.

### PERSONAL MENTION.

Mr. George H. Macfarlane, general Western representative of The E. W. Gillett Co., Limited, is in Toronto. Mr. Macfarlane's reports of business in his territory are encouraging, particularly in Manitoba and the Territories. In British Columbia, and particularly the Kootenay District, trade is somewhat disturbed from a number of causes, the labor question, and the unsettled mining question being among the principal drawbacks, though it is only a question of a short time when it is hoped everything will be on a regular basis again. The influx of immigrants into Manitoba and the Territories has been the means of increasing business in those parts of the Dominion. He reports a pleasing increase in his sales.

### A BISCUIT FIRM'S EXCURSION.

The Canada Biscuit Co.'s second annual excursion will be held next Saturday, the employes going by boat to Oshawa.

The first annual meeting of The Grocers' Wholesale Co., Limited, was held at the office of the company in Hamilton on Tuesday, July 15. A report was submitted for the first 11 months, showing most satisfactory progress. The financial statement was discussed in detail and adopted, and a dividend of 7 per cent. declared, with a substantial surplus carried over.

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## SOME SEASONABLE SUGGESTIONS FOR THE HOT WEATHER.

WE GIVE YOU SEVERAL LINES THAT WILL PROVE PROFITABLE SELLERS AND "STIMULATE" TRADE DURING THE "DOG DAYS."

"SOVEREIGN" LIME JUICE, CORDIAL and FRUIT SYRUPS.

"COLUMBIA" BAKED BEANS, SALAD DRESSING and POTTED MEATS.

"MEYERS" (2 FOR 5) POTTED MEATS—"HORSE SHOE" PICNIC SIZE SALMON.

THESE LINES ARE "QUICK" SELLERS—AND—THERE IS MONEY IN THEM FOR YOU.

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

WHOLESALE IMPORTING  
AND MANUFACTURING GROCERS

**TORONTO.**

### THE CANADIAN MANUFACTURERS' ASSOCIATION.

AT the annual meeting of the Canadian Manufacturers' Association, Toronto branch, July 15, it was shown that the branch had achieved all the ends aimed at except the attempt to get the city council to pay the estimates of the Technical School Board in full. The manufacturers discussed a scheme to educate Canadians to the importance of using goods "made in Canada."

The report of the retiring chairman, Mr. J. O. Thorn, showed that the Toronto branch had increased to 272 members and had during the year dealt with questions which included the Royal arch, Technical School representation, inspection of elevators, Exhibition buildings, beautifying the city, exemptions on plant, electric power from Niagara, Temiscamingue Railway and removal of garbage from factories.

The chairman viewed with regret the dilatory and unbusinesslike action of the authorities having in hand the new Exhibition buildings.

The most important part of the report of the representatives on the Technical School Board, presented by Mr. A. W. Thomas, in the absence of Mr. Harold Van der

Linde, was that referring to the lack of knowledge of the most elementary subjects in pupils coming to the Technical School.

The report on education also stated in part:

"At present there is no kind of cooperation between the Public and High Schools, on the one hand, and the Toronto Technical School on the other. It appears to your representatives that a rational scheme for the amalgamation of the educational boards of the city is worthy your best consideration. It appears to be only an ordinary common-sense business proposition that the conduct of these three grades of schools by one board instead of three would not only conduce to continuity, which is a prime necessity in education, but would also greatly increase the efficiency of the schools regarded as working machines, and might also effect great economies both in cash and energy."

The action of the city council in cutting down the grant to the school 25 per cent. met with severe criticism.

The election of officers resulted as follows.

Chairman, W. P. Gundy, W. J. Gage & Co.; vice-chairman, C. N. Candee, Gutta Percha and Rubber Co.

Executive Committee — R. J. Christie, Christie, Brown & Co.; J. H. Paterson,

Toronto Hardware Manufacturing Co.; J. T. Sheridan, Pease Furnace Co.; D. T. McIntosh, McIntosh Granite and Marble Co.; Robert Crean, Robert Crean & Co.; F. B. Fetherstonhaugh, F. B. Fetherstonhaugh & Co.; J. P. Murray, Toronto Carpet Manufacturing Co.; Wm. Stone, Toronto Lithographing Co.; J. H. Housser, Massey-Harris Co.; A. W. Thomas, Copp, Clark Co.

Past presidents of the Association and past chairmen of the local branch are also members ex-officio.

Representatives to the Technical School Board—Harold Van der Linde, A. W. Thomas, Gerhard Heintzman, F. J. Small.

Representatives on Industrial Exhibition Board, to be elected at Halifax—W. K. McNaught, W. K. George, George Booth, J. O. Thorn, H. G. Nicholls, J. R. Shaw, W. B. Rogers, T. C. Moffatt, jr., J. T. Sheridan, T. A. Russell, R. B. Andrew and F. Stanley.

The following were nominated for members of the council of the Canadian Manufacturers' Association to be balloted for at the annual meeting at Halifax—J. P. Murray, Wm. Stone, J. O. Thorn, R. J. Christie, J. H. Housser, T. A. Russell, C. N. Candee, W. P. Gundy, Frederic Nicholls, S. M. Wickett, Thomas Roden, J. H. Paterson, A. W. Thomas, Geo. H. Hees, P. H. Burton, Gerhard Heintzman, R. Millichamp, Frederick A. Ritchie.

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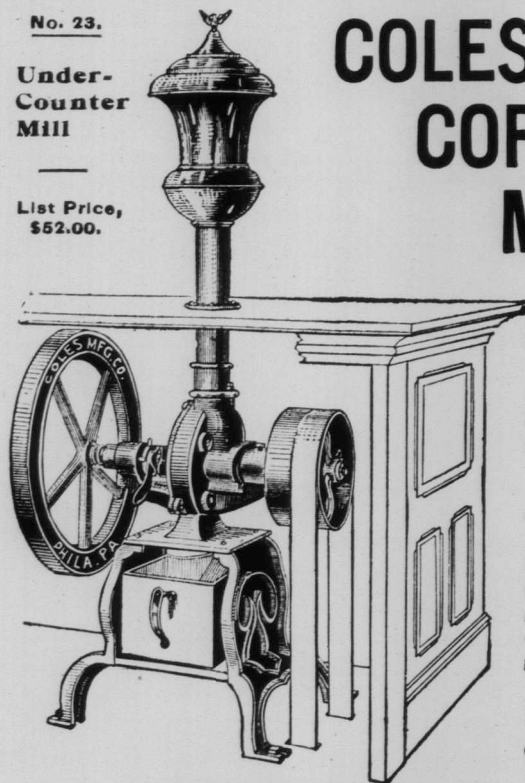
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# THE CANADIAN GROCER

President:  
JOHN BAYNE MacLEAN,  
Montreal.

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### OUTLOOK FOR CANNED VEGETABLES.

THE backward character of the summer season has naturally had its effect upon the growth of vegetables, and those used in the canned goods industry have been no exception to the rule. The pea crop, from what we can learn, is somewhat short, and the tomato vines are stunted in growth, and so far show but little indication of a good yield. While it is early to predict anything in regard to the corn crop, the indications so far do not favor a large yield. In Essex County, which is of course the largest corn-growing section of the Dominion, the corn crop is estimated to be about one-half short. The number of acres under crop in this county last year was 80,000.

As far as corn is concerned, a short pack this season would be welcomed rather than otherwise by the trade. In spite of the arrangement made last year for a curtailment of the pack, there was, as our readers are aware, a record quantity put up, and while, owing to the low prices, the con-

sumption has been large, the quantity now on hand is much in excess of requirements, particularly if the pack this year should be even a moderate one. As our readers are aware, the canners have made arrangements whereby some of the factories during 1902 will not put up any corn, so that should the crop this season be light and the pack small, a much better future is in store for the trade in this particular line than was experienced during the past year.

Wholesalers in Toronto have this week advanced their prices on canned corn.

### SHIPPING BUTTER AND CHEESE.

THE inspector of refrigerator cars at Montreal reports that frequently in the same car arriving at that city there is a great variation in the temperature and condition of the different lots of butter, some being as high as 64 degrees and quite soft, and others being only 46 degrees.

Creamery managers are reminded that the refrigerator cars can only keep the butter in good condition when it is put into the car that way, and the greatest care should be exercised in conveying the goods to the cars, to avoid their being exposed to any heat. The butter should not be taken to the station before the train is due to arrive; and if a delay is unavoidable, waterproof covers should be thrown over the goods. When the butter is placed in the refrigerator cars in a soft condition, it arrives that way at Montreal, and will deteriorate in quality very rapidly.

In this connection might be mentioned the practice of loading cheese in refrigerator cars along with butter, which was referred to by Professor Robertson, dairy commissioner, before the members of the Montreal Produce Merchants' Association. He said that the refrigerator car service for butter was provided for butter only, but that in some cases cheese had been put in the same car with butter. One cheese was sufficient to heat butter to such an extent that it would arrive in unsatisfactory condition. The Department of Agriculture had notified the railway companies that none of the sum guaranteed by the Government would be paid for refrigerator service under any such conditions.

For through shipments of cheese, continued Professor Robertson, refrigerator

cars with ice were needed to permit the goods to arrive at Montreal at a temperature of 60 deg. If it got above this in the cars, it went into the ships' hold and tended to heat the rest of the cheese, which may have been properly kept. And this would give our cheese a bad name in England.

The Government has arranged with railway and steamship companies to provide facilities for shipping cheese. The steamships charged 10s. per ton for the use of their cold storage, but Mr. Robertson thought that having the cheese landed in England in good condition was worth the money. He had been obliged to allow them to charge this to induce them to place in the cold storage plants. The stations which had been opened as object lessons for curing cheese were working quite satisfactorily, and he thought that these reforms in the business would do a great deal in the next few years for Canadian cheese abroad.

The subject of heating cheese and butter at the railway stations while waiting for the trains came up, and much interest was shown in it by those present, who were agreed that this was one of the great dangers the trade had to face. Professor Robertson said that in time it was expected that cold storage plants would be erected at several points on the railway lines, to be followed by others, and that as much reform as possible would be brought about in the matter.

### THE TRAVELLERS' HOLIDAY.

A MONTH hence the travellers in the grocery and allied trades in Ontario will be on their two weeks' holiday. It is to be hoped that the weather will be fine and that they will enjoy their well-earned holiday, for there is no class of business men who are more entitled to a rest from their labors than the commercial travellers.

Last year, it will be remembered, they held an excursion on a certain date at which a large number of the travellers were able to meet. We have not yet heard of any similar arrangement for the coming holiday. It is to be hoped that some steps will be taken whereby, at least for a day, the travellers in Ontario may be able to get together and enjoy themselves.

It is to be regretted that the wholesale houses in the other Provinces have not been able to agree upon a uniform holiday for their travellers. Possibly next year they may be able to do something along these lines.

## BUSINESS MEN AND THE PUBLIC SCHOOLS.

AT the annual meeting of the Toronto branch of the Canadian Manufacturers' Association, on Tuesday last, the subject of writing, arithmetic and spelling in the public schools of Toronto came in for discussion. The subject was introduced by one of the reports, which adversely criticized the public school system in these particulars.

This is not a new question to the business men of Toronto. For a long time it has been recognized that the pupils from the public schools were decidedly inefficient in the three essentials to education.

Wholesale men have time and again informed us that they could very rarely secure a boy from the public schools who was proficient enough, particularly in writing, to be taken into the office. It is evident, therefore, that the Manufacturers' Association has not taken the subject in hand any too soon, and it is to be hoped that good results will soon be apparent. The trouble appears to be not really the inefficiency of the teachers, but the system, which endeavors to crowd too much into the young minds of pupils. If the real purpose of the public school system is anything, it is to ground children in such essentials as writing, reading and arithmetic, but, as conditions exist to-day, these are not obtained. The pupils are given a smattering of many subjects, but are really proficient in none.

A good many, tired of this condition of affairs, are sending their children to voluntary schools, over which they have more direct control and in which the essentials to education are more thoroughly taught. While these voluntary schools are increasing, our public school population is, on the other hand, decreasing. This is shown by the Government returns.

But it is the few and not the many who can afford to send their children to the voluntary schools. And it is obvious that those who cannot are compelled to send their offsprings out into the world lacking in those qualifications which are so essential to success in life.

In Toronto one fourth of the ordinary tax rate is on public school account. It is obvious, therefore, with this high propor-

tion, that inefficiency is being bought at a pretty high price.

It is time that business men took a more practical and live interest in the public school affairs, and it is to be hoped the action of the Canadian Manufacturers' Association will induce them to do so.

## CANADA AND ENGLAND'S FRUIT SUPPLY.

LONDON, Eng., daily paper just to hand contains a rather interesting article in regard to Great Britain's importation of fruit, particularly for the Coronation. This article, which is reproduced in another column, should be read by all Canadians. In it nothing is said of Canada as a supplier of fruit to the Mother Country, and this should cause us to realize our position in this particular.

While Canada is not in the tropics, she is none the less able to supply a great many of the fruits which are consumed by the British people. At present, we send very little to England outside of apples, and our exports of these during the first 11 months of the present fiscal year were valued at \$1,500,000, which was more than for the same period last year, although the quantity was less, on account, of course, of the short crop in this country in 1901. In berries, we only sent \$3,000 worth. The trade returns do not show that we exported any other green fruits than these.

A few spasmodic attempts have been made to export peaches, grapes, pears, etc., to the British market, but because success was not attained in every instance the attempts appear to have been discontinued altogether.

Canada's export trade in fruits could undoubtedly be very much increased, if our people would only employ proper methods of packing and shipping. Even in sending fruits from Ontario to Manitoba, as we have repeatedly pointed out, proper care has not been taken in these particulars, and the result is that Ontario fruit is in bad odor in the Prairie Province, and in Winnipeg preference is given to similar fruits from the United States.

If our methods of packing and shipping

are not equal to the trip to Manitoba, what must they be when the long journey to Great Britain is taken into account? It is evident that we need to bestir ourselves.

## THE PRICE OF PICKLES.

THERE has been an appreciation in the price of some lines of pickles in Montreal, and a representative of THE GROCER called on a prominent pickle manufacturer in Toronto to see if pickles would also be advanced in that city. He was informed that no advance in Toronto was yet contemplated, but the prices were absurdly low in comparison with the prices of other articles.

Stocks of cucumbers on hand are small, and all the supplies available were some time ago purchased by United States buyers, as the market there is completely bare of this product by reason of a failure of the cucumber crop in the Republic last year.

Besides this, the prices of jars and pails are higher than they were last year, and very little margin is left the manufacturer.

The only reason why the price of pickles has not been put up is that the manufacturers have not been able to agree amongst themselves to make the change. The prices will remain firm until October at least, when the new crop comes in.

## VALENCIA RAISINS FIRMER.

AS will be noticed by our market reports the position of Valencia raisins continues to increase in strength.

One cannot yet tell what the outcome of the new crop will be, but recent private advices say that it is turning out very much shorter than was anticipated.

Prices in this country are higher this week, and stocks are almost exhausted. The few Valencia raisins that are in England are held at very high prices, while in New York there are practically none to be had.

On the Toronto market this week there have been inquiries for Valencia raisins from wholesalers in different parts of the country, but, as far as we can learn, their wants in no instance have been supplied.

## TRADE

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Gordon, Trinidad, u follows re market :

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE British market is now practically cleared of both low-grade and fine Valencia raisins, the only thing obtainable being good ordinary fruit, for which high prices are being paid. Despite these drawbacks, the demand for Valencias is very good, according to exchanges to hand this week.

## CURRANTS IN LONDON.

The spot market for currants has been almost entirely inactive during the past few days, in consequence of the approaching holidays. The complications which have arisen respecting the Coronation will hardly tend to hasten the resumption of business. In the meantime, prices show, if anything, some tendency towards a further decline, and the few buyers who come into the market are not slow to take advantage of the anxiety of sellers to realize. The Genoa, with about 500 tons, is now in port, but up to the moment of writing no samples are to hand. Transactions in new season's fruit have also become infrequent. The news respecting the growing crop is of an interruptedly favorable character, and points to a very large and satisfactory yield.—Produce Markets' Review, June 28.

## CANNED SALMON IN LIVERPOOL.

The quantities of salmon that changed hands during the last week in anticipation of a move in prices on the part of the Fraser River Combine were larger than was generally known, so large, in fact, that scarcely a parcel of strictly choice quality remains in first hands. The advance in prices, though established, was more nominal than real, in that the demand was so brisk that buyers readily paid from 1 to 2s. per case over the official minimum. A feature of the trade is the growing popularity of the so-called "Squats" for high-class business; owing to the shape of the tins and the period of the season when packed the fish in these tins is more evenly cut and carefully packed than in any other size and shape. The quantity packed last season was somewhat more than the market could use. Consequently, prices have been fixed at a popular level, and, taking quality into account, these goods are the best value in the market.—Produce Markets' Review, June 28.

## TRINIDAD COCOA.

Gordon, Grant & Co., Port-of-Spain, Trinidad, under date of July 2, report as follows regarding the Trinidad cocoa market: "Supplies are steadily diminish-

ing and will be on a restricted scale until the new crop pickings commence in September or October. The prospects are favorable and with a continuance of seasonable weather a good crop may be anticipated. Prices have been firm throughout the fortnight at \$13.35 to \$13.60 for ordinary to good red and fine fermented estates at \$13.75 to \$14. Exports during the fortnight amount to 9,609 bags, of which 835 bags went to the United States and 50 bags to Canada, and from October 1 to date shipments amount to 143,262 bags as compared with 112,822 bags for the corresponding period last year."

## PEAS IN NEW YORK.

The tone of the market held firm and there was a fair amount of activity to the trading. It was learned that within the past few days sales have been made of 2,000 packages new crop Formosa at 14 to 15½c., 3,000 packages new crop Pingsuey to arrive, 2,000 packages new crop Congou to arrive and 500 packages fancy Congou to arrive. The advices received from the East continued to report firm primal markets. The line business in the local market was fairly brisk, there being a good steady demand for both prompt and forward deliveries and at full values.—New York Journal of Commerce.

## CANNED GOODS IN THE UNITED STATES.

In tomatoes the reports from growers in a general way may be stated as poor from a greatly increased acreage. In some sections it is stated the increase amounts to 150 per cent., whilst they anticipate a very small aggregate yield in a comparatively late season.

It is now admitted that peas are more than half a failure in quantity in New York State, and Wisconsin will hardly do so well as that. Holders of peas, therefore, have good property, and we expect an advance in the prices of the lower grades of peas.

The packing season of pineapples is also past, and once more the season has not been more than sufficient to get a fair supply for the year to come. This means another year of steady prices on canned pineapple.

Blackberries are now probably at their best in this section, but they are in no sense plentiful, and, as a consequence, the pack will be light. The season for small fruits of all kinds has turned out as we anticipated, a disappointment to those who anticipated a heavy crop. Blackberries are selling in this

market at 5 and 7c. per quart for box fruit, and 35 to 40c. per bucket for wild berries. Huckleberries are quoted at 6 and 8c. per quart box, and 50 to 55c. per bucket. Packers are paying 6 to 9c. per quart for red raspberries, and 8 to 9c. for black for local fruit.—The Trade, Baltimore, July 11.

## NEW PACK TOMATOES IN NEW YORK.

The market on spot tomatoes 1901 pack is in a decidedly unsettled state as a result of the influence of offerings of the new packing. Goods of the 1902 pack are offered freely for immediate delivery at from \$1.15 to \$1.30 f.o.b. Baltimore on 3-lb. standards, as to pack, holder and availability. Sales covering at least two carloads are heard of at \$1.25 f.o.b. Baltimore, these goods being now in transit, it is stated. There is an unconfirmed report on the street that a sale of goods for delivery the latter part of next week has been effected with a local jobber at \$1.10 f.o.b. The rather free offerings of new packing at declining values has worked against the spot holdings of 1901 pack. To-day spot 3-lb. standards are available at from \$1.30 to \$1.40 on Maryland 3s. and \$1.35 to \$1.45 on Jersey 3s. It is believed possible to buy at a little shading from the inside values, as to quality and holder. Under these conditions the market is irregular, unsettled and extremely difficult to quote.—N. Y. Journal of Commerce.

## HINTS TO BUYERS.

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

E. D. Marceau is advertising this week 100 bags of choice Maracaibo coffee, of the crop of 1900.

"Meyers" imported potted meats to retail at two for 5c. are in stock with The Eby, Blain Co., Limited.

W. H. Gillard & Co. are offering to the trade "Washington" lye. They expect a large sale of this article.

The Eby, Blain Co., Limited, report an active demand for "Columbia" pork and beans and potted meats.

The incoming of hot weather is making a large call on T. A. Lytle & Co. for their lime fruit juice, lime juice cordial and raspberry vinegar—all "Sterling" brand.

The Eby, Blain Co., Limited, have an attractive line of olives, both Spanish Queen and Manzanillas, including pitted and stuffed olives.



## CANADIAN GOVERNMENT FIGURES.

They do not lie. Anyone can get them by writing the Department Statistics, Ottawa. They tell the story of **the decline and fall of Japan Tea.**

In 1899	Canada	imported	11,667,757	lbs.
In 1900	"	"	9,762,032	lbs.
In 1901	"	"	7,528,309	lbs.

These show **a falling off** in the imports of Japan Tea of between four and five million pounds in three years.

This year we venture to say **not more than 5,000,000 lbs. will be brought into this country**, and all the time **"SALADA"** Ceylon **GREEN Tea** is making gigantic strides.

If you want to be with the new trade winner, **"SALADA"** Ceylon **GREEN Tea**, drop us a postal, samples and information will follow.

**"Salada"** TORONTO and MONTREAL.

A POPULAR ARTICLE

## CELLULOID STARCH

Don't let your stock get low in hot weather.

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD.  
CANADIAN PRODUCERS.

**The Canada Biscuit Co., LIMITED,**

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Manufacturers of High-Grade

**BISCUITS, CONFECTIONERY, JAMS and JELLIES.**



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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, July 17, 1902.

### GROCERIES.

THE tone of the grocery market this week is quiet and new features are few to report. As foreshadowed last week the firmer feeling in canned corn has been followed by an advance of 7½c. in the cheaper grades, and the prospects are for a firmer market therefrom this out. Pears continue firm and tomatoes are scarce. Coffees are quiet, and rice and tapioca are steady and unchanged. The price of paris lump sugar has gone up 5c. per 100 lb. The market is almost completely bare of Valencia raisins, which are now quoted at 8½c. for selects. Teas are unchanged and quiet. In Japans and Chinas, the former remain high, and the trade in Indians and Ceylons is fair. The local currant market is steadier, reflecting the somewhat firmer tone of the markets of Greece.

### CANNED GOODS.

The canned goods market can not be said to be quiet, nor yet is it very active. The bulk of the business doing is in peas, corn, and salmon for future delivery. The price of corn has advanced 7½c. as foreshadowed in our report of last week, the appreciation being due to the persistent reports of a shortage in the corn crop this season. Jobbers here are confident that from this out the prices of this product will be firm. The market for peas is also strong, but this firmness has not resulted since last week in an advance. The stocks of tomatoes are becoming lighter every day; reports from other quarters indicate that a situation similar to that here, and no supplies from any quarter are obtainable at present. So the market here will remain bare of supplies until the new crop comes in. Quotations here are now firm at \$1.10 and upwards for tomatoes, 80c. and upwards for peas, and 77½c. up for corn. Trade in canned fruits continues to show little activity, and potted meats remain about the same as they were last week. The first of this season's raspberries are expected to be on the market next week, when their price will be \$1.50 and upwards. Salmon are still selling freely for future delivery, and other lines of fish are in fair demand. We quote: Fraser River sockeye, \$1.42½ for five case lots and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15, according to quality, and canned haddies, \$1 to \$1.10.

### COFFEES.

Green Rio coffees continue in fair demand, and roasted coffees are steady. Mild greens have shown no improvement since last week. Advices from outside markets report a fairly active business for contracts, but the tone is unsettled. European coffee markets are also reported steadier. No quotable change has occurred in prices. We quote: Green Rio, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

### NUTS.

Very little demand is reported for nuts on the local market. The outside markets show a firmer feeling in shelled almonds. Brazil nuts are about steady. Trade, generally, is quiet.

### \* RICE AND TAPIOCA.

The amount of business doing in these locally is fair, and prices continue steady. Tapioca outside is reported as flat, but the prices of rice are being well maintained, with holdings of dealers moderately large. Not much stock was forced on the market. In the South the offer-

See pages 35 and 36 for  
Toronto, Montreal, St. John  
and Halifax prices current.

ings are light and the prices extreme. The local quotations are: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3½ to 3¾c.

### SYRUPS AND MOLASSES.

There has been little change in the condition of the local market for syrups and molasses, which continues quiet. The grocery grades of New Orleans molasses in the South are steady and the volume of business transacted was moderate with a fair call for shipment on outstanding contracts. New business was at a standstill. Blackstrap was quiet and steady. The stocks of syrups on the hands of the refiners are not large. We quote as follows: Corn syrup, 3½ to 3¾c. in barrels and kegs; sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for open-kettle.

### SPICES.

The local spice trade continues quiet and the market is unchanged. There has been developed a better undertone since last week in the outside pepper market.

It is reported that sellers of Singapore black for forward shipment from the East have, in a number of instances, practically withdrawn from the market.

### SUGAR.

The local sugar market continues quiet and featureless save for the advance of 5c. in paris lumps. The London, Eng., beet sugar market, according to the latest advices, is unchanged and steady. The United States markets are steady and the demand is not urgent. But little business was transacted owing to the holders of raw being unwilling to take the prices offered by the refiners. No new orders have recently been placed for refined, but there continues a moderate call for shipment on contracts. Jobbers, generally, seem to be working on light stocks and daily come to the market for their requirements. In raws, the extremely low level of Cuban sugars would be enticing to buyers under any other conditions than those that now exist. Shipments from the island last week were 25,300 tons, leaving a stock of 388,000 tons in the principal ports, and two centrals grinding. The visible production to date is estimated at 768,000 tons, and a total output of over 800,000 tons is expected for the year. After this time last year the receipts at seaports amounted to more than 40,000 tons. There is in Cuba at present a stock of 388,000 tons, which, with the balance of 40,000 tons from last year will leave, after deducting 20,000 tons for local consumption, a total quantity of 408,000 tons, sold and unsold. The total stocks of sugars in the United States and Cuba together amount to 527,187 tons, as against 540,113 tons last year, and 425,280 tons last year, an increase of 101,907 tons over last year.

### TEAS.

In Japan, hyson and gunpowder teas the local trade is dull, but the market continues firm. Some business is being done in Ceylons and Indians. On the London, Eng., market there has been no improvement on the unsatisfactory prices noted last week in Indian teas, and undesirable kinds continued to show a dropping tendency. All kinds of Ceylon teas sold at easier prices, common and medium grades being especially depressed, and the prices for medium grades are now perhaps lower than they have ever previously been. Reports from Colombo, Ceylon, under date of June 7, say the quality of teas offered there was poor; common sorts were irregular, but that

any teas of tip and quality sold at lower rates. The market there, from late advices, continues to be over-supplied with common tea; prices were weaker, except for the few good teas; dusts were dearer.

#### FOREIGN DRIED FRUITS.

**CURRENTS.** The amount of trade doing locally is fair, and latest reports from Greece tell of a firmer market there. We quote: Filiatras, 5½ to 6c. and Patras, 6¼ to 7c.

**VALENCIA RAISINS.** The scarcity of stock on the local market and the inability of jobbers to get in fresh supplies at present has forced up the prices of selects ½c. The quotations are now 8½c. for selects.

**DATES.** There is a quiet business doing in these, and the market is steady. We quote: Dates, in bulk, 1½c., and in packages, 6¼ to 6½c.

**PRUNES.** There continues to be some little demand for these, and stocks, locally, are becoming light. In futures a stronger feeling from the Coast is reported. Our quotations are: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6½ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8½ to 10c.

#### CALIFORNIAN EVAPORATED FRUITS

A fair demand is reported for these, and the market continues steady. We quote as follows: 11 to 11c. per lb. for peaches and 13 to 17c. for apricots. New Santa Clara apricots are quoted l.o.b. the Coast at 7c. in 50 lb. boxes, and 7½c. in 25 lb. boxes in carload lots.

#### GREEN FRUITS.

The receipts of strawberries this week have not been so large as last week, and there has been a falling off in the demand therefor. Raspberries are now coming in liberally, and the prices are easier. There has not been an extra large amount of cherries offered, and the prices keep firm. The canneries are taking for their use most of the crop of cherries as they ripen. Red and black currants are also quite plentiful. Watermelons are easier, and canteloupes are considerably cheaper. Canadian tomatoes are now on the market, but the season is not yet far enough advanced for the receipts to be large. Green apples are now on the market and some peaches are just commencing to come in. Californian fruits are arriving by the carload and sell as soon as they are received. The demand for them is improving but the Canadian fruits are hindering their sales. We quote: Strawberries, 3 to 6c. per quart; red raspberries, 8 to 11c. per quart; red currants, 35 to 50c. per basket; black currants, 85c. to 81 per basket; gooseberries, 35 to 50c. for second grade, and 75c. for the best grades per basket; cherries, 75c. to 81; black cherries, 90c. to 81; apples, 50c. per basket; beans, 30 to 40c. per

basket; new potatoes, 20 to 25c. per basket; black raspberries, 7 to 8c. per quart; tomatoes, 81 to \$1.10 per crate, and \$1.50 per basket; watermelons, 25 to 35c. each; canteloupes, \$2.50 to \$3; cucumbers, 40c. per doz.; pineapples, \$3 to \$3.50; lemons, \$2.50 to \$3.50 per crate; Californian late Valencia oranges, \$5.25 to \$5.75; Californian fruits: Apricots, 81 to \$1.50 per case; plums, \$1.25 to 82; pears, \$3.75 to 81; peaches, \$1.50 to \$1.75.

#### VEGETABLES.

Trade in vegetables continues fair with quite a demand from the lake steamers for table use. There has been some Canadian cabbage offered on the market this week at \$1.25 per bbl. Old potatoes are a little easier this week owing to the receipt of several large shipments. New potatoes have declined 50 to 75c., and our quotations are now as follows: Green onions, 8 to 15c. per dozen; rhubarb, 20 to 30c. per dozen; lettuce, 15 to 25c. per dozen; radishes, 20 to 30c.; mint and parsley, 20 to 25c.; turnips, 40c. per dozen; cauliflower, 50c. to \$1.25 per doz.; cabbage, 40c. per doz. and \$1.25 per bbl.; carrots, 20 to 25c. per dozen; beets, 20 to 25c. per basket; peas, \$1.25 to \$1.40 per bag; new potatoes, 60 to 80c. per bushel; old potatoes, 85 to 90c. per bag.

#### COUNTRY PRODUCE.

**EGGS.** The market continues steady for strictly new laid eggs, and the shipments now arriving show a considerable shrinkage when candled. We quote as follows: Strictly new-laid, 15 to 15½c.; ordinary candled stock, 13½ to 14c.; seconds and checks, 11 to 12c.

**BEANS.** There is no trade doing and the quotations are merely nominal at \$1.25 per bushel.

**HONEY.** There is but little trade doing in this line, and the market is unchanged. We quote: Honey, in 60 lb. tins, 9½ to 10c.; less quantities, 10 to 11c.; and combs, 82 to 83 per dozen.

**DRIED APPLES.** There are none offering.

**HAY.** The receipts are liberal and prices steady. No. 1 timothy is worth \$10.50 per ton.

**POULTRY.** There is a good demand for dressed poultry, and the receipts are fair. We quote: Young chickens (dry pickled), 75 to 85c.; old hens, 45 to 55c.; turkeys, young, 11 to 13c., old, 10 to 11c., and ducks, 60 to 85c. per pair.

**POTATOES.** There have been large shipments of old potatoes during the past week which has caused quite a slump on the local market. Old stock is quoted in carlots on track at 65 to 70c., and new at 60c. per bushel.

#### BUTTER AND CHEESE.

**BUTTER.** During the week the arrivals of butter have been large and the market does not show much life. The export demand has not been so great. Quotations are as follows: Choice 1 lb. prints, 15 to 16c.; large rolls, 15c.; tubs, best quality, 15 to 15½c.; large rolls, medium grade, 12 to 14c., and tubs, medium grade, 12 to 14c. per lb. Creamery prints are worth 19 to 20c., and creamery solids, 19c. per lb.

**CHEESE.** There is a steady feeling in the cheese market although there has been very little export demand during the week. The finest cheese is quoted at 10 to 10½c., and seconds, 9½ to 10c. At the

factories the sales are fairly brisk at about 9½c. per lb.

#### FISH.

Trade during the week has been brisk and the prices are unchanged. Our quotations now are: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 7½ to 8c.; pike, 6c.; British Columbian salmon, 20c.; whitefish, 7½ to 8c.; blue fish, 9c. per lb.; mackerel, 12 to 15c.; rock bass, 4c.; eastern salmon, 18c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

The prices of Northern and Northwest ern wheat continue about the same as they were before. The market is inclined to be weak, owing to the bottom falling out of the corn market in the United States, where a "corner" had forced the prices above their normal value. Quotations are 85c. for Manitoba No. 1 hard; 83c. for No. 1 Northern, and 81c. for No. 2 Northern. On the local markets the receipts have been only a few oats, and the prices of the other grains are nominal. We quote: 50 to 50½c. for oats; 80c. for Ontario white wheat; 75 to 80c. for red wheat, 69½ to 72c. for goose wheat.

**FLOUR.** The demand for flour has been fair, due to buyers holding off on the expectation of a drop in wheat. Our quotations are now as follows: Ontario patents, in bags, \$3.60 to \$3.75; Hungarian patents, \$4 to \$4.15; Manitoba bakers', \$3.70 to \$3.85; straight roller, \$3.30 to \$3.40 per bbl. in Toronto.

**BREAKFAST FOODS.** Business in these is quiet owing to the warm weather, and our quotations are as follows: Oatmeal, standard and granulated, in carlots on track here, \$5.20; standard rolled oats in carlots on track here, \$1.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, \$2.40 in 100 lb. bbl.; cornmeal, \$3.60; split peas, \$1.75; pot barley, \$1.25, in 196 lb. bbls.

#### HIDES, SKINS AND WOOL.

**HIDES.** In hides little business is being done and the prices are steady. Our quotations are now as follows: No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8 to 8½c.

**SKINS.** The prices of shearlings have advanced 5c. Other lines are unchanged. Our quotations are now as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, 25c.; lambskins, 30c.

**WOOL.** The market continues dull and featureless. The prices are weak at 13c. for fleece wool and 7c. per lb. for unwashed.

**TALLOW.** The demand is good and prices are firm and unchanged. We quote 6¼ to 6½c. per lb. for tallow.

#### MARKET NOTES.

Old potatoes have declined 30c. per bag.

There has been an advance of from 7½ to 12½c. in canned corn.

Valencia raisins are up 5c. for selected. Paris lump sugar has gone up 5c. per 100 lb.

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**QUEBEC MARKETS.**

Montreal, July 17, 1902.

**GROCERIES.**

**B**USINESS in groceries is reported better than usual for midsummer. The warm weather came suddenly, and a demand for many seasonable articles, which had been quiet, sprang up and totalled to a large volume of business. Among the goods in demand are mixed pickles, which, however are reported scarce. In fact, it is almost impossible to obtain supplies of Canadian mixed pickles and chow-chow. Holders among the jobbers are very few, and their stocks are light. It appears that only one large manufacturer has the necessary stock of the raw material to supply his customers. Tomatoes have at last been advanced above the dollar mark by Montreal wholesale grocers. The crop of prime white pea beans is reported damaged and old stock is hard to procure; it is quoted at \$1.40 to \$1.45. There is on the market at present some new Labrador salmon, in  $\frac{1}{2}$  barrels, which is being offered at \$6.75. Canadian porks are 50c. higher, and are sold at \$26 per barrel. Cornmeal flour has also advanced, the price now being \$1.90 per bag. Cod liver oil continues firm with a tendency to higher prices. Barrel lots are now quoted at \$1.40, and in less quantities the price is \$1.55. The stocks of dried prunes are diminishing rapidly.

**SUGAR.**

There has been practically no change of any kind on this market. The demand is good and trade is active, although orders are small and for immediate delivery, the retail trade apparently having only light stocks on hand. The New York market has steadied somewhat, the decline which was looked for in some quarters not having occurred. Granulated is still quoted at \$3.65, and yellows at \$3 to \$3.55.

**TEAS.**

The demand locally, for teas, is fairly satisfactory. Buyers are getting over the idea that lower prices on Japans are to be expected shortly, and are making many purchases, though there are still many who are holding off. No new developments are reported from the Japan market, which continues as firm as ever. In green teas the feeling is also quite firm. China black teas are in but small demand. Ceylons are also quiet. At the last tea auction reported from Ceylon, common grades were in better demand. Leaf teas attracted the most attention, and prices showed signs of stiffening. In mediums, the bidding was irregular, leaf teas being in the best demand in this class also. Good tippy broken pekoes were in active demand, the finest grades bringing full rates. The quality, all round, was rather poor, and the average price was 15 $\frac{1}{2}$ c., against 16 $\frac{1}{2}$ c. for the previous sale.

**SYRUPS AND MOLASSES.**

Corn syrups are quiet on this market and no quotable change, whatever, has occurred. We quote as follows: 3 $\frac{1}{2}$ c. in bbls.; 3 $\frac{3}{4}$ c. in  $\frac{1}{2}$  bbls.; 3 $\frac{1}{2}$ c. in  $\frac{1}{4}$  bbls.; \$1.60 in 38 $\frac{1}{2}$  lb. and \$1.20 in 25 lb. pails. In Barbados molasses the same quietness prevails. The business doing is mostly in small lots for immediate requirements. It is reported that one round lot of new Barbados was sold, but at what price is not divulged. The price quoted by job-

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bers is 23 to 24c. Antigua sells at 24c., and Porto Rico at 35c.

#### CANNED GOODS.

The feature of this market has been the advance in tomatoes. Jobbers refrained from putting up the price as long as possible, but the growing scarcity made it necessary, and tomatoes are now quoted at \$1.12½ to \$1.17½ for 3's. Business in the new pack of salmon for future delivery has been better than last week, and the demand for immediate requirement from stocks on hand is very good. Jobbers are of the opinion that prices will have to be advanced on the new pack of salmon, which is reported to be short. At present we quote: Peas, 82½c. to \$1.15; corn, 82½ to 85c.; tomatoes, \$1.12½ to \$1.17½; gallon apples, \$2.95 to \$3.99; 3 lb. apples, \$1.10. Salmon, pink, 92 to 95c.; spring, \$1.25; Rivers inlet, red sockeye, \$1.30; Fraser River red sockeye, \$1.40.

#### SPICES.

Business in spices is fairly satisfactory this week. The market is steady, but the firm feeling in almost all lines still prevails. No quotable changes are reported. We quote: Nutmegs, 39 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb.; as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

#### RICE AND TAPIOCA.

The demand for these lines keeps up and an active market continues. Tapioca has weakened somewhat. The price, in bag lots, is placed at 3c., although some quotations are reported slightly below that figure. Rice remains at former prices. We quote: B rice, in bags, \$3.92½; in ½ bags, \$3.97½; in ¼ bags, \$3.12½; in pockets, \$3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, \$2.92½ in bags; \$2.97½ in ½ bags; \$3.02½ in ¼ bags, and \$3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb., and tapioca, 3c.

#### FOREIGN DRIED FRUITS.

**CURRENTS.** The only quotable changes on the local market are in cleaned currants in 1 lb. cartons, which are quoted ½ to ¾c. lower, and in Vostizzas, which are ¼ to ½c. lower. There is a moderate demand. From the primary market cables indicate a somewhat firmer tone. We quote: Fine Filiatras, 5½ to 5½c. in ½ cases; cleaned, 5½ to 5½c.; 1 lb. cartons, 6½ to 7c.; finest Vostizzas, 7 to 7½c. per lb.

**VALENCIA RAISINS.** The market is practically bare of Valencia raisins of finest quality. Some old cleaned fruit is reported to have sold at 6c., but the quantity is small. We quote: Finest off stalk, 6½c.; selected, 7½ to 8c.; layers, 7½ to 7½c. per lb.

**SULTANA RAISINS.** There is nothing new to report. Trade is fair, and the price is unchanged at 9c. per lb.

**CANDIED PEELS.** There is a moderate demand. Citron peel is worth 15c.; orange peel, 11½c., and lemon, 10½c. per lb.

**MALAGA RAISINS.** There is an active inquiry for these raisins, but stocks are

becoming very small. Quotations are as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; ¼'s, \$1.30 to \$1.40.

**DATES.**—The market is quiet, and we quote Hallowees at 4½c. per lb.

**FIGS.**—There is no change in the situation in this market. Business, owing to lack of supplies, is at a standstill. The first lots of the new crop are quoted at 7 to 8c., according to size, laid down here.

**CALIFORNIAN RAISINS.**—An advance has been made in seeded raisins, and at present, in 1 lb. packages, they are offered at 9½ to 10½c., which is ½ to 1c. higher than former prices. The demand is fair.

**PRUNES.**—The market is active. No quotable change is reported. We quote: 8½c. for 49-50's; 8c. for 50-60's; 7½c. for 60-70's; 7½c. for 70-80's; 6½c. for 80-90's; 6½c. for 90-100's.

**CALIFORNIAN EVAPORATED FRUITS.**—Trade is fair. We quote: Apricots, 11½c.; peaches, 10½c., and pears, 10c.

#### NUTS.

There has been considerable improvement in the demand for nuts and jobbers report a fair trade this week. Pecans are scarce and are firm at 15 to 16c. The primary market for Valencia shelled almonds is very strong and prices have been advanced 2c. Grenoble walnuts are also advancing. Shelled walnuts are now quoted at 17 to 17½c., an advance of 1½ to 2c. In regard to French walnuts, private advices state as follows of the new crop: "The outlook in growing sections is less favorable for an abundant yield, and it looks now that the size will run largely to small fruit. Weather conditions have been against the growth of the nuts, and much will depend on later conditions whether the quality will be up to the average." Locally, prices are as follows: Walnuts, 9½ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17 to 17½c.; shelled almonds, 25 to 27c.; filberts, 8½ to 9½c.; pecans, 15 to 16c.

#### GREEN FRUITS.

Business this week has been quite satisfactory all round. Fruit has been arriving plentifully and the demand is fully up to the standard. A few New Brunswick strawberries are still on the market, the price being 7c. Cucumbers are lower, and Canadian cabbage and potatoes have also been reduced in price. Tomatoes are 10c. higher. Watermelons are considerably lower, being quoted at 25c. each. Californian fruits, all except pears, are selling at lower figures, apples, peaches and plums being 50c. per box lower, and apricots, 25c. per box lower. We quote: Jamaica oranges, in barrels, \$4.50 to \$4.75; in boxes, \$2.75; Valencia oranges, 420's, \$5.75; 420's, Jumbo, \$6.50; 714's, \$6.50; Messina lemons, \$2 to \$3 per box; pineapples, 13 to 20c.; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1.25 to \$2, and eight hands, \$1 to \$1.50; sweet potatoes, Vine-lands, \$1; grape fruit, \$4.25 to \$5 per box; radishes, 15c. per dozen; strawberries, 7c. per box; asparagus, 40c. per bunch; Boston lettuce, 35c. per dozen; cucumbers, 35 to 45c. per dozen; wax beans, \$2.50 per basket; green beans, \$3 per basket; Californian cherries, \$2 to \$2.50 per box; Canadian cabbage, \$1.25 per bbl.; potatoes, \$2.50 per bbl.; toma-

toes, four-basket carriers, \$1.10; watermelons, 25c.; muskmelons, \$3.50 per crate; raspberries, 12 to 13c. per box; gooseberries, 65c. per basket; blackberries, 8c. per box; Californian apples, \$2 per box; peaches, \$1.50 per box; plums, \$1.50 to \$2 per box; pears, \$2.50 per ½ box; apricots, \$1.25 per box; limes, \$1.50 per box; red currants, 6c. per box.

#### FISH.

The trade in fish this season has been remarkably heavy, and dealers state that the demand has been greater than for the past 28 years. Montreal dealers are particularly pleased with the condition of the market, as they are doing business with outside towns where previously the trade done was purely local. Dore and trout have begun to be scarce on the market; the former is quoted slightly higher this week. Salmon has also advanced, though supplies continue fairly abundant. Haddock, however, is in much the best demand of any line of fish, it being estimated that fully 60 per cent. of all the fish sold is haddock. The season closed on July 15 and trade will fall off some now. British Columbian salmon is expected in next week to take the place of the Gaspé salmon. We quote: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 3½ to 4c. per lb.; whitefish, 7½c.; dore, 7½ to 8c.; pike, 6c.; halibut, 10 to 12c.; salmon, 11 to 15c.; trout, large and medium, 8c.; No. 1 herring, Nova Scotian, \$4.75 to \$5.25 per bbl., and \$2.50 per ½ bbl.; No. 1 Holland herring, \$6.50 per ½ bbl.; No. 1 Scotch herring, \$6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. per keg; No. 1 green codfish, \$5 per bbl.; mackerel, \$12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, \$4.75 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces, and in barrels, \$12.50; No. 1 British Columbian salmon, \$6 per ½ bbl., and \$12 per bbl.; standard bulk oysters, \$1.50 per gallon; Marshall's kippered herring, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

#### FLOUR AND GRAIN.

**FLOUR.**—There is a fair demand for flour. Manitoba spring wheat patents and strong bakers' are quoted higher again this week, regaining the drop of last week. Our Quotations are: Manitoba spring wheat patents, \$4 to \$4.10; winter wheat patents, \$3.90 to \$4.10; strong bakers', \$3.70 to \$3.80; straight rollers, \$3.60 to \$3.70.

**GRAIN.**—The good demand for oats continues and No. 2 Ontarios are quoted ½c. higher. Manitoba wheat is in good demand for New York account, and some fair sized sales have been made. Rye is quoted at 67c. this week, an advance of 1c. Corn is firm at 73½ to 74c. Peas remain quiet and steady at 86½ to 87½c. alfalfa. We quote: No. 2 Ontario oats, ex-store, 49c.; rye, 67c.; peas, 86½ to 87c.; corn, 73½ to 74c.; buckwheat, 68½ to 69c.; No. 3 barley, 57 to 58c. in store.

**FEED.**—Manitoba shorts remain unchanged in price, and the scarcity has not been relieved. In bran, however, the market has been weak, and further declines are reported this week. Prices now are: Ontario bran, in bulk, \$16.50 to \$17 per ton; Manitoba bran, in bags,

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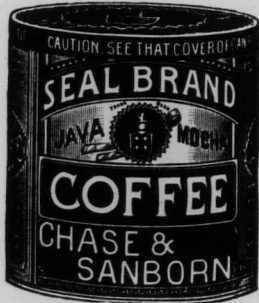
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**Seal Brand**  
In 1 and 2-lb. Cans  
only.  
(AIR-TIGHT.)

If you spent a year of your life in growing tulips, you would know more about tulips than most gardeners. If you spent a dozen years you would be a tulip specialist; if you spent a quarter of a century you would be horticulturally famous. Now we have spent all these periods combined in growing and testing Coffee. One year made us know Coffee; twelve years more made us Coffee specialists, a quarter of a century added to that produced

**Chase & Sanborn's Seal Brand.**

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

**The Telephone**

has no equal as a saver of time and money for the buying and selling of goods from distant points.

The travelling salesman found this out long ago. Others are learning the truth daily. Bear it in mind.

**THE BELL TELEPHONE CO. OF CANADA.**

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

**Fire and Marine**

Capital - \$2,000,000.00  
Assets, over - 2,900,000.00  
Annual Income 3,000,000.00

Head Office: TORONTO, ONT.

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

**Austrian Sugar**

ON SPOT---TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

**H. N. Bate & Sons**  
OTTAWA, CANADA.

Agents for **STRICTLY UNCOLORED**

**ANGLO-SAXON**

**CEYLON GREEN**

Same drawing qualities as Japan.

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

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

Sale Guaranteed or can be returned at our expense.

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

**We Print For Grocers.**

All kinds of good printing cheap.  
1,000 Good White Business Envelopes for \$1.00. 500 Noteheads, 500 Statements and 500 Envelopes for \$2.50. Snaps in Stationery. 1 dozen Business Pencils, 10c., regular, 15c.

**WEESE & CO., Jobbers,**  
54 Yonge St., TORONTO.



JUL 24 1902  
RETURNED

Try the "Imperial" Brand

— OF —  
Peaches, Pears, Apples,  
Corn, Tomatoes, etc.

They are packed from the choicest fruits and vegetables.

Packed by \_\_\_\_\_

**The IMPERIAL CANNING CO.**  
KINGSVILLE, ONT.

\$16.50 to \$17; Manitoba shorts, 823 per ton.

**OATMEAL.** There has been no improvement in the demand for rolled oats which remain quiet with prices at \$5.65 per barrel and \$2.77½ per bag, in small lots.

**BALED HAY.** A fair local trade keeps up, but business on export account is still quiet. We quote: No. 1 timothy, 89 to 89.50; No. 2, 88 to 88.50; clover, 87 to 87.50 per ton in carlots.

#### BUTTER AND CHEESE.

**CHEESE.** A firmer feeling characterizes the cheese market this week, the demand being somewhat more active than formerly. An advance of about ½c. per lb. has taken place. Finest Ontario is selling for 9½ to 9½c.; finest Townships, 9½ to 9½c.; finest Quebecs, 9½ to 9½c.; undergrades, 8½ to 9½c. From the port of Montreal 86,527 boxes were shipped. This report shows 15,156 boxes less than the corresponding week last year to have been exported. From May 1 of this year 561,893 boxes have been shipped, an increase of 98,861 boxes over the same period last year. This is a very creditable showing, indeed. On Monday of this week 25,558 boxes were reported on Board of Trade.

An arrangement has now been made between the Department of Agriculture and the two railway companies, the C.P.R. and G.T.R., whereby these two systems are to provide a number of refrigerator cars for the carrying of cheese on through bills of lading and on local shipment to Montreal for export. The Dominion Department of Agriculture has agreed to pay the icing charges for the limited number of cars available in order that this service may be inaugurated. The usual carload rates will be charged shippers using these cars. Parties desirous of using these refrigerator cars should make application to the local railway agent or district freight agent. The Department of Agriculture only undertakes to pay the icing charges up to 100 cars per week for the two months commencing July 15 and ending September 15, but does not agree to furnish cars. It is understood that the G.T.R. and C.P.R. will have some specially improved ventilator cars ready this month, being fitted with special ventilating contrivance devised by Prof. Robertson. No extra charge will be made for these.

**BUTTER.** A very satisfactory business has been done in butter this week. The limited refrigerator space on board ocean steamers last week interfered somewhat with shipments, which would have been much larger could better accommodation have been provided. The railway cars lack to a marked extent the facilities for the proper carriage of butter during the hot weather, which fact is attested to by the heated condition in which several shipments arrived in this city recently. The efforts of Prof. Robertson to ameliorate the present undesirable accommodation afforded are appreciated by dealers and exporters in Montreal.

An easier feeling is noticeable as regards western dairy. Fancy Townships are quoted at 19½ to 19½c.; finest Quebecs, 19½ to 19½c.; finest Ontario, 19½ to 19½c.; fine creamery, 18½ to 19½c.; dairy butter, 16 to 16½c. Shipments from Montreal last week were 18,422 packages, which shows a falling off of 4,301 packages, compared with the same week last year. Since May 1 133,168 packages

have been shipped, an increase of 18,236 packages over the same period last year. Receipts reported on Board of Trade on Monday of this week were 1,957 packages.

#### COUNTRY PRODUCE.

**EGGS.** The demand for eggs is somewhat interfered with by the excessively warm weather now prevailing. The market, however, is firm. We quote: Round lots, straight receipts, 13½ to 14c.; No. 2 stock, 12½ to 13c.

**POTATOES.** An increase in the price of new stock has taken place this week, sales having been made at \$2 per bbl. on farmers' market, an advance of 5c. on the former price. Jobbers are asking \$2.25 per bbl. for new stock. The quality is reported to be exceptionally good.

**HONEY.** Trade is very dull, no demand of any account being evidenced for this article. Quotations are as before: White clover comb, 13 to 14c.; tinged, 10 to 11c.; strained, 9 to 10c. per lb. Buckwheat honey in comb, 9 to 10c.; extracted, 7 to 8c.

**BEANS.** The tone of the market is somewhat unsettled. Jobbing lots are being reported by some dealers at \$1.18 to \$1.20 per bushel, while others claim that over \$1.12 to \$1.15 cannot be secured. Advices from Chatham state that the plenty of rain has damaged the crop slightly.

**MAPLE PRODUCTS.** The inquiry is as slow as ever. We quote: Syrup, in large tins, 70 to 80c.; small tins, 50 to 60c.; in wood, 15 to 30 gallon casks, 5 to 5½c. per lb. Sugar, in round lots, 7 to 9c., as to quantity and quality. An inquiry is reported from New York for 15,000 lb. of Quebec sugar.

**POTASH.** The tone of the market is somewhat firmer, an advance of 5c. on price of first pots having taken place, the price now being \$1.20 to \$1.25 instead of \$1.15 to \$1.20. Seconds have sold as high as \$3.80. Pearls have brought \$6 to \$6.10 per 100 lb. on this market.

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

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

#### MONTREAL NOTES.

Tapioca is ½c. lower per lb.  
Canned tomatoes have advanced 15 to 17½c.

Watermelons have declined in price 12 to 15c.

Californian seeded raisins have advanced ½ to 1c. per lb.

Californian apples, peaches and plums are 50c. per box lower.

Shelled walnuts are 2c. higher and shelled almonds, ¼ to 2c. higher.

Cleaned currants, 1-lb. cartons, are ¼ to ¾c. lower; finest Vostizzas are ¼ to ½c. lower.

#### NOVA SCOTIA MARKETS.

Halifax, July 14, 1902.

IN THE wholesale line especially, the grocery trade has slackened off considerably during the last week or two, and is now of only nominal volume. Most of the travellers have come in off the road, and both employers and clerks are planning for their midsummer vaca-

tion during the slack season. There is, however, still considerable business doing, and a visit to the various places of business does not reveal any great slackness of business. Some firms are utilizing the season in stock-taking, though the majority only take stock once a year.

\*\*\*

All are, however, taking stock of the business done during the last six months, and the general conclusion is that business has been of greater volume than usual, and that the general conditions of business are satisfactory. An examination of accounts shows that bills have been paid very promptly, and that the losses in the city or elsewhere have not been excessive. Payments during the last month have not been quite as prompt as formerly, but these will, no doubt, all be settled up before the autumn rush of business comes on.

\*\*\*

This is a good season for the retailer. The warm season brings on a greater demand for all kinds of fruits, and large quantities have been handled. The strawberry season is now on and native berries from the Annapolis Valley are coming in very plentifully. This opens also the preserving season, and dollars' worths are being ordered instead of quarters' worths. Work is plentiful and weekly and monthly bills are promptly paid.

\*\*\*

All kinds of breadstuffs remain firm at recent quotations. Cornmeal has advanced, and though the local quotation is only 5 to 10c. up, the real situation is nearer 25c. Rolled oats and oatmeal are firm. Oats remain at about the former quotation. There is not so much demand as earlier in the season, nor is there much of a supply in the local market. Hay remains firm at former quotations, with very little doing. Potatoes are in fairly good supply, and as new potatoes are on the market in some localities, there is not any export demand whatever. The price for old potatoes has dropped 5 cents.

\*\*\*

Eggs are firm and on the advance. Probably in no former season has the price been so well maintained as this. The wholesale quotation is now 14c., whereas it has often been down to 10c. at this season, owing to the lack of surety as to quality. Butter is in good supply and dealers are able to supply their customers more readily and promptly. Cheese is coming in fairly well, and the quality is excellent.

Sugar and molasses remain unchanged from former quotations. The arrivals last week were: Schooner Duchess of Cornwall, from Fajardo, P.R., 274 pun., 19 tes., 21 bbls. molasses; schooner Preference, Arroyo, P.R., 531 pun., 61 tes., 41 bbls. molasses; by steamer Bratsberg, from Antigua, 2,262 bags of sugar, 9 hhds., 10 pun. molasses; from Barbados, 700 bags sugar, 110 pun. molasses; from Montserrat, 104 bags, 42 bbls. sugar; from St. Kitts, 3,108 bags, 1,295 bbls. sugar; 30 bbls. molasses; from St. Vincent, 25 bbls. sugar; from Tobago, 40 bbls. sugar; from Trinidad, 50 pun. molasses, 570 bags sugar.

\*\*\*

Prices in new fish have hardly been definitely fixed yet, though considerable is coming in at the low prices quoted last week.

R. C. H.

been light. rather easier small cheeses freely offered

**SUGAR.**—which effect where it is expected. granulated stronger quite a free

**MOLASSI** Porto Rico dos than low. Porto has been v

**FISH.**—B salmon, is maintained. The fish at haddock, o Dry fish ha son, and p are quite freely offer boneless fis is a good sale. Smo They have return to tions are to 5c.; sm haddock at 4 to 5c.; p lb.; pickled bbl.; Canso pered gasp burne, \$2.5 \$3.65; fre do., \$1; h 12c.; salmo

**FLOUR.** fair busine meal is fir oats are F plied. The shipping to large stock there is q very high. time to a Barley is c quote as f to \$1.80; medium, \$ to \$5.25; dlings, \$26 picked be \$1.40 to \$ \$3.00; spl \$1.40 to \$

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been light. Cheese have a fair sale at rather easier prices. For local trade only small cheese is sold. Cheese is quite freely offered.

**SUGAR.**—The price continues very low, which effects candy, jams and all lines where it is largely used. Little change is expected. By keeping the second grade of granulated low the foreign article finds stronger competition, but it still has quite a free sale.

**MOLASSES.**—There is a good stock of Porto Rico here and rather more Barbados than usual. The latter keeps quite low. Porto Rico seems firmer. The price has been very low and quite free sales have been made.

**FISH.**—Business, particularly in fresh salmon, is active, and the prices are well maintained. Boston is our large buyer. The fish are very fine. Except cod and haddock, other fresh fish are very scarce. Dry fish have a light sale at this season, and prices are unchanged. Pollock are quite low. Stock is rather more freely offered. There is a fair sale for boneless fish. Pickled fish are dull. There is a good supply of alewives waiting sale. Smoked herring are rather higher. They have shown for some time really no return to the fishermen. Our quotations are now as follows: Haddies, 1½ to 5c.; smoked herring, 5 to 6c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$1.50 to \$1.75 per ½ bbl.; Canso herring, \$5.75 per bbl.; kippered gaspereaux, \$1.00 per box; Shelburne, \$2.50 per ½ bbl.; dry cod, \$3.50 to \$3.65; fresh gaspereaux, 50c.; smoked, do., \$1; halibut, 6 to 7c.; shad, 10 to 12c.; salmon, 14 to 15c.

**FLOUR, FEED AND MEAL.**—In flour a fair business only is being done. Oatmeal is firmly held at full figures, while oats are high. Our market is well supplied. The sudden stopping of horse shipping to South Africa left some quite large stocks. Cornmeal is very firm, and there is quite an active sale. Feed is very high and hard to get. Beans continue to advance and seem quite firm. Barley is dull. Split peas are scarce. We quote as follows: Manitoba flour, \$1.70 to \$1.80; best Ontario, \$1.20 to \$1.25; medium, \$3.75 to \$4.00; oatmeal, \$5.20 to \$5.25; cornmeal, \$3.20 to \$3.25; middlings, \$26 to \$28; oats, 52 to 54c.; hand-picked beans, \$1.50 to \$1.60; prime, \$1.40 to \$1.50; yellow eye beans, \$2.80 to \$3.00; split peas, \$5.15 to \$5.25; barley, \$1.40 to \$1.50; hay, \$10 to \$14.

## ST JOHN NOTES

Northup & Co. have received the first consignment of Nova Scotian cherries.

Mr. Saunders, representing Armour & Co., Chicago, was in the city this week.

The demand from Boston for domestic strawberries has caused rather higher prices here.

There are quite large shipments of rice being received from England, and prices are keeping low.

A. Robitaille, the well-known manufacturer of vinegar and pickles, called on "The Grocer" this week.

Theo. H. Estabrooks, the packer of "Red Rose" teas, is home from a western trip. He expresses satisfaction with the reception the west has given to "Red Rose."

## For Camp or Picnic

Nothing more desirable than

## Clark's Meats.

Now's the time to carry a FULL STOCK.

**EPPS'S** GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.**COCOA**

ESTABLISHED 1861

HEADQUARTERS FOR FANCY FRUITS.

Send your orders for the very best quality of

ORANGES, LEMONS, BANANAS and PINEAPPLES.

HUGH WALKER &amp; SON

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

## In the Soup



CAPSTAN BRAND ENGLISH WORCESTER SAUCE will impart a delicious flavor. It is also a splendid relish for fish, roast meats, chops, steaks, curries, salads, oysters, etc.

When wanting anything in sauces be sure to write us or see our travellers.

THE CAPSTAN MFG. CO., - TORONTO

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**  
GRIMBLE & CO., Limited, London, N.W., Eng.

## "UP-TO-DATE SHOW-CARD WRITING"

An illustrated treatise on the art of Show-Card and Ticket Lettering. Tells all.

Paper Cover, Price \$1.00 Postpaid.

Address the Author . . . . .  
W. EDWARDS, - - - Box 315, - - - CARLETON PLACE, ONT.



## BRITAIN'S IMPORTS OF FRUITS.

From an English Paper.

THE Coronation year will be noted for a great increase in the importation of fruit from Victoria and Tasmania, large quantities of fine produce having arrived this season at Covent Garden. The chief of these fruits, says "T.P.", in The Gardners' Chronicle, are apples which have come to hand in greatly improved condition owing to the manner of storage in the cold chambers on board the steamers. These apples consisted of well-known varieties, such as Cox's Orange, Ribston, Sturmer and Blenheim Pippins, Emperor Alexander, and other good varieties. The fruits were wrapped separately in paper, and carefully packed in boxes of a uniform size and shape. There were also some pears and grapes, and there is the probability that in the near future quantities of other fruits, of which the public know little, will be sent over.

From the Cape of Good Hope, in which colony the fruit industry is yet in its infancy, we have received this season since the middle of the month of January, 1902, regular supplies of apricots, peaches, nectarines, plums, pears, and grapes, in variety—some of the plums, Kelsey's, were of immense size; the grapes came to hand in better condition this season than heretofore, and the flavor in some instances was very fine—their season is now over. From Jamaica, where the fruit-growing industry is being fostered by the Government, we are obtaining bananas in large quantities, and it would appear that almost unlimited quantities can be exported from that and other islands. From the West Indies we also get oranges, pineapples, grape fruits, shaddocks, mangos, etc., and in the near future we may expect many other kinds of fruits of which the public knows but little. The mangos from Jamaica are not considered to be the equal of those from Bombay, neither are the bananas equal to those from Teneriffe, and whether the grape-fruits (Citrus) will ever become popular here time only will show.

From the Canary Islands and Teneriffe, whose productions are good, we receive large quantities of tomatoes of fine quality; bananas, melons, pears (Solanun quatemalense), the fruit of which is but little known; potatoes, Myatt's Kidney being the chief variety; onions for pickling of a mild flavor, all of which invariably come to hand in good condition, owing to the suitable methods in which they are severally packed. From St. Michael, Azores, we get the finest pineapples, chiefly the smooth Cayenne variety, whose fruit often exceeds 6-lb. in weight, which come to us nearly all the year round. This season the prices realized for

# COWAN'S FINE SWEET COATINGS

Beaver, Maple Leaf,  
Ebony, Empress, etc.

**UNSWEETENED** Gem, Superior, Ruby, Amber,  
Hero, Golden and Extra Golden.

COWAN'S fine Cocoa for Soda Fountains, in 5-lb. tins.  
The best and purest.

## THE COWAN CO., Limited, TORONTO

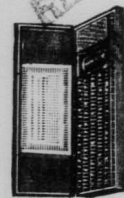
**John MacKay,** Bowmanville, Ont.

Manufacturer of Established 1854.

**POT AND PEARL BARLEY,  
SPLIT PEAS, AND CHOP FEED**

Send for Prices or Samples.  
Prompt Business.

IN CAR LOTS.



**BERNARD CAIRNS**

Leader in

**RUBBER STAMPS**

SEALS, PRICE MARKERS, Etc.  
10 King Street West, - TORONTO.  
Awarded Diploma at Toronto  
Exposition, 1901.

fruits have not been high, but of all fruits, excepting only oranges, bananas and a few others, there is none that equal in point of flavor and general good quality those old England can produce. Such peaches and grapes as are grown a short distance from London surpass all those of foreign production, and the writer has seen many in his long experience as a market salesman.

### WORLD-FAMOUS BRANDS.

THERE are few grocers, indeed, who have not handled some brands of Rowat & Co.'s pickles and sauces. This firm, whose headquarters are at Glasgow, have agents all over the world, and export about 50,000 cases annually, in addition to the ever-increasing quantity of tomato catsups, Yum Yum and Worcestershire sauces. The partners, Dewar Rowat and John Fullarton, who are both practical men, established the business about 14 years ago, and, with a steady growth, have now works covering about two acres, and giving constant employment to 300 hands.

The colonies know these brands of sauces and pickles as well as the home markets. In Canada there are several agents, Snowden, Forbes & Co., Montreal, handling the goods for Quebec and Ontario. They have done exceedingly well with Rowat's brands, and claim that there is as

### BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

#### FREE INSERTION

in "Commercial Intelligence," to the Editor  
**'SELL'S COMMERCIAL INTELLIGENCE,'**

Temple House, Tallis St., Temple Avenue,  
London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

much of these pickles and sauces imported into Canada as of all other makes combined. Their own imports are increasing rapidly. So far this year they have brought in as much as during the whole of 1901.

The factory where these pickles and sauces are made is cleanliness in itself, and is one of the best appointed of its kind. Sanitary science has been applied to every section of the building, a feature that must not be overlooked in buildings where perishable goods are used. The display of Rowat's goods at the recent Glasgow Exhibition called forth much favorable comment, and the visitors from all parts of the world were given an opportunity of seeing the home of these brands of pickles and sauces which they had known for so long as the leaders of their kind.

### SOUTHERN TOMATOES.

Tomatoes from the South are increasing in quantity, and there have been receipts from the lower part of Virginia to drop the price of Norfolk tomatoes to 75c. and \$1 per crate, which is about the equivalent of \$1 per bush. Even at \$1.50 per doz. cans packers cannot afford to pay \$1 per bush. for tomatoes, hence there is no rush for these Southern goods.—The Trade, Baltimore, July 11.

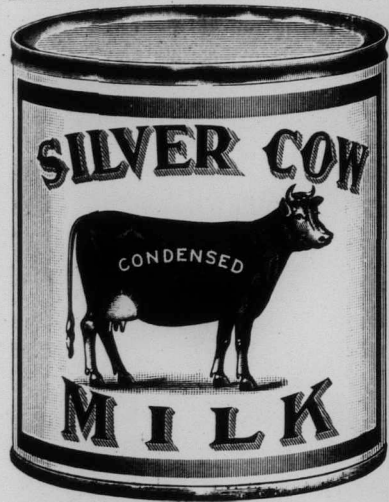


THE ONLY YEAST WITH  
CREAM IN IT.



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**SWEETENED**  
We are now prepared to furnish and ship promptly  
**Silver Cow Brand**  
**Preserved Milk**

Equal in purity to our famous **ST. CHARLES CREAM.**  
We respectfully solicit your orders for and co-operation in marketing this product. Address :  
**St. Charles Condensing Co.,** Factories—INGERSOLL, ONT., and ST. CHARLES, ILL.  
**ST. CHARLES, ILL., U.S.A.**

THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT.

*The blooming h'eagle is on top—  
How long will he stay there ?*

THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT.



The **THISTLE** Brand

ARE  
**HIGH-GRADE**  
**TOMATOES - CORN - PEAS - Etc.**

GUARANTEED SECOND TO NONE. **BRIGHTON CANNING CO.**

**If You Were Buying**

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

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

**The Kent Canning Co., LIMITED** **Chatham, Ont.**

## THE APPLE TRANSPORTATION QUESTION.

SOME valuable suggestions are contained in the report to the Annapolis County Farmers' Association meeting at Bridgetown, N.S., made by Mr. Ralph S. Eaton. As a large fruit dealer Mr. Eaton brings to the study of fruit transportation a knowledge of practical affairs and of the conditions of the fruit business. Mr. Eaton has given the subject a most exhaustive study and presents in his reports recommendations of far-sighted prudence and vital import. He has done much to determine the kind of service most satisfactory for both the fruitmen and steamship companies.

Before going to Ottawa to interview the Government on the subject of apple transportation, Mr. Eaton interviewed the principal apple shippers. They agreed that what was needed was careful handling in Halifax, loading under Government supervision, good boats that would make 10 or 12-knot trips, as often as every 10 days, steamers that would not carry apples in more than four tiers, and well ventilated with exhaust fans.

In presenting his report, Mr. Eaton impressed the truth upon the Association that they were apt to regard the transportation service simply from the standpoint of their six months' apple export. The contracts, however, were for the whole year, and during a considerable part of the year the freights from Halifax and St. John were not profitable. Mr. Eaton furnished the statement of Mr. Hall, of the Furness-Withy Co., that the belief that large shippers got a rebate of 12 and 15c. per bbl. was wrong. Not more than 8c. per bbl. was given, and that to all alike who shipped a certain number of barrels.

Mr. Eaton described the exhaust fans which he had seen at Montreal. The expense of installing them in any of the ventilating tubes of steamers is trifling, a matter of from \$300 to \$500 each. Had the steamer *Evangeline*, carrying some 22,000 barrels of Gravensteins at one time last Autumn, being well provided with these exhaust fans, and they had been kept going during her delay by accident off Newfoundland, there would probably have been a very small part of the depreciation, generally estimated at \$22,000 in that one cargo, a loss almost equal to the annual \$25,000 subsidy.

Mr. Eaton advised the installation of thermographs under Government supervision to see whether or not the fans had kept the atmospheric air constantly circulated among the barrels. He also discussed the reason why fruit dealers have not the

same rate of freight from Halifax to London as shippers from Montreal, Boston or New York, in the transport of apples across the ocean. Some of the reasons advanced were the larger size of the steamers from the larger cities, the larger return freight, the greater competition, and the smallness of Halifax and St. John export outside of fruit season. The contract between the Government and The Furness-Withy Co., Mr. Eaton quoted in part:

The contractors will, on the first day of July next, after the date of these presents, place on the route between the port of St. John, in the Province of New Brunswick, and the port of London, England, the following steamers: The *Evangeline*, the *Loyalist* and the *Dahome*, and with these, or other good steamers sanctioned by the Minister, maintain for a period of one year from that date, at regular intervals of not over 15 days, and calling upon all voyages, both outward and inward, at Halifax, in the Province of Nova Scotia.

Then the contract goes on to state that the sum of \$25,000 shall be paid in half-yearly instalments, providing certain other conditions are fulfilled. The Furness-Withy Co. did not keep the part of their contract last year, neither as regards the particular steamers and their substitutes nor as to their dates of sailing.

Mr. Eaton has urged the Government that if the present subsidy was not sufficient to provide a good service, the country would be many thousand dollars better off annually if the subsidy were increased 50 to 100 per cent. in order that the dealers might be spared the depreciation of their front to the extent, as had often been the case, of \$10,000 to \$15,000 in single cargoes.

### CARRYING TRADE OF THE UNITED KINGDOM.

The Liverpool Steamship Owners' Association have just prepared a very interesting series of tabular comparative statements with respect to the carrying trade of the United Kingdom during the 10 years 1891-1900, showing the part of that trade carried in British and foreign vessels, distinguishing the trade with foreign countries and that with British possessions, and also distinguishing vessels with cargo and those in ballast. The figures have been obtained from the "Annual Statements of the Navigation and Shipping of the United Kingdom." The tonnage of vessels with cargoes trading to foreign countries in 1891 comprised 36,428,937 British and 15,816,415 foreign, while in 1900 the figures were 42,780,184 tons British and 26,566,403 tons foreign. The annual average for the 10 years was 40,860,575 tons British and 18,887,284 tons foreign. The percentage of

British decreased from 69¼ to 61¼, while that of foreign increased from 30¼ to 38¼, the annual average percentages for the whole decade being respectively 68 and 32. The vessels trading from the United Kingdom to British possessions with cargo were of 9,105,416 tons in 1891 and 9,551,871 tons in 1900, while foreign ships were of 963,456 tons in the former year and 959,586 tons in the latter. The annual average percentage of British increased in the 10 years from 90½ to 91¼, while that of foreign decreased from 9½ to 8¾.

### A MATCH PATENT.

Andrew Anderson, match manufacturer of Detroit, but resident of Windsor, has, through his lawyer, issued a writ against The Walkerville Match Co. for an alleged infringement of patent. The writ asks that the defendant company be restrained from using the device complained of, and also for damages.

### ENLARGING FLOOR SPACE.

Thirty thousand additional square feet of floor space will be the result of operations at Ganong Bros. candy factory, St. Stephen, N.B., on the north side an extension of 33 x 51 ft., three storeys high; on the west side an addition, in the form of an L, 90 ft. long by 80 ft. wide and three storeys high will give the required room. The basement will have cement flooring throughout.

### AGAIN BACK TO BUSINESS.

Major Percy Mason, of P. L. Mason & Co., Toronto, who went to England as adjutant of the infantry branch of the Canadian Coronation contingent, is again back to business. He thoroughly enjoyed his trip and emphatically denies that the Canadians received any other than the most cordial treatment from the military authorities while in Great Britain. "Why, we never even heard that we had not been treated properly until we reached Canada."

### NO MORE NEED FOR IT.

A characteristic story is told of Abe Gruber, the well-known New York lawyer. When he was a boy looking for something to do he saw the sign, "Boy Wanted," hanging outside of a store in New York. He picked up the sign and entered the store. The proprietor met him.

"What did you bring that sign in here for?" asked the storekeeper.

"You won't need it any more," said Gruber, cheerfully, "I'm going to take the job."—Washington Post.



This list is the cities of M solicited for pu ordered by ret report and price Goods in la All quotati who call daily t

### BUTTER, AND

Dairy, choice, " pc  
" tubs, bi  
" tubs, in  
Creamery, box  
" print  
Cheese, new, p  
Eggs, new laid

### CANNEL

Apples, 3's.....  
" gallon  
Asparagus.....  
Beets.....  
Blackberries, 2'  
Blueberries, 2'  
Beans, 2's.....  
Corn, 2's.....  
Cherries, red, 1  
" white  
Peas, 2's.....  
" sifted.....  
" extra sif  
Pears, Bartlett

Pineapple, 2's  
" 3's  
Peaches, 2's....  
" 3's....  
Plums, green  
" Lomb  
" Damas  
Pumpkins, 3's  
" gal  
Raspberries, 2  
Strawberries,  
Succotash, 2's.  
Tomatoes, 3's  
Lobster, tails  
" 1-lb. l  
" ½-lb.  
Mackerel.....  
Salmon, sock  
" "  
" "  
" Coho  
Sardines, Alb

" Spor  
" key  
" P. &  
" Dom  
" Mus  
" 50 th  
Haddles.....  
Kipperd He  
Herring in T

### CANDI

Lemon, per l  
Orange, "  
Oltron, "

### GREE

Oranges, Va  
" Sor  
Pineapples,  
Cucumbers,  
Lemons, Me  
Bananas, Fi  
Apples, per  
Coconuts,  
Tomatoes, p  
Sweet Potat  
Strawberrie  
Can. Cherie  
Watermelon  
Cantaloupes  
per cr

### S

Granulated:  
Granulated,  
Paris lump,  
" "  
Extra Gron  
Powdered,  
Phoenix.....  
Cream,.....  
Extra brigh  
Bright coffe  
Bright yello  
No. 3 yello  
No. 2 yello  
No. 1 yello



# FRENCH SARDINES, PEASE, Etc.

Rodel & Fils Freres, Bordeaux, France.

Shippers of the highest grades of Sardines, Pease and Conserves.

## JOHN HOPE & CO.

Sole Agents for Canada.

MONTREAL.

By Special Appointment to His Majesty  
King Edward VII.

### CANTRELL & COCHRANE,

DUBLIN and BELFAST.



C. & C.

"Ginger Ale"

C. & C.

"Club Soda"

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"Royal Seltzer"

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

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

	Montreal.		Toronto.		St. John, Halifax.		Montreal.		Toronto.		St. John, Halifax.	
<b>COFFEE</b>												
Green -												
Mocha	24		23	28	25	30			17	17 1/2		
Old Government Java	27		22	30	25	30			16 1/2	17		17
Rio	10		7	12	12	13			15	15 1/2		17
Santos			9 1/2	10 1/2					17 1/2	17 1/2		18
Plantation Ceylon	29		26	30	29	31			17	17 1/2		18 1/2
Porto Rico			22	25	24	28						
Gautemala			22	25	24	26						
Jamaica	18		15	20	18	22						
Maracalbo	18		18	18	12	13						
<b>NUTS</b>												
Brazil	11 3/4	12 1/4	15	16		15						
Valencia shelled almonds	25	27	30	35	30	35						
Tarragona almonds	12	13		11 1/2	12	13						
Formegetta almonds				10 1/2								
Jordan shelled almonds		42	40	43								
Peanuts (roasted)	7 1/2	8	8	10	9	10						
" (green)	6 3/4	7 3/4	7	9								
Cocanuts, per sack		3 00		3 75	3 50	4 00						
" per doz				60	60	70						
Grenoble walnuts	10	10 1/2		10 1/2	11	12						
Marbot walnuts		10		9 1/2	10 1/2							
Bordeaux walnuts		9		8	8 1/2	9						
Sicily filberts	8 3/4	9 3/4	9 1/2	10 1/2								
Naples filberts				10	10	11						
Pecans	15	16	13	15	13	14						
Shelled Walnuts	16 1/2	17 1/2	18	23		25						
<b>SODA</b>												
Bl-carb, standard, 112-lb. keg	1 65	1 80	2 00	2 25	1 70	1 75						
Sal soda, per bbl	70	75	80	90	85	90						
Sal Soda, per keg	95	1 00		1 00	95	1 00						
<b>SPICES</b>												
Pepper, black, ground, in kegs												
pails, boxes	16	18		18	14	15						
" in 5-lb. cans	14	17		19	15	16						
" whole	15	17		19	12	13						
Pepper, white, ground, in kegs												
pails, boxes	26	27	26	27	24	26						
" 5-lb. cans	25	26	25	26	20	22						
" whole	23	25	23	25	20	22						
Ginger, Jamaica	19	25	22	25	20	25						
Cloves, whole	12	30		30	18	20						
Pure mixed spice	25	30	25	30	25	30						
Cassia	13	18	20	40								
Cream tartar, French		25	24	25	20	22						
" best		28	25	30	25	30						
Allspice	10	15	13	16	16	18						
<b>WOODENWARE</b>												
Pails No. 1, 2-hoop	1 65		1 55		1 90				3 25	3 40		
" 3-hoop	1 80		1 70		2 05				5	5	6	6
" half, and covers	1 65		1 60		1 75				5 1/2	5	6	6
" quarter, jam and covers	1 15		1 10		1 45				4 1/2	5	6	6
" candy, and covers	2 50	2 50	2 40		3 20				4 1/2	4	5	5
Tubs No. 0	10 00	10 15	8 50		11 00				8	10		
" 1	8 00	8 15	7 01		9 00				3 1/2	4	5	5
" 2	7 00	7 15	6 01		8 00				3 1/2	3 1/2	4 1/2	5
" 3		6 15	5 25		7 00				3	3 1/2	4 1/2	5
<b>PETROLEUM</b>												
Photogene	14 1/2	15 1/2										
Canadian water white	16	17										
Sarnia water white		15		16 1/2		17						
Sarnia prime white		15		15 1/2		16						
American water white		19		17 1/2		18						
Pratt's Astral (barrels extra)	18 1/2	19		17		17 1/2						
<b>Black - TEAS</b>												
Congou - Half-chests Kalsow	13	60	12	60	11	40						
Mouling, Paking	17	40	18	50	15	4						
Caddies Paking, Kalsow	35	55	35	55	30	50						
Indian - Darjeellings	20	40	20	40	18	40						
Assam Pekoes	18	25	18	25	17	24						
Pekoe Souchong	35	42	35	42	34	40						
Ceylon - Broken Pekoes	20	30	20	30	20	30						
Pekoes	17 1/2	40	17	35	17	35						
Pekoe Souchong	42	50	42	50								
China Greens -	22	28	22	28								
Gunpowder - Cases, extra first												
Half-chests, ordinary firsts	42	50	42	50								
Young Hyson - Cases, sifted	35	40	35	40								
extra firsts	22	38	28	38								
Cases, small leaf, firsts	17	19		23								
Half-chests, ordinary firsts	15	17	16	18								
Half-chests, seconds	13	14	14	15								
" thirds, common												
Pingsueys -												
Young Hyson, 1/2-chests, firsts	28	32	38	32	30	40						
" " seconds	16	19	16	19								
" Half-boxes, firsts	28	32	28	32								
" " seconds	16	19	16	19								
Japans -												
1/2-chests, finest May pickings	38	40	38	40								
Choice	32	36	33	37								
Finest	28	30	30	32								
Fine	25	27	27	30								
Good medium	22	24	25	28								
Medium	19	20	21	23								
Good common	16	18	19	20								
Common	13	15	17	19								
Nagasaki, 1/2-chests, Pekoe	16	22										
" Oolong	14	15										
" Gunpowder	16	19										
" Sifflings	7 1/2	11										
<b>RICE, MACARONI, SAGO, TAPIOCA.</b>												
Rice - Standard B.	3 00	3 10										
Patna, per lb	4 25	4 50	4 1/2	5	5	6						
Japan	4 40	4 90	5 1/2	6	5	6						
Imperial Seeta	4 60	4 90	4 1/2	5 1/2	5	6						
Extra Burmah			4 1/2	4 1/2	4	5						
Java, extra		5 1/2	6	6 1/2	6	7						
Macaroni, dom'ic, per lb, bulk	3 1/2	4 1/2			7 1/2							
" Imp'd, 1-lb. pkg., French	8	12	9	11								
" Italian	8	10	11	1 1/2								
Sago	3 1/2	4 1/2	3 1/2	4								
Tapioca		3	3 1/2	3 1/2	4 1/2	5						



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Jas. B. Ca

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GIL



# Schepp's Coconut

Quality first, then price.

Cocoanut is a luxury. Those that use it want the best (*Schepp's*).  
Cocoanut is used generally as a dessert; should therefore be the best  
in quality to give the dinner a pleasant finish (*Schepp's*).

**L. SCHEPP CO.,** CANADIAN FACTORY :  
TORONTO, CAN.

NEW YORK.

LONDON, ENG. : Saml. Hanson, Son & Barter, Agents.

"ARISE AND SHINE"!

## With "GLOBE" Metal Polish

THE BEST "SHINER" ON THE MARKET.

Send for a free sample and try it on your scales.  
Then you will recommend it to your customers.



**RAIMES & CO.,** 164 Duane St.,  
New York City

OUR **CANS CANS CANS** CAN not be surpassed in point of  
Workmanship, Material,  
Quality.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans,  
Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your  
requirements? Write for quotations to

### THE ACME CAN WORKS

Office and Factory : Ontario St. and Jeanne D'Arc Avenue.

Jas. B. Campbell.

MONTREAL.

William Pratt.

## Gillard's Sauce

## Gillard's Pickle

Is still the best and cheapest.

The most delicious English pickle made.

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

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

## Three Requisites for Success in Business.

Extract from an address delivered by Daniel B. Murphy, of Burke, FitzSimons, Hone & Co., at the meeting of the Rochester Retail Grocers' Association.

**W**E are engaged in business for profit. There is little of the sentimental about the average business man. His self-preservation among his mercantile associates and the protection of those dependent upon him are what commend his constant and earnest attention and make bearable the routine drudgery incident to commercial life.

The discouraging fact ever confronts the struggling business man that over 90 per cent. of those who engage in mercantile pursuits fail, either directly or indirectly. Notwithstanding this disturbing feature of our business, we should keep prominently before us the truth that there is something in life's struggles besides dollars and cents. A man who is

CONFRONTED WITH INEVITABLE FAILURE, and who sacrifices honor and integrity, for any salvage in the nature of dollars and cents, is dishonest and unworthy of confidence; while, on the contrary, the man who preserves his honor and integrity, even at great financial cost, retains in a higher degree than before the respect and admiration of his fellow men. We should be at all times manly, honorable, faithful and reliable. These qualifications are indispensable to every successful business man, and, what is more to the point, they are within the reach of all.

There are at least three essential requisites for the successful management of business. These are

### CHARACTER, CAPACITY AND CAPITAL.

While all these requisites are fundamental, the greatest is character. No man can hope to permanently succeed in life's struggle whose line of action is not based upon the principles of honesty, uprightness and integrity. A merchant should be honest with himself, honest with his patrons and honest with his fellow business men.

To be honest with himself implies a full and accurate knowledge of the details of his business affairs. He should keep his books in such a manner as to enable him at any time to show definitely what his assets and liabilities are. His books should indicate daily the amount of stock on hand at cost, the amount of his book accounts at actual value and, also, the amount due his creditors. He should also have before him as a stimulus to greater effort a comparative

statement of daily sales and expenses, extending over a series of years. A successful enterprise cannot stand still. It must be progressive in order to be enduring, and every employe should share this commendable ambition of his employer.

In this connection I might say that it is very important that a merchant should have his stock fully protected by fire insurance. Insurance companies assume this risk for him at a reasonable compensation. It is their business to take risks of this kind and not the merchant's.

A merchant should also be honest with himself to the extent of appreciating fully what

### A PRICELESS BOON

it is to have it known in commercial centres of the country that he is reliable and trustworthy in every transaction, that his word is synonymous with his bond, and that he is ever keenly sensitive to the necessity of preserving his good name. Without honor, integrity and manhood, a man has nothing and can have nothing. These qualities are vital to every man, whether in business or out of business, and their value cannot be estimated on a basis of dollars and cents.

Secondly, a merchant should be

### HONEST WITH HIS PATRONS.

This implies that there should be on hand a well-arranged stock of merchandise, kept in neat and attractive manner. It means, also, that it is incumbent on him to give honest value, full weights and correct measurements. It means, too, that there should be absolutely no misrepresentation. Trading stamps, chromos, prizes and other subterfuges should not be employed to secure patronage. The unreasonable complaints that arise in the life of the merchant should be met with tact and diplomacy and the patron appeased if possible, but not at the cost of principle or self-respect.

A merchant should also be honest with his fellow business men. This implies that when called upon to give his experience with regard to the standing of a certain customer, the information should be candid and reliable. This brings us face to face with the most deplorable feature of mercantile life, viz., loss sustained through worthless accounts.

Mr. Murphy here gave statistics which he had gathered from commercial agencies, and which showed that the aggregate loss because of liabilities involved in failures in

the United States from 1890 to 1899, inclusive, was \$1,788,719,267. The average loss for each year was thus \$178,871,026.70. The average was more than the total capital of the 209 State banks, the 60 trust companies and the 326 National banks in the State of New York in the year 1900. It exceeded their aggregate capital by more than \$10,000,000.

### GUARDING AGAINST LOSSES.

"How are we to guard against excessive losses?" continued Mr. Murphy. "This question comes home to everyone present. There is no serious question about the truth of the common expression that 'credit is too cheap,' nor about the kindred saying that 'credit is too freely granted.' Credit should always be judiciously granted, and never indiscriminately or in a haphazard manner. A man who grants credit should be a good judge of human nature, and with tact and discretion should secure proper information from the applicant for credit as to his financial and moral responsibilities, who his references are, and, also, whether he is disposed to comply in every respect with the terms of settlement submitted to him. There should be a distinct understanding as to the amount of the account, since every account should have its limit, and, also, that the obligations contracted shall be discharged at least monthly.

### COURAGE TO SAY 'NO.'

"You must have courage to say 'no' to the unworthy applicant, and there are many of this class who apply for credit without having any basis whatever for such favors. You find competition sharp and the margin of profit necessarily small, and, therefore, you are not warranted in taking unreasonable financial risks. You are not warranted in taking all the possibilities of failure to pay, such as sickness, loss of situation, etc., on the part of the debtor.

### RIGHTS OF DEBTORS.

"In our dealings with the debtor class, we must not forget that they have some rights that we are bound to respect. We must discriminate between the reprehensible debtor, who can pay, but will not, and the unfortunate debtor, who is well disposed, but, through circumstances, is unable to pay his honest obligations. The first are clearly without the pale of our sympathy, while the latter are worthy of considerate treatment, and should not be numbered among disreputable debtors. We must be ever on our guard against the vicious debtor, who, with fervid eloquence and brazen assurance, goes from merchant to merchant with the studied purpose of adding another name to the long list of those whom he has already shamefully and criminally defrauded."

Established

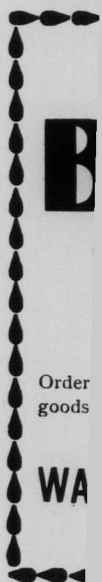


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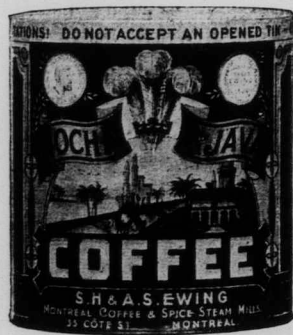
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Established 1845.

MODERN MACHINERY. UP-TO-DATE METHODS.

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1 and 2-lb. Tins.

## WHY EXPERIMENT

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

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

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

ENGLISH MALT PROOF  
TRIPLE CRYSTAL CIDER  
STRONG PICKLING

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

**F. J. CASTLE,**

**OTTAWA.**

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

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

Agents for Canada:

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

SEASON 1902.

# Butter Tubs

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

**WALTER WOODS & CO.**  
HAMILTON.

Established 1862.

## E. THOMPSON & CO.

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

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

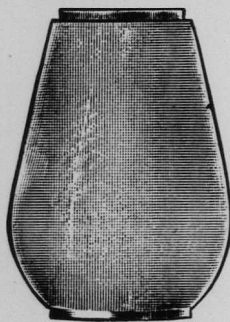
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**G. H. THOMPSON,**

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ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

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

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

Toronto Fruit Merchants.

*McWilliam &  
Everist*

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples  
a Specialty.

CORRESPONDENCE SOLICITED.

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

25 and 27 Church St., TORONTO, Can

Long Distance Phone Main 645.  
Warehouse Phone Main 3394.

## Strawberries

Watermelons, Tomatoes

Fancy Canadian berries now arriving daily at market price.

Don't delay getting your orders for 1st July till it is too late to get good fruit.

## HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.



## RESTRICTION OF OUTPUT OF TEA.

UNDER a recent date the following has been issued by the secretary of the Indian Tea Association, London :

To all producers of tea : Dear Sirs,—At a recent meeting of my committee it was pointed out that on many estates there are portions of cultivation that for many years past have not probably paid the cost of upkeep, and, although these continue to produce a certain amount of crop, they are of no real benefit to the properties on which they are situated. It was suggested, with a view to diminishing output, that directors and tea proprietors might with advantage give instructions to their managers to make arrangements, at the end of the current season, to abandon all such portions of tea which could be done without any loss to the proprietors, and even with profit to the estates themselves. I am asked to bring this matter to your notice, and also to remind you of the circular issued on January last, headed "Crop 'of 1902," and to express the hope that you concurred with the suggestions of my committee, and will continue to impress on your managers the importance of avoiding coarse plucking during the current year.

I am directed by my committee to hand you herewith a revised form providing for restriction of output, which has already received the support of producers representing upward of 100,000,000 lb., and I trust you will see your way to sign it on behalf of the concerns you represent, and return it to me at your earliest convenience.

To the Secretary, Indian Tea Association, 5 Fenchurch street, E.C.—We, the undersigned, agree to restrict our output for the current season by one of the undermentioned alternatives at our option, such option to be declared to the secretary of the Indian Tea Association on or before July 5 next, in the case of home-managed concerns, and on or before July 19 in the case of gardens controlled in India. This undertaking is only to come into force provided 75 per cent. or 135,000,000 lb., of the Indian crop join.

1.—A cessation of manufacture from midnight on July 31 till midnight on August 21. Any leaf not fired by midnight on July 31 to be destroyed, and no leaf to be rolled before midnight on August 21.

2.—A reduction of 10 per cent. on our estimated crop, such reduction to be effected in any way we choose, including the manufacture of green tea, which green tea must, however, be shipped to and disposed of in the American, Canadian, or Russian markets only.

The Home and Colonial Mail says that it is understood that Ceylon planters are to be asked to co operate in reducing their output, and that the formation of this combination is a preliminary to establishing a British Tea Growers' Union for the protection and advancement of planters' interest, the details of which scheme will be con-

sidered by a joint committee of representatives of India and Ceylon.

## A BAKED-BEAN MAN MISSING.

"If you don't like my baked beans come and tell me all about it," so advertised Mr. Trehan, who ran a little restaurant on Webster street, Kentville, N.S. Somebody must have told Mr. Trehan that his beans were a failure, for his establishment is closed and the proprietor is missing, perhaps only for a time, but his absence has been long enough to instil a certain amount of fear in the heart of the owner of the shop who is anxiously waiting a chance to get on the inside and secure enough goods and chattels to cover the amount of the rent.

## INQUIRIES ABOUT CANADIAN GOODS.

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

1. A London firm is desirous of representing Canadian exporters of wood pulp, phosphate of lime and other chemical products.
2. Inquiry is made for names of Canadian manufacturers of thin boiling starch.
3. A firm in the Midlands is open to represent on commission Canadian exporters of produce, such as eggs and butter, especially pickled eggs.
4. Liverpool house is open to extend its business with Canada, and asks to be furnished with the addresses of first-class shippers of wood pulp and other products suitable for the English market.
5. A firm of spinners of all classes of woollen carpet and rug yarns wish to get into communication with Canadian buyers of such goods.

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

## GOOD ADVERTISING POINTERS.

THE prime object of advertising is to create a demand for an article. How many can pick the better of two pianos from which the brand has been removed? Yet men will pay more for an article whose name has become a household word by judicious advertising. Men sometimes say that if they had something new or exclusive they could succeed; but this is a mistake.

The cash register wouldn't go for years; the same way with the typewriters. There is nothing harder to advertise than new commodities. But judicious advertising can create wants and tastes. The consumption of oatmeal in Kansas City has increased six fold in ten years.

H. J. Heinz once told me that a merchant was a man who sold goods at his own price. The test of a real merchant is to create a distinctive demand for his goods, and to compel the people to buy them.

All there is in advertising is in carrying a message to the dealer and consumer. No medium should be used blindly. A great many use newspapers just as the Indian slept on one feather because the white man slept on a feather bed, and he wondered why the feather didn't help him.

The ultimate object of all advertising is the creation of prestige. People accept what a successful man says. Prestige doesn't come to everybody over night. It is acquired by persistent adherence to fundamental principles. It creates a peculiar constituency and as near a monopoly as is possible in these days.—John Lee Mahin, in Michigan Tradesman.

POPULARITY

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

# "BOBS"

## CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED

MONTREAL, QUE.

# CEYLON TEA

BLACK and GREEN

satisfies  
the  
taste  
of  
the  
Canadian  
people,  
therefore  
is  
the  
best  
liked  
tea  
imported  
into  
Canada.

# CEYLON TEA

BLACK and GREEN

is  
the  
most  
satisfactory  
and  
profitable  
tea  
to  
sell.

EVERYTHING

comes to the man who

WAITS,

but **Robinson's Patent Barley**  
and **Robinson's Patent Groats**

have stood the test of over ninety years, and are now being sold by almost every reliable Grocer in Canada.

Don't WAIT until you are asked for them,  
but stock these Foods NOW.

Current Market Quotations for Proprietary Articles

July 17, 1902.  
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

**BAKING POWDER.**

Cook's Friend—	Per doz.
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
12 oz. tins, 3 ".....	2 40
5-lb. tins, 1/2 ".....	14 00

**Diamond—** W. H. GILLARD & CO.

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

**IMPERIAL BAKING POWDER.**

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

**MAGIC BAKING POWDER**

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	5c.	\$ 40
4 "	4-oz.	0 65
4 "	3-oz.	0 80
4 "	3-oz.	1 00
4 "	12-oz.	1 50
2 "	12-oz.	1 55
4 "	16-oz.	1 80
2 "	13-oz.	1 85
1 "	2 1/2-lb.	4 50
1 "	5-lb.	7 75
2 "	6-oz.	Per case. \$1 90
1 "	12-oz.	
1 "	16-oz.	

**JERSEY CREAM BAKING POWDER**

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

**VIENNA BAKING POWDER.**

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

**BLACKING.**  
**SHOE POLISH.**  
**HENRI JONAS & CO.** Per gross

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

**BLUE.**

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

**BLACK LEAD.**

Reckitt's per box.....	1 15
------------------------	------

Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz.

**CORN BROOMS**  
**BOECKH BROS. & COMPANY** doz. net.

Bamboo Handles, A, 4 strings.....	4 35
" " " ".....	4 10
" " " ".....	3 85
" " " ".....	3 60
" " " ".....	3 35
" " " ".....	3 10
" " " ".....	2 85

**BISCUITS.**  
**CARR & CO. LIMITED.**  
**Frank Magor & Co., Agents**

Cafe Noir.....	0 15
Ensign.....	0 12 1/2
Metropolitan mixed.....	0 09

Special price list of Fancy Tins for Xmas trade and other lines on application.

**CANNED GOODS.**  
**MUSHROOMS.**  
**HENRI JONAS & CO.**

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

**FRENCH PEAS—DELOREY'S**  
**HENRI JONAS & CO.**

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

**FRENCH SARDINES.**  
**HENRI JONAS & CO.**

1/4 Trefayennes.....	\$9 50
1/4 Rolland.....	10 00
1/4 Delory.....	10 50
1/4 Club Alpins.....	2 50

**CHOCOLATES & COCOAS.**  
**THE COWAN CO. LIMITED.**

Cocoa—	per lb.
Hygienic, 1-lb. tins, per doz.....	\$7 25
" 1/2-lb. tins ".....	3 75
" 1/4-lb. tins ".....	2 25
" fancy tins ".....	0 90
Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb.....	0 55
Perfection, 1/2-lb. tins, per doz.....	3 00
Cocoa Essence, sweet, 1/2-lb. tins.....	2 25
Chocolate—	per lb.
Queen's Dessert, 1/4's and 1/2's.....	\$0 40
" 6's.....	0 42
Mexican Vanilla, 1/4's and 1/2's.....	0 35
Royal Navy Rock.....	0 30
Diamond.....	0 25
" 8's.....	0 28

**JOHN P. MOTT & CO.'S**  
**R. S. McIndoe, Agent, Toronto.**

Mott's Broma.....	per lb 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's).....	0 3
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracocas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 25
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 28
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21
Mott's Sweet Chocolate Liquors.....	0 19

**Chocolate—** FRY'S..... per lb.

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

**Cocoa—** per doz

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

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

**CADBURY'S.**

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

**CHOCOLATE-MENIER.**



**WALTER BAKER & CO., LIMITED.**

Premium No. 1 chocolate, 12-lb boxes.....	per lb. \$ 38
Vanilla chocolate, 6-lb boxes.....	38
German sweet, 6-lb. boxes.....	27
B'kfast cocoa, 1/2-lb. tins, plain; 6-lb. boxes.....	51
Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs.....	35
Caracas sweet chocolate, 6-lb. boxes.....	37
Soluble chocolate (hot or cold soda) 1-lb. cans.....	45
Vanilla chocolate wafers, 48 to box, per box.....	1 56

**CHEESE.**

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

“T  
Are v  
ASS  
MEN  
164 St.

JAM  
Mocca.....  
Damascus.....  
Calro.....  
Sirdar.....  
Old Dutch Rio  
E. D. I  
“Old Crow” Ja  
“Condor” Java  
Mocl  
15-year-old M  
hand-picke  
1-lb. Fancy tir  
48 tins per  
Madam Huot  
100 lb. deliver  
OI  
UNITE!  
Clothes Plus  
case, per  
4 doz. packag  
6 doz. packag  
COUPON  
For sale in C  
Limited,  
Fils, Mor  
\$1, \$2, \$  
In lots of 1  
books, 1 ki  
100 to 500 bo  
500 to 1,000 t  
Allis  
1 00 books  
2 00 books  
3 00 books  
5 00 books  
10 00 books  
15 00 books  
20 00 books  
25 00 books  
50 00 books  
REC

“THE EDWARDSBURG BRANDS”

Starch

... and Syrup

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

EDWARDSBURG STARCH CO'Y, Limited  
Established 1858.

164 St. James St.,  
MONTREAL.

Works:  
CARDINAL, ONT.

53 Front St. East,  
TORONTO.

COFFEE.

JAMES TURNER & CO. per lb.	
Mocca .....	0 33
Damascus .....	0 28
Calfo .....	0 20
Sirdar .....	0 17
Old Dutch Rio .....	0 12 1/2
E. D. MARCEAU, Montreal.	
per lb.	
"Old Crow" Java .....	0 25
"Mocha" .....	0 25
"Condor" Java .....	0 30
"Mocha" .....	0 30
15-year-old Mandheling Java and hand-picked Mocha .....	0 50
1-lb. Fancy tins choice pure coffee, 48 tins per case .....	0 20
Madam Huot's Coffee, 1-lb. tins .....	0 31
" 2-lb. tins .....	0 30
100 lb. delivered in Ontario and Quebec.	

CLOTHES PINS.

UNITED FACTORIES, LIMITED.	
Clothes Pins (full count), 5 gross in case, per case .....	
4 doz. packages (12 to a case) .....	0 57
8 doz. packages (12 to a case) .....	0 72
16 doz. packages (12 to a case) .....	0 92

COUPON BOOKS—ALLISON'S.

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

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un- num bered	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted .....	4c.	4 1/2c.
100 to 500 books .....	3 1/2c.	4c.
500 to 1,000 books .....	3c.	3 1/2c.

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

EXTRACTS.

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

LYE (CONCENTRATED).

GILLET'S PERFUMED.	
1 case of 4 doz ..	\$ 3 70
3 cases ..	3 50
5 " ..	3 40

GINGER ALE & SODA WATER

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

JAMS AND JELLIES.

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

Jams— T. UPTON & CO.

1-lb. glass jars 2 doz, in case, per doz ..	\$1 00
2 1/2-lb. tin pail, 2 doz. in crate, per lb. ..	0 07
5-lb. tin pails, 8 pails in crate, per lb. ..	0 16 1/2
7-lb. wood pails, 6 " ..	0 06 1/2
14-lb. wood pails, per lb ..	0 16 1/2
30-lb " ..	0 16 1/2
Jellies—	
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

LICORICE.

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

LIQUORS.

COGNAC IN CASES.	
Ph. Richard.	
S.O. Quarts, 12's ..	\$22 50
F.C. 1-15 bottles, 180's ..	15 00
V.S.O.P. ..	12 10
V.S.O.P. pints, 24's ..	13 00
V.S.O.P. 1/2-pints, 48's ..	14 00
V.S.O.P. 1-15 bottles, 180's ..	20 00
V.S.O. quarts, 12's ..	10 00
V.S.O. 1-15 bottles, 180's ..	18 00
V.O. quarts, 12's ..	8 50
V.O. pints, 24's ..	9 50
V.O. 1/2-pints, 48's ..	10 50
V.O. 1-15 bottles, 180's ..	14 10
V.O. decanters, 12's ..	0 5
V.O. fl sks, Imp. pint, with thumb-lers ..	13 00
V.O. Reputed " 24' ..	9 75
V.O. " no " 4's ..	10 50
Chas. Couturier.	
Quarts, 12's ..	7 00
1/2 bottles, 24's ..	8 00
" 48's ..	9 00
1-15 bottles, 180's ..	13 50
Flasks, 24's ..	8 00
1/2 Flasks, 48's ..	9 00
Flasks, Imperial pints, Copsole, 16's ..	8 00

F. Marion & Cie.

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

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

Scotch Whiskey in Wood.

	Gals.	Oct. s.	Oct. s.	Bbl.
Special Reserve	\$1 50	\$4 25	\$4 15	\$3 90
Heather Dew	4 00	3 85	3 75	3 65
Extra Special	5 00	4 90	4 80	4 75
Liqueur	3 75	3 70	3 65	3 50

Whiskey in Cases.

Mitchell Bros. Limited—Irish.

Cruiskeen Lawn, stone jar, 12's	\$12 50
Old Irish, flasks, Imp. quarts, 12's	11 25
Special, quarts, 12's	9 00
Imp. quarts, 24's	11 75
round bottle, quarts, 12's	11 75
round 1/2-bottle, pints, 24's	8 00
10-o. flasks, 48's	12 00
5-o. flasks, 60's	9 00

Irish Whiskey in Wood.

	Gal.	1/2-Oct.	Oct.	Bbl.
Mitchell Special	\$4 50	\$4 40	\$4 25	\$4 10
Old	4 00	3 90	3 75	3 65
"A"	3 50	3 40	3 30	3 25
"B"	3 00	2 80	2 70	2 65

Champagne Wine in Cases.

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

Blandly Bros. Wine.

Blandly's Madeira Wine, in cases.

Very Superior, quarts, 12's	8 50
Special Selected, quarts, 12's	10 00
London Particular, quarts, 12's	13 00

Blandly's Malaga, in cases.

Pale Sweet Blue Label, quarts, 12's	7 50
White Label, quarts, 12's	10 00

Blandly's Sherry, in cases.

Manzanilla, quarts, 12's	8 50
Morosa, quarts, 12's	11 00

Blandly's Port Wine, in cases.

Good Fruity, quarts, 12's	7 50
Invalid Special, quarts, 12's	12 00

Blandly Bros. Wine in Wood.

	Gal.	Octave.
Madere, No. 1	\$3 50	\$3 00
" No. 2	4 50	4 00
Malaga Pale Sweet	3 00	2 75

Canadian Whiskies. In barrels.

Gooderham & Worts, 65 O.P.	\$4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O.P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
Hiram Walker & Sons	2 20
J. P. Wiser & Son	2 19
J. E. Seagram	2 19
H. Corby	2 19
Imperial, Walker & Sons	2 30
Canadian Club, Walker & Sons	3 60

Less than one bbl. per gallon.

65 O.P.	\$4 55
50 O.P.	4 15
Rye	2 25

MINCE MEAT.

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

MUSTARD.

COLMAN'S OR KEEN'S.

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

HENRI JONAS & Co. Per gross.

Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00

Per gross.

Mugs	13 20
Pint jars	18 00
Quart jars	4 00

E. D. MARCEAU Montreal.

"Condor," 12-lb. boxes—

1/4-lb. tins	per lb. 0 35
1/2-lb. tins	0 33
1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35

"Old Crow," 12-lb. boxes—

1/4-lb. tins	per lb. 0 25
1/2-lb. tins	0 23
1-lb. tins	0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

OLIVE OIL.

Barton & Guestier's quarts..... per case \$8 00  
pints..... 9 00

ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass	2 doz. case, per doz.	\$1 00
7-lb. pails and 5 and 7 lb. tins		0 06 1/2

PICKLES.

STEPHENS.

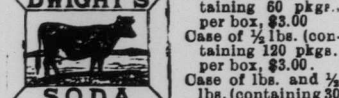
A. P. Tippet & Co., Agents.

Patent stoppers (pints)	per doz.	2 30
Corked (pints)		1 90

SODA.—COW BRAND.

DWIGHT'S

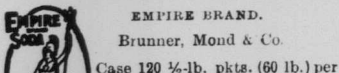
Case of 1 lb. con- taining 60 pkgs.	per box, \$3.00
Case of 1/2 lbs. (con- taining 120 pkgs.)	per box, \$3.00.
Case of lbs. and 1/2 lbs. (containing 30 1 lbs. and 60 1/2 lb.	packages) per box, \$3.00.
Case of 5c. pkgs (containing 96 pkgs)	per box, \$3.00.



EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 1/2-lb. pkts. (60 lb.) per case	\$2.70.
Case 96 10-oz. pkts. (60 lb.) per case	\$2.80.



SOAP.

MAYPOLE

Maypole Soap, colors per grs.	\$10.30.
Maypole Soap, black per grs.	\$15.30
Ortola Soap, per gross.	\$10.20.

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

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	per lb.
No. 1 White or Blue, 4-lb. carton	0 06 1/2
No. 1 " 3-lb.	0 06 1/2
Canada Laundry	0 05 1/2
Silver Gloss, 5-lb. draw-lid boxes	0 08
Silver Gloss, 6-lb. tin canisters	0 08
Edwardsburg Silver Gloss, 1-lb. pkg.	0 08
Kegs Silver Gloss, large crystal	0 07
Benson's Satin, 1-lb. cartons	0 08 1/2
No. 1 White, bbls. and kegs	0 05 1/2
Benson's Enamel, per box, \$1 50 to 3 00	

Culinary Starch—

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

Rice Starch—

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

BEE STARCH.

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

BRANTFORD STARCH WORKS, LIMITED.  
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	\$0 05 1/2
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	0 06

Finest Quality White Laundry—

3-lb. Canisters, cases of 48 lbs.	0 06 1/2
4-lb.	0 06 1/2
Barrels, 200 lbs.	0 05 1/2
Kegs, 100 lbs.	0 05 1/2

Lily White Gloss—

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

Brantford Gloss—

1-lb. fancy boxes, cases 36 lbs.	0 08 1/2
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Canadian Electric Starch—

Boxes of 40 fancy pkgs, per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 10

Culinary Starches—

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

STOVE POLISH.

ENAMELINE

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

For durability and for cheapness this preparation is truly unrivalled.

Rising Sun 6-oz. cakes, 1/2-gross boxes 60  
Rising Sun, 3-oz. cakes, gross boxes.. 4 50  
Sun Paste 10c. size, 1/2 gross boxes.. 10 00  
Sun Paste, 5c. size, 1/2 gross boxes.. 5 00



Per gross

TEAS.

SALADA CEYLON.

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

Wholesale Retail.

KOLONA PURE CEYLON TEA BLACK

Ceylon Tea, in 1 and 1/2 lb. lead packages black or mixed.

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

RAM LAL'S PURE INDIAN TEA

Cases each 60 1-lb. .... 0 35  
" 80 1/2-lb. .... 0 35  
" 80 1-lb. .... 0 35  
" 120 1/2-lb. .... 0 36

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

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

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-lb. .... 0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" 1 40 lb. boxes	0 37 1/2
HMD AAA 40-lb. boxes	0 37 1/2
"Candor" II 40-lb. boxes	0 36
" III 80-lb. "	0 35
" IV 80-lb. "	0 32 1/2
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 23 1/2
" XXX 80-lb. "	0 22 1/2
" XXX 60-lb. "	0 20
" XXX 30-lb. "	0 21 1/2

LX lead packets

Assorted cases (1 and 1/2 lb.) to retail at 40c. 0 24 1/2  
L lead packets.....  
Assorted cases (1 and 1/2 lb.) to retail at 25c. 0 19 1/2

Black Teas—"Nectar," in lead packets—

Green label ..... retails 0 26 at 0 20  
Chocolate label ..... 0 35 " 0 25  
Blue label ..... 0 50 " 0 36  
Maroon label ..... 0 60 " 0 45  
Fancy tins—Chocolate, 1-lb. .... 0 32 1/2  
" " Blue, 1-lb. .... 0 42 1/2  
" " Maroon, 1-lb. .... 0 50  
" " Maroon, 1-lb. .... 1 50

Black Teas—"Old Crow" Blend—

Bronzed tins of 10, 25, 50 and 80 lb.  
No. 1 ..... per lb. 0 35  
No. 2 ..... 0 30  
No. 3 ..... 0 25  
No. 4 ..... 0 20  
No. 5 ..... 0 17 1/2

LIPTON'S TEA (in packages).

Price per lb.  
No. 1, cases 50 lb. (50 1/2-lb. pkgs.) \$0 55  
" (25 1-lb. pkgs.) ..... 24  
No. 1, cases 50 lb., in 5-lb. tins ..... 35  
No. 2, cases 50 lb. (50 1/2-lb. pkgs.) ..... 29  
" (25 1-lb. pkgs.) ..... 28  
No. 2, cases 50 lb., in 5-lb. tins ..... 29  
No. 3, cases 50 lb. (50 1/2-lb. pkgs.) ..... 23  
" (25 1-lb. pkgs.) ..... 22  
No. 3, cases 50 lb., in 5-lb. tins ..... 35  
Green Ceylon, No. 1 (25 1-lb. pkgs.) ..... 34  
Green Ceylon, No. 2 (50 1/2-lb. pkgs.) ..... 29  
" (25 1-lb. pkgs.) ..... 23

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3 5/8, 5s and 10s. .... 0 39  
Royal Oak, 2 x 3, 80 acc, 8s. .... 0 32  
Something Good, 7s ..... 0 48  
Ch wing—Bols, 5s and 10s. .... 0 36  
Currency, 13 1/4 oz. bars, spaced 9s. .... 0 39  
Currency, 8s and 10s. .... 0 39  
Old Fox, narrow 10s. .... 0 39  
Snowshoe, 1-lb. bars, spaced 6s. .... 0 43  
Pay Roll, 6s. .... 0 44

VINEGARS.

E. D. MARCEAU, Montreal.

3MD, pure distilled, highest quality. 0 30  
Condor, pure distilled ..... 0 25  
Old Crow ..... 0 20  
Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

Bull Dog, quadruple strength, registered 0 55  
Lion "L" brand, registered, 0 58  
Imperial, triple strength, registered 0 33  
Cote D'Or, extra super, registered .. 0 30  
household vinegar, registered .. 0 28  
Crystal Pickling, extra ..... 0 28  
" ordinary ..... 0 23  
White Wine, XXX ..... 0 25  
" XX ..... 0 20  
" X ..... 0 17  
Cider, XXX ..... 0 27  
" XX ..... 0 7  
" X ..... 0 12  
Pure English Malt, triple strength 0 45  
" double strength 0 35  
" single strength .. 0 25  
Distilled white malt vinegar ..... 0 50

JOHN HOPE & CO., MONTREAL.

Sir Robert Burnett & Co.'s English Malt Vinegar ..... 0 60

WOODENWARE

UNITED FACTORIES, LIMITED.

Washboards, Leader Globe ..... 1 50  
" Improved Globe ..... 1 60  
" Standard Globe ..... 1 80  
" Solid Back Globe ..... 1 85  
" Jubilee (perforated) ..... 1 95  
" Crown ..... 1 35

Per doz.

No. 1 2-hoop pails ..... 1 55  
" 13 " ..... 1 70  
" 0 Tubs ..... 8 50  
" 1 " ..... 7 00  
" 2 " ..... 6 00  
" 3 " ..... 5 25

YEAST.

Royal yeast, 3 doz. 5c. pkgs. in case.. 4 00  
Jersey Cream yeast cake, 3 doz. 5c. 1 00  
Victoria " 3 doz. 5c. 1 00  
" " 3 doz. 10c. 1 80

NIXEY'S REFINED BLACK LEAD

BY APPOINTMENT TO  
H. M. the KING  
OF THE BRITISH EMPIRE

The Gas Mone EVER keeper w a bright store sh this lamp only on 200 cand ITmak gas auto and is c run than draft oil THER or smell from it. HUNE are in us is giving AUER L

ADVERTISING will be Care attended to The Robert w

THE KINGS The Newspaper in Jam Canadian ma ing to do busin their goods in ment in "TH

Write for scale TH "Cleaner" O

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# The Auer Gas Lamp

Money-Back Style.

EVERY store-keeper who wants a brightly lighted store should use this lamp—it is the only one giving 200 candle power.

IT makes its own gas automatically and is cheaper to run than a center-draft oil lamp.

THERE is no smoke or smell, of any kind, from it.

HUNDREDS of them are in use and every one is giving satisfaction.

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



No. 9

IF THE LAMP IS NOT ALL YOU HOPE IT TO BE WE WILL CHEERFULLY RETURN YOUR MONEY.

WRITE FOR OUR CATALOG AND DISCOUNTS.

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

## "Empire" Soda

BEST FOR BAKING.

Manufactured by

BRUNNER, MOND & CO., NORTHWICH, ENG.

SOLE AGENTS FOR CANADA,

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

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

Write for scale of charges, etc., to

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Limited

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

Long Lasting. A Cash Asset.  
Order from Jobber.

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

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

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

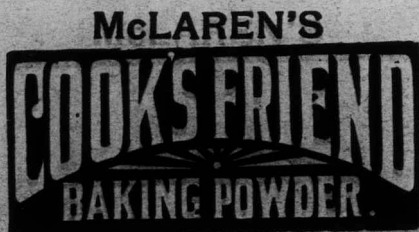
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.



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

# Crockery and Glassware

Do you need anything in this line?

**We have it**

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

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

## GOWANS, KENT & CO.

Wholesale

Crockery and Glassware  
China and Lamp Goods

Manufacturers of  
Lamps and Rich Cut Glass.

Decorators of  
Earthenware, China and Glass.

TORONTO and WINNIPEG.



THE QUALITY OF  
**WETHEY'S CONDENSED  
MINCE MEAT** IS NOT EQUALLED.

THE PURITY OF  
**WETHEY'S CONDENSED  
MINCE MEAT** IS UNQUESTIONABLE.

It sells well all the time. All wholesalers handle it.

Manufactured by . . .  
**J. H. WETHEY,**  
LIMITED,  
ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

*Pickles, Sauces, Jams and  
Preserved Provisions.*

**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**

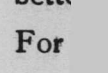
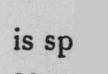
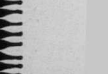
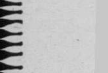
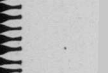
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