

**PAGES
MISSING**

PUBLISHED EVERY
FRIDAY

THE

CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER

AND
GENERAL
STOREKEEPER

COLMAN'S MUSTARD



BEST ON EARTH

CARR & CO.'S BISCUITS



Do you want a fancy line of Biscuits, something different from the
Man across the way ?

We will bring you out an assorted case. State your require-
ments and we will give prices and terms.

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

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

THE CANADIAN GROCER



MILLAR'S PARAGON CHEESE

INCOMPARABLE, therefore
MOST DESIRABLE.

MILLAR'S PARAGON CHEESE

Manufactured by

THE T. D. MILLAR PARAGON CHEESE CO.,
INGERSOLL, ONT.

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

A popular name — **“ROBERTS”**

especially when connected with

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

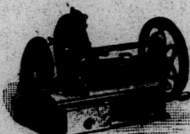
CANADIAN BUTTER NUTS are made specially for the Canadian market. Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

EBENEZER ROBERTS, LIMITED, LONDON, ENG.

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

Rotary
Smoked Beef Shaver
with Patented
Self-Sharpening Device.



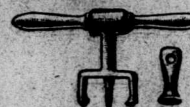
No. 125, 2 Blades, \$18.00
No. 129, 1 Blade, 15.00

Self-Priming and
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

“ENTERPRISE”

Rapid Grinding and Pulverizing Mill

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

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

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

GRINDING CAPACITY

FAST SPEED

Granulating 3 pounds of Coffee per minute

SLOW SPEED

Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.
Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper
4 lbs. of Coffee

PRICE ON APPLICATION

The Enterprise Manufacturing Co. of Pa.

Philadelphia, Pa., U. S. A.

Maypole Soap

The Home Dye Pleases All Women.

"A pleased customer is your best advertisement"—that's an old but a very true saying yet. Please the women with Maypole Soap, the English Home Dye that comes in all colors and is quick, easy to use and clean. It makes dyeing at home a pleasure, not an irksome task, because it washes and dyes at one operation.

It retails for 10 cents (15 cents for black) and shows you a nice little profit, too. "Please the women, Mr. Grocer"—it pays.

A. P. TIPPET & CO., AGENTS,

8 Place Royale,
Montreal.

23 Scott Street,
Toronto.

All shrewd grocers know that the money they spend on Jonas' Flavoring Extracts is money well spent--- because they create new and more business for them.

Jonas' Flavoring Extracts have secured the confidence of their users. Cooks and housewives know that when they buy Jonas' Flavoring Extracts they get what they pay for---they get full and honest value.

Jonas' Flavoring Extracts will please the most exacting cook in all Canada. They are the standard extracts of purity, richness, strength, and they have never been known to fail to yield satisfaction in its fullness.

You will hold your trade if you sell goods like these.

NOTE.

We have just received per ss. Almerian the following goods of this season's pack : **Peas**, in glass; **Mushrooms**, in glass; **Haricots Verts**, in glass; **Macedoines**, in glass; **Fonds D'Artichauts**, **Asparagus**, **Anchovies**, in brine; **Capers**, in bottles and in kegs; **Chocolate**, in quarter and half pound cakes; **Fancy Chocolates**, **French Mustard**, **Sardines**, in bottles; **Truffles**, in tins; **Finest Salad Oils**, for table use; **Pates de Foies Gras**.

Henri Jonas & Co., - Montreal.

Snug Little Profits.

It's the little things that count. The few cents profit you make on Cigars amounts to a snug little nest-egg in the course of a year. If you sell my "Pharaoh" 10 cent or my "Pebble" 5 cent Cigar, you will make a snug little profit year in and year out, *because they hold a man's trade!*

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

All through August there will
be a large demand for

"STERLING" BRAND

Lime Fruit Juice
Lime Juice Cordial
Raspberry Vinegar

On no account allow your stocks to run low, if you
want to give satisfaction to the best class of shoppers.

T. A. LYTLE & CO.

124-128 Richmond St. W., TORONTO.

REAPING THE HARVEST

Throughout the land the farmers are busy gathering the results of their sowing. Much of its success depended upon the wise selection of the seed and careful planting.

Suppose the farmer had reasoned something after this fashion—"Wheat is only wheat anyway—by buying this cheaper kind I will be saving something worth while."

If he did, he is likely reaping a harvest of barren regrets now.

So with the business man if he dreams for a moment that anything but the highest quality of goods is going to yield a profitable harvest—he is making the same serious blunder as the farmer.

MOLINA ROLLED WHEAT is at the head of its class and its fast increasing sales are the result of its superior quality. It is packed in barrels of 100 lb., and in kegs of 50 lb. and made only by

*Sow Quality if you wish to reap
a rich harvest.*

THE TILLSON CO., Limited,

Tilsonburg, Ont.

Our new terms to the good paying merchants are becoming more popular every day. The other fellow has no use for them.

When mailing orders remember us. You get close quotations and liberal discounts.

A word about Jersey Cream Yeast Cakes: The trade is coming our way. In a short time you will have to keep it. Buy now and be one of the pioneers in the sale of CANADA'S GREATEST YEAST CAKE.

This is a Canadian House---every dollar made stays in Canada.

OUR MOTTO:—Canada First, England and her Colonies Second, and United States Third.

Do not forget—

SOCIAL TEA.

SOCIAL COFFEE.

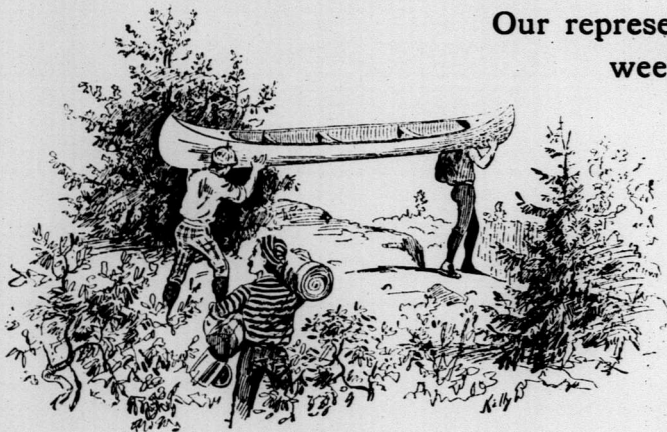
SOCIAL COCOA.

SOCIAL BAKING POWDER.

LUMSDEN BROS.

HAMILTON and TORONTO

Not carrying samples



Our representatives are not out with samples this week—they have something else on hand.

You know what "all work and no play" does—so our men will be around as usual after the recess.

Don't let your stock run low in the meantime. If anything is wanted, drop us a line, or telephone or wire us at our expense.

What about

Our New PICKLING SPICE

Specially selected and re-cleaned?

TODHUNTER, MITCHELL & CO.

TORONTO.

**LET OTHER GROCERS EXPERIMENT
WITH INFERIOR TEAS IF THEY
WANT TO---experience will teach them
that it does not pay.**

AS FOR YOU

Your customers want and should always be able to buy from you a natural leaf tea, in which no natural bouquet and vital essence is changed in process of fermentation. These are distinctive features found in

JAPAN TEA

Because of the rich loamy soil of Japan, Japan Tea owes its delicious flavor and strength. The grocer who gets the business is the grocer who handles

JAPAN TEA

**JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.**

Trafalgar Chambers, Sun Life Building
Annex.

Tel. Plain 4142. MONTREAL, CANADA.

Ceylon and Indian Teas— Black or Green.

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

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

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

Ceylon Greens are for sale in Montreal by—

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

WARNING

Would-be competitors, who produce articles of inferior quality, seemingly find it necessary to misrepresent matters in order to make sales. One of their favorite schemes is to impress merchants with the idea that "**GILLETT'S GOODS**" are manufactured in the United States, whereas, the truth is, every article is made in our factory located in Toronto, where, on an average, 100 people are employed.

BEWARE of goods made by concerns who find it necessary to resort to such methods as above stated.

Handwritten: Attention to be given to the fact that the goods are made in Toronto, Ontario, Canada. The goods are made in Toronto, Ontario, Canada. The goods are made in Toronto, Ontario, Canada.

Also
London, Eng.
Chicago, Ill.

32 and 34 Front St. West,
TORONTO, ONT.

IVORY GLOSS STARCH

**THERE
IS
GOOD
PROFIT
IN
SELLING
IVORY
GLOSS
STARCH.**

It is a business-builder and a business-holder.

—Manufactured by—

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

The Auer Gas Lamp

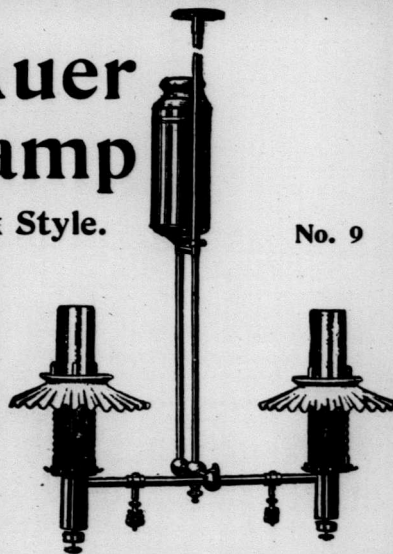
Money-Back Style.

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.



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.

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

Symington's

"Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,
EDINBURGH and LONDON.

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

AUGUST 17th

will be the last day of the travellers' holidays, and we respectfully ask a continuance of your valued mail orders, which will be looked after in the most careful and painstaking manner. Your best interests will be served in every particular. Travellers will get full credit, and goods, prices and prompt shipment we feel will please you.

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



THE DOMINION BREWERY CO., LIMITED
Brewers and Malsters
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.



DOLLARS

are made by

selling . . .

PATERSON'S SAUCE.



Rose & Laflamme
Agents MONTREAL



Batty & Co.

ESTABLISHED 1894

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

AN ALL-CANADIAN TRAVELLERS' VACATION.

THE VIEWS OF MONTREAL WHOLESALERS.

THE IDEA SEEMS to be within the range of possibility that in time the idea of having a determined period for travellers' holidays will spread all over Canada. During the past week, THE CANADIAN GROCER has interviewed several of the leading houses in Montreal on the subject, and, while there are objections raised, the majority regard the Canadian holiday period of one or two weeks as an ideal worthy of attainment.

The subject has not yet been deeply considered, but the consensus of the first thoughts is decidedly favorable to the proposition, and several have expressed the opinion that it ought to be tested next year.

WOULD LIKE TO SEE IT TRIED.

Ald. Laporte took a comprehensive view of the matter: "I believe it would be a decidedly good thing for the travellers and a convenience for the wholesalers, if such an all-Canadian rule would be adopted. So far as I am concerned, I would be in favor of combining with the Quebec and Toronto Grocers' Associations and have a travellers' holiday week determined. It is something, too, which the Travellers' Association ought to interest itself in. I would like to see it tried next year."

NOT MUCH INTERFERENCE WITH BUSINESS.

Mr. L. E. Geoffrion, of L. Chaput, Fils & Cie, also expressed his approval of the proposal. "Our own firm," said Mr. Geoffrion, "gives its travellers holidays all at the same time now, and we would be willing, at least from a cursory view of the matter, to combine with the other firms to leave the territory open for 12 days."

"Do you find your trade much interrupted by the travellers' absence?"

"No, not a great deal. I suppose we do lose something, but our customers, as a general rule, send in mail orders, and if any of them are taken from us for the time being we regain them. Still, a few days' truce would make holidays safer and

more enjoyable. A first glance at the proposal would lead me to favor it."

PREFER A FREE HAND.

Hudon, Hebert & Cie object to the proposition. Mr. Hebert said: "We prefer to be free in the allotment of holidays to our travellers. We want to fix the time that will best suit our travellers and ourselves. Consequently, we would rather not enter into a hard and fast rule."

"Do you find at the present time that the travellers leaving the road for a few days has injurious trade effects?"

"No. I suppose we do lose a little trade, but that does not bother us. We never lose our regular customers, even though we do leave the field open."

DIFFICULTIES COULD BE OVERCOME.

Lockerby Bros. favored the scheme. "There may be some difficulties in carrying the scheme through, but," said Mr. Lockerby, "I believe these could be overcome, and that adoption of the idea would be productive of good results."

Mr. Carter, of Carter, Galbraith & Co., and president of the Wholesale Grocers' Association, also expressed his approval.

"There may be objections from some houses who do not now give holidays," he said, "but if they could be induced to do as the other houses do in this regard, I see no reason why the holidays should not be given all at the same time."

"Do you think the Wholesale Grocers' Association should consider the matter?"

"It could do so, if some member would bring it up."

CHIEF DIFFICULTY TO UNIFORMITY.

E. D. Marceau was also approached with the question: "Do you consider this idea applicable to Montreal?"

"It couldn't be worked here."

"Why couldn't it?"

"You just try it and see."

"I can't try it."

"Well, the most serious difficulty I see is the fact that some houses do not give holidays. If these could be brought into line there might be some hope of success."

"Do you personally favor the idea?"

"I do."

A GOOD IDEA.

Mr. Orsali, of Hudon & Orsali, was the next to be interrogated.

"I myself think it a good idea," said Mr. Orsali, "and if the Travellers' Association and the Grocers' Association interest themselves in this matter, I see no reason why we should not get a 'Travellers' Holiday Week.'"

ALL RIGHT IF COULD BE ARRANGED.

S. H. Ewing & Sons are firm believers in giving holidays to travellers, and any proposal that has for its object the securing of a recreation for the Knights of the Grip will receive their endorsement. Mr. A. H. Ewing expressed himself thus: "If a hard and fast rule could be established, signed by all the wholesale grocery firms of Montreal, Toronto and Quebec, I believe that the plan would be eminently successful. It might be difficult however, to get all the important firms in." Mr. Ewing also explained how the present competitive system does not favor holidays, and said that some of their staff, like those of other houses, did not feel warranted in taking a vacation under existing conditions. If arrangements could be devised whereby this opportunity to take a rest could be improved, he would strongly favor it.

AN EX-TRAVELLER'S OPINION.

Mr. Samuel James Mathewson, of J. A. Mathewson & Co., did not see why the combination should not be applicable to Montreal. "I was on the road eight years myself, and I am a firm believer in holidays for travellers. If this scheme will improve their chances of getting them, then let's have it. Our travellers all get two to three weeks now, whenever they wish them. It would be a good thing if you could get the retailers to holiday at the same time that the travellers do."

A Montreal Witness correspondent points out one of the causes of Canadian cheese arriving in Great Britain in poor condition. He saw 60 boxes of cheese the other day on a C. P. R. truck with no tarpaulin protection from the sun, which must have lowered its quality to some extent.

A shipment of small fruits from Grimsby to Ottawa in a Hanrahan refrigerator car has proved a success, the fruit arriving in the best of condition. An authority says that if these cars were used generally by the fruit-growers of Grimsby they would be a quarter of a million dollars richer.

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



DURABLE
3000 TONS SOLD

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

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

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

THE WORLD'S ALMOND CROP.

By the U.S. Consul at Malaga.

I HAVE been able to secure some figures concerning the world's almond crop, excepting the crop of the United States, which may be of interest just now to our dealers and growers.

The following table, carefully prepared from figures furnished by various statisticians and experts, shows the approximate productions of the various countries during the years 1899 and 1900, and the estimated production for 1901:

Country.	1899.	1900.	1901.
	Tons.*	Tons.*	Tons.*
Bari (Italy)	12,000	1,500	15,000
Sicily	7,000	2,000	8,000
Majorca	5,000	2,000	4,000
Spain	5,000	1,500	4,000
Provence	1,000	3,000	6,000
Portugal	500	800	500
Morocco	2,000	4,000	3,500
Total	32,500	14,800	41,000

*Of 2,204.6 pounds.

The new sweet Palma and Girgenti almonds have been offered from Messina at \$34.25 per 100 kilograms (220.46 lb.) gross weight, for October shipment. It will be seen that Bari (in the province of Apulia, Italy) is the principal almond market of Europe. Concerning the Bari crop, I have seen a letter from an authoritative source, saying that this year it will be the largest ever known—possibly as much as from 18,000 to 20,000 tons. This is due not only to the favorable season, but to the great increase in almond-bearing trees.

The most recent sales of Bari almonds, according to the reports received here, were at 85s. (\$21.90) per cwt. c.i.f.

The Malaga crop is now virtually assured and will, probably, be the largest in several years. This refers to all the almonds marketed here, the two varieties of which are commercially known as Jordans and Valencias.

The Jordan almonds are grown in the provinces of Malaga, Granada and Almeria, and are marketed exclusively at Malaga.

Nearly the whole crop, which is variously estimated at from 80,000 to 120,000 boxes of 25 and 28 lb. each, is exported to England and the United States. These are undoubtedly the finest almonds grown in Europe.

The almonds known commercially as Valencias are grown in the provinces of Malaga, Almeria, Jaen, Cordoba, Huelva, Cadiz, Murcia and Carthagena, as well as in Morocco. The principal market is Malaga. The most recent sales of these almonds from last year's stock were at 22s. (\$5.36) per box of 28 lb.

AN UNFORTUNATE MISHAP.

"J. M.," Nelson, B.C., writes: "Much sympathy is felt for our young firm here, McPherson & McCammon, grocers, and especially Mr. McCammon, the well-known grocery window-dresser, who had just finished his Dominion Day window, and, with pardonable pride, was giving it 'the last fond, lingering look,' when some of the flimsy material of which such windows are dressed caught the gas jet, and, in less than five minutes, what took a week to build up was a thing of the past. The firm's 'go-at-it' style was apparent the following Monday morning, when the card below appeared in the burned-out window:

.....
Our decorations were so
hot they went up in
smoke on Friday
night, but we
SAVED THE KING.
.....

The portrait of the King was part of the dressing."

A suggestion is made by The Winnipeg Telegram that the municipal laborers should be sent out to help harvest the crops of the neighboring country. Laborers will be short and it is considered to be to the city's interest that the cut be as large as possible.

THE MAGIC OF SELF-CONFIDENCE.

A man's success in life is usually in proportion to his confidence in himself and the energy and persistency with which he pursues his aim. In this competing age there is little hope for the man who does not thoroughly believe in himself. The man who can easily be discouraged or turned aside from his purpose, the man who has no iron in his blood, will never win.

Half the giant's strength is in the conviction that he is a giant. The strength of a muscle is enhanced a hundredfold by the will-power. The same muscle, when removed from the giant's arm, when dislocated from the force of the mighty will, can sustain but a fraction of the weight it did a moment before it was disconnected.

What miracles confidence has wrought! What impossible deeds it has helped to perform! It took Napoleon over the Alps in midwinter; it took Farragut and Dewey past the cannons, torpedoes and mines of the enemy; it led Nelson and Grant to victory; it has been the great tonic in the world of discovery, invention and art; it has helped to win the thousand triumphs in war and science which were deemed impossible.

The man without self-confidence and an iron will is the plaything of chance, the puppet of his environment, the slave of circumstances. With these he is king, ever master of the situation.—Success.

DUNN-MOONEY.

A happy event, and one of considerable interest to the grocery trade, was solemnized last Monday in Montreal, when Miss Ethyl Mae Mooney was married to Mr. Wm. H. Dunn, the popular manufacturers' agent. After the ceremony the bridal couple left on a honeymoon to be spent in New York, Boston and Old Orchard Beach. It gives THE CANADIAN GROCER pleasure to add our congratulations to those of his conferees in the trade.

P

URITY

Q

UALITY

When ordering goods next week don't forget your **P's** and **Q's**, also that the original

QUICK SHIPPERS are

LUCAS, STEELE & BRISTOL, - - HAMILTON

An Enormous Difference.

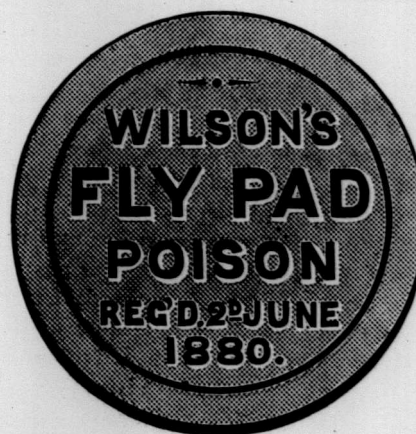
Where flies are **very** plentiful any dealer may prove for himself the statement that **WILSON'S FLY PADS** are **300 times cheaper** than sticky paper.

NO DEAD FLIES LEFT LYING ABOUT when Wilson's Pads are used as directed.

Annual sales more than double those of all other Fly Poisons combined.

Avoid Trashy Imitations.

Archdale Wilson, Hamilton, Ont.



IMPERIAL SOAPS

ARE THE BEST.

**Profitable
Pure . . .
Popular Prices**

**Snow, Imperial,
Cameo,**

in 12-oz. cakes.

Klondyke . . .

in 2½ and 3 lb. bars.

ELEGANT GOODS FOR TOILET USE.

Oatmeal, White Castile, Mottled Castile.

JAMES TURNER & CO.

Wholesale Grocers.

HAMILTON, ONT.

August
5th
to
17th
1901.

Travellers' Holidays

All letter and telephone orders will receive prompt attention. Telephone or telegraph at our expense. Travellers will receive credit. Long distance telephone equipment.

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

VISIBLE AND INVISIBLE PROFITS.

C. R. RUST.

It is admitted that we are all in business for the profit there is in it, and not for our health or pleasure. Some of us, no doubt, in our experience, have found competitors who were apparently doing business for fun, and we were unable for the life of us to see where there was anything else in it for them. The goods handled were exactly the same in quality and the salesmen were equally bright and competent, so far as we could see. The fault was this—the goods were not bought upon the same basis. There is more real art and judgment in buying goods than there is in selling them. When a line of goods is owned by a jobbing house at a less figure than his competitors, you may well figure that you have already made a profit on them, although the amount made in dollars and cents does not yet appear upon your ledger as such.

Another source of profit is lost by every jobber in business, or such is the case at least with every jobber in the Northwest, where fully one-third of their sales are provisions, flour, cereals, dried fruit and produce, which are bought for net cash and sold on 30 days' time less a discount of one

per cent. for cash in 10 days. It is not too much to say that hundreds of thousands if not millions of dollars are given away in this manner every year by the grocery jobber of this country. A change of system or business customs is needed to stop this leakage of profit. Either the discount of one per cent. and the time of 30 days should not be allowed the trade, or the provision trade, the cereal trade and others, should, by united effort on the part of the jobbers, be compelled to bill their goods on a per cent. and time basis. It would really inflict no hardship upon these several trades, for they would as soon sell flour at \$5.05 less one per cent. as to sell at \$5 net cash, or a barrel of pork for \$15.15 less one per cent. for cash as to sell at \$15 net, when the custom was once adopted. It would serve to raise the standard of cost and the invisible profit of cash discount would then materialize. To accomplish anything in this direction, united effort must be had.

Still another source of profit can be made by regulating the cash discount on teas. It has become customary with the jobbers to give 4 or 5 per cent. off for cash in 10 days on teas or four months' time, and upon about 50 per cent. of their sales to make an advance dating of from one to three months,

the sale in such cases being subject to cash discount within 10 days from the dating.

The jobber secures only 3 per cent. in cash discount from the importer or middleman, and not infrequently he must give his four months' acceptance at once in settlement of his tea purchase without reaping any advantage whatsoever of the discount. Yet he will foolishly give away 1 and sometimes 2 per cent. to the trade on these goods. This may be termed an invisible loss if allowed or an invisible profit if saved. We again need united effort of the jobbers to correct this evil.

Much, however, can be accomplished by the buyers at the head of the departments to gain this profit in purchasing. The terms and cash discount are often overlooked almost entirely by the buyer, as he knows from the manner most of the jobbers keep their books that the cash discount does not enter into the buyer's profits, but goes to discount account, which, by the way, ought to be one of the most-carefully-looked-after accounts on the ledger. No jobber can afford not to discount all his bills, even if the discount is only one-half of 1 per cent. It is his first visible and sure profit. Volume of business is well enough and desirable, but profit, whether visible or invisible, is the vertebræ of any business, and without it there is no life.



When making up your Fall order don't neglect to order a case of . . .

MacLAREN'S
ROQUEFORT.

Large, \$2.40 doz. Small, \$1.40 doz.

CANNED MEATS.

POTTED AND DEVILLED.

ALL KINDS.

THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of Alderic Lacombe, grocer, Montreal, was held on August 6

Pierre Desormiers, grocer, Montreal, has compromised.

G. McAlpine, general merchant, Gore Bay, Ont., has assigned.

Joseph Lachapelle, grocer, Montreal, has assigned to Wm. Renaud.

Wm. T. Fleming, general merchant, Melrose, Ont., has assigned to W. Gill.

M. G. Seaman, tobacconist, Lethbridge, N.W.T., has assigned to C. J. Atkinson.

L. J. Hould, general merchant, Gentilly, Que., has assigned to Lamarche & Benoit.

Robert Hockley, tobacconist, etc., Edmonton, N.W.T., has assigned to H. B. Spratt.

MacDonald & Co., confectioners, Rossland, B.C., have assigned to H. E. A. Courtenay.

PARTNERSHIPS FORMED AND DISSOLVED.

D. & O. Sproul, general merchants and fish dealers, Digby, N.S., have dissolved, and David Sproul continues under the old style.

SALES MADE AND PENDING.

T. W. Musson, grocer, Toronto, has sold out.

G. W. Andrews, general merchant, Middleton, N.S., has sold out.

The assets of J. R. Wright, grocer, Ottawa, are advertised for sale.

The business of James Hyslop, general merchant, Cromarty, Ont., is for sale.

The business of M. P. Shier, general merchant, Arkwright, Ont., is advertised for sale.

The assets of J. T. Cote, general merchant, Chicoutimi, Que., are to be sold on August 9.

The stock of the estate of F. C. Peck, general merchant, Jeannette's Creek, Ont., has been sold.

CHANGES

W. Fortune, grocer, Valleyfield, Que., is reported away.

Mrs. Barnes, grocer, London, Ont., has sold out to Robert Smith.

Viau & Richer, grocers, Ottawa, are adding furniture and stoves.

Nadeau & Cie have registered as dealers in teas, coffees, etc., Montreal.

Morrison & Bryenton, grocers, Rossland, N.B., are going out of business.

Mrs. Alex. McIntyre, general merchant,

Gabarus, N.S., has removed to Glace Bay, N.S.

A. B. Dalzell, general merchant, Kawende, Man., has sold out to Thomas Stait.

C. R. Langstaff, general merchant, Emo, Ont., has sold his Barwick branch to M. Cathcart.

Matthews & McCain, grocers, Fredericton, N.B., have been succeeded by V. L. Matthews.

W. H. Culbert, general merchant, Sussex, N.B., is opening a branch at Newton, N.B.

Mrs. Elzear Deschamps has registered as proprietress of E. Deschamps & Co., grocers, Montreal.

Rolph & Dingman, commission and produce dealers, Vancouver, have been succeeded by Dingman & Avey.

FIRES.

The factory of Hogg, Craig & Co., lobster packers, Pictou, N.S., has been destroyed by fire.

The master bakers, of Ottawa, are thinking of forming a co operative purchasing association, through which to do all their buying. They will also try to put down the credit system, as far as possible.



Upton's Jams Jellies and Marmalade

will give you profit and your customers satisfaction.

PERFECT FLAVOR

HIGHEST QUALITY

A. F. MacLAREN IMPERIAL CHEESE CO., Limited

THE COMMERCIAL CLUB OF WINNIPEG.

(From our own Correspondent.)

YOUR correspondent had the pleasure a few days ago of being shown over the "Commercial Club," by the President, Mr. William Georgeson, and thinks a description of it will be of interest to business men throughout the Dominion, as an evidence of Western enterprise.

The building purchased happens to be the only brown stone front in the city, and was erected about eighteen years ago—for the Ontario Bank—and when that institution gave up business was occupied by The Manitoba and Northwestern Railway as general offices up to the time of its absorption by the C. P. R. The location is an ideal one for club purposes, being on the west side of Main street, immediately opposite the Northern Pacific, now the Canadian Northern depot, and a little more than half-way between the C. P. R. depot and the Hudson's Bay buildings, which mark the southern limit of the business district. The building is 40 x 120 feet, with three storeys and basement.

As you enter, the first object on which the eye rests, is a fine copy of Denny Sadler's "Chorus," and the social good fellowship of that picture bespeaks the spirit of the club. To the left of the entrance hall is the office and a small reception or waiting room, furnished with most comfortable lounging chairs. From this you pass into the "strangers' room," a splendid apartment the largest in the club being about 30 feet wide, over 60 feet long, and with ceilings 22 feet high. The walls are covered in soft, deep crimson, the curtains are of old gold velvet, lined with crimson, the furniture, golden oak upholstered in black leather. The floor is covered with a cork carpet. There are wide sofas against the walls and every kind of chair, specially designed for resting tired humanity, scattered about the room. The pictures had not been hung at the time of your correspondent's visit, but they will be in keeping with the room, and when they are in place it would be difficult to imagine a pleasanter spot for a man to take a friend for an hour's chat over business, or anything else for that matter.

In the rear of the strangers' room is a small board room, the walls a soft, delft-blue, an open grate with white marble mantel. Crimson curtains and a soft rug of shaded crimson on the floor relieve the solemnity of the board room table and chairs, while just over the president's seat hangs a charming pastoral picture of a flock of sheep winding their way down the mountain at eventide. This room may be used by any member for specially private conversation, the members of the house committee having first privilege.

Returning to the hall, you ascend a broad staircase, at the head of which, on a hand-

some oak base, is a beautiful oxidized figure of Aurora. The walls of the hall and stairway are papered in a mingling of soft crimson and sage green, a most effective background for the magnificent collection of heads which adorns them, and all of which are not even yet in place.

The first room you enter on the second floor is the "silence room," devoted to reading and writing, and it is ideal for the purpose. The woodwork, cream white, the paper a handsome tapestry, with crimson the predominant shade, a deep pile Turkish carpet in shaded crimson, rich tapestry curtains shading the windows, the chairs and couch dreams of upholstered luxury, in dark, green leather, while down the centre is a mahogany writing table of the latest and most convenient design. (It is whispered that this single article of furniture cost \$865.) The Auer and electric lights are so arranged that the light for reading is equally good in all parts of the room, while papers and magazines are arranged on convenient racks. The selection of pictures for this room is complete and they are in exquisite harmony with its air of quiet intellectual enjoyment, being fine copies of Sir F. Leighton's "Bath of Psyche"; Byam Shaw's "Love the Conqueror"; the "Roman Bath," and Alma Tadema's "A Reading from Homer," this last picture filling the space above the marble mantel.

On this floor also is the dining room, a spacious "L" shaped apartment with handsome oak grill and curtains, rendering the smaller portion semi-private if desired. The color scheme here is particularly happy, being a combination of old rose and moss green. The walls are done in ingrain, the shades of old-rose being deeper in the border above the moulding and in the ceiling. The velvet carpet shows the same shading, while the heavy velvet curtains on the windows and grill are moss green, lined with old-rose silk. A splendidly carved oak sideboard occupies the place of honor between the two open gates. The chairs and tables are all golden oak. The pictures are not yet complete, but such old favorites as "The Society of Friends," "His Last Acre" and "Beautiful Spring," are already in place. Coming from the glare of a July noon, the room, with its soft coloring, potted plants, snowy napery and glistening glass and silver, looked cool and restful, and yet one could easily imagine that with the lights ablaze over head and a ruddy glow from the open grates, the rose shades would give out a warmth of color equally charming, coming in from the crisp air of a Manitoba winter night.

From the dining room we went to the kitchen, which is a model of up-to-date convenience with its great coal and gas ranges, steam tables, sinks and patent tables.

The cold storage room is also a model with its separate division for each class of food.

The club have been particularly fortunate in securing the services of Mr. Paul Donath, a well-known New York chef, to take charge of the cuisine. Offices for the steward, linen and china closets, are also on this floor.

The third floor is devoted to the lounging rooms, billiard and card rooms. The lounging rooms occupy the entire front of the third floor, and there are three large rooms connected by archways. These archways are without curtains, but have especially handsome lambrequins. The walls are covered with a soft delft-blue ingrain with wild rose border, the wood-work is cream white, and the carpet a velvet pile in neutral tints; the curtains, rich tapestry. On either side of the building are open grates with handsome marble mantels, but the chairs are the special feature of these rooms. There are upholstered chairs, oak frames with leather seats and backs, rattan chairs with spring seats, but whatever the design and material they are the embodiment of comfort to lounge in these rooms, is to rest. The pictures here, also, are not complete, but a few were in place, among them "Highland Solitude," "Monarch of all I Survey," and "The Springtime of Love." From the windows of these rooms can be had charming glimpses of the river's "Long Red Chain" and historic St. Boniface.

Across the hall from the lounging rooms is the billiard room, running the entire width of the building, and is lighted from the ceiling. The walls of this room are done in a shade between salmon and buff, with borders shading almost to brown, the cork carpet of dull brown, the tints in the walls and the golden oak and green of the tables produce rather the effect of a beech wood in the shade of the glory of the autumn sunlight, with here and there a patch of vivid unchanged summer green. This effect will be somewhat lost when pictures are hung, but at present it is very pleasing, though somewhat novel. The billiard tables are the best English and American, one of each. Off the billiard room is a small but cosy card room. On this floor, also, is a comfortable bathroom. The electro and gasoliers are all of burnished brass, the designs being very graceful.

All the furniture, carpets, curtains and fixtures were specially designed for each room and in this way a most harmonious whole has been produced. Needless to say every article is the best of its kind that money could buy.

The basement, by the way, is entirely devoted to tiled and marbled lavatories.

Being a club of business men it is to be run strictly on business principles, and for the better carrying out of this, a very complete system of National cash registers is being installed in both buffet and dining room, the one in the buffet being arranged in such a way as to give the most absolute record of all the sales, charges and payments of the various departments.

The limit of membership is 400 and already that number is nearly reached. The house committee have spent \$16,000 on alterations, furniture and fixtures, and at the end of the present month, with the exception of a small mortgage on the building, the club will be out of debt and with a comfortable assured income ample to meet all needs. The club is to be purely social, all discussion of political and religious questions being strictly prohibited.

The cordial reception given the idea of such a club and the energy with which the plans have been carried forward argue the filling of a long-felt want, and the style of the club cannot fail to very favorably impress strangers from other places who may enjoy its hospitality. At present the club have under consideration the arranging of a regular "Ladies' Day" weekly, and should this be done it will unquestionably be very popular.

A SPECIALTY

AS YOU KNOW, OUR TRAVELLERS ARE AWAY ON THEIR HOLIDAYS. WE SOLICIT YOUR ORDERS BY MAIL, OR BY TELEPHONE OR TELEGRAPH AT OUR EXPENSE. FILLING LETTER ORDERS OUR SPECIALTY. ORDERS SHIPPED SAME DAY AS RECEIVED.

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

INDIAN AND CEYLON GREENS.

THE recent annual report of the General Committee of The Indian Tea Association contains an interesting reference to Indian and Ceylon green teas, which "The Canadian Grocer" deems worthy of reproducing. It reads in part as follows: "As mentioned in last year's report, a bonus of 1-2 annas per lb. was offered to planters who were prepared to manufacture green tea for the American market, but the committee regret to say that few applications were received for the same, and it is not, therefore, as yet definitely ascertained how far tea of this description can be made in India to take the place of the China and Japan greens, now so largely consumed in America. A misunderstanding also arose in Calcutta as to the terms on which the gardens applying for the bonus were entitled to receive it, and the proposed 200,000 lb. were not made. The offer of a bonus at the same rate has been renewed for the present year, and it is hoped that in view of the great importance which attaches to the securing of this outlet for Indian teas, more advantage will be taken of the offer.

The terms of the committee's resolution on the subject were as follows:—

"That 1-2 annas per lb., up to a maximum of 200,000 lb. to be manufactured this season, be allowed out of the funds of the levy on shipments of green tea to the American market sent there direct from India, such funds to be distributed as a bounty at the discretion of the Calcutta Committee, the definition of the term 'green tea' for the receipt of the bounty being taken to be tea made from the ordinary leaf plucked on the gardens such as would ordinarily be made into black tea, but which in its altered manufactured state would not compete with the sale of black tea in America or elsewhere. The bounty to be paid on the same quantity as before sanctioned, viz., 200,000 lb., until it is seen what success is attained in the manufacture of green tea.

"The Association in Calcutta to be requested to notify the committee promptly if a larger quantity than 200,000 lb. is likely to be specially prepared for shipment to America."

"In a report furnished by Mr. William Mackenzie in connection with a recent visit to America, he says that of green teas and

partly fermented Oologs and Formosas the imports are about as follows:—

Green Japans.....	36,000,000 lb.
Green China.....	15,000,000
	51,000,000
Oologs and Formosas....	17,000,000
	68,000,000 lb.

"We have already got the market for 16,000,000 lb. out of an average consumption of 28,000,000 lb. of black teas. Not the taste of the consumer, but his indifference to quality of tea and the vested interests in the East of the old-established importers prevent us from rapidly acquiring the greatest part of the remaining 12,000,000 lb.

"Now, as to green teas and partly fermented teas, where the field is 68,000,000 lb. as against 28,000,000 lb. of blacks, I am more confident to-day of the ultimate success of Ceylon and Indian greens than I have ever been.

"I have had numerous mentions of its quality and merits from dealers able to judge. Of course, there are very strong obstacles—the strongest being the vested interests in China and Japan teas—of those who control the grocers as brewers do 'tied houses.'

"In New York I will only say that I was surprised by the favorable reception our green teas were receiving about the end of March, and I have had most encouraging news since I returned."

"To attain success, however, Mr. Mackenzie recommends a syndicate being formed in Calcutta and another in Colombo, to take over the green teas manufactured, and to blend and pack the same in uniform and attractive packages, making regular shipments to one or more firms in America, so as to insure continuous supplies of teas of standard qualities. The committee have advised that steps should be taken in Calcutta to carry out Mr. Mackenzie's recommendation."

REMEDY FOR TEA OVER-PRODUCTION

Mr. A. Cooke, the well-known Chota Nagpur tea planter, has formulated the following scheme for the welfare of the tea industry, and which he is anxious should be adopted is briefly this:—Assuming the yield of Indian tea this season to be 187 million lb., let there be a Government tea cess of 2 pies per lb.; this will produce Rs. 19,48,958. The actual cost of plucking, manufacturing, packing, and forwarding to Calcutta of one pound of tea he estimates at 2-2 annas per lb., or Rs.12 per maund. Instead of making 10 million

pounds of tea less, as arranged for in the reduction of output scheme, make the full amount but sell the extra 10 million lb. to The Tea Distributing Agency at Rs.12 per maund for distributive and exploiting purposes in India and foreign markets. Instead of getting nothing, the growers will get Rs.15 lakhs (which will be the cost of 10 million lb. at Rs.12 per maund), and The Distributing Agency will have Rs.148,958, more or less, as a working capital. If this scheme is adopted, Mr. Cooke says that there can be no more over-production.—Planting Opinion.

WON 12 GOLD MEDALS.

Gillard & Co., Limited, of the Vinty Works, Walthamstow, London, N.E., are makers of high-class household specialties, which include Gillard's sauce, Gillard's pickle walnuts, onions, tomato ketchup, tomato chutney, pure mushroom ketchup, horseradish mustard, pure condensed coffee, etc. This old-established firm has been awarded no less than 12 gold medals at various exhibitions throughout the world for the high quality of their goods. They have also just gained the highest award at the Universal Cookery and Food Exhibition held during last month at Knightsbridge. The firm was also honored by an order from His Royal Highness the Duke of Cornwall and York, K.G., etc., for a supply of Gillard's sauce and pickles for the use of the Duke and Duchess during the Royal colonial tour.

Messrs. Gillard's articles are of the finest quality, and they have established a system of fixed retail selling prices, which enables the retailer to obtain a profit of at least 25 per cent.—The Grocers' Assistant.

ILLNESS OF MR. CHAPUT.

We regret to learn that Mr. L. Chaput, of Montreal, founder of the firm of L. Chaput, Fils & Cie, is very ill. The venerable gentleman is well up in years and his ailment must go hard with him. Mr. C. Chaput was summoned from Old Orchard Beach last week.

What One Woman Says!

Windsor Salt doesn't cake. You don't have to run for the ice-pick and dig and scrape in the Salt box when a spoonful of Salt is needed. Windsor Salt is fine, dry and white—every particle of moisture has been removed from it.

"Windsor Salt Is The Salt For Me,"

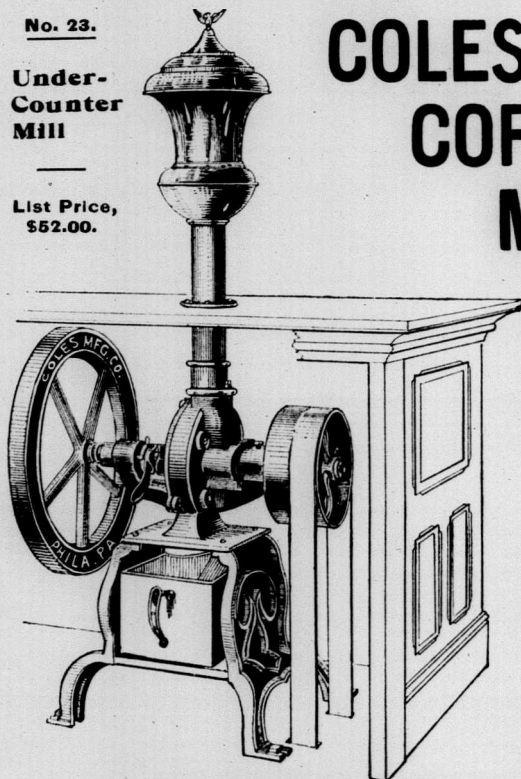
so says one wise, little woman—"it saves me time, trouble and patience. There's not a woman in the land but would be glad to do likewise—*save time, trouble, patience.* Ask them and see. Suggest Windsor Salt—the Salt that doesn't cake.

THE CANADIAN SALT CO., LIMITED
Windsor, Ont.

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Coffee.

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

A GREAT
LABOR-SAVER.

Our Grinders
wear longest.

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COLES MANUFACTURING CO., PHILADELPHIA,
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Purity
Freedom from Acid
Flavor
Strength
Brightness
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are what characterize our vinegar as
different and superior to all others.

Wilson, Lytle, Badgerow
Co., Limited

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

BUSINESS LAWS AND BUSINESS MEN.

WITH all our boasted pride in the sterling quality of the judges of our law courts, there is a regrettable weakness in the legal machinery for the collection of debts.

As the conditions are to day, it does not matter how good a case a man may have, he has little chance of getting justice. It is not that he has any insurmountable difficulty in getting judgment. But judgment does not by any means always carry with it justice, which, as Webster defines it, is the "rendering to everyone his due, right or desert." In consequence of this state of affairs, he who attempts through the courts to collect his account is looked upon as little better than foolish.

The weak points are the complex character of the law and the heavy costs entailed. And, on account of these things, many merchants prefer to lose their accounts than to run the risk of being mulcted for a sum in excess of that which they are trying to recover.

Paradoxical as it may seem, this all comes from the creation of our laws being

left so much in the hands of lawyers and other types of professional men.

Laws cannot be well constructed without the aid of lawyers to advise in regard to technical points. But, as far as the making of laws with a practical application to the requirements of the commercial community is concerned, they are perfectly at sea. At any rate, we know what they have given us, and one cannot ask for any better evidence than that. "By their works ye shall know them."

Business men's organizations of various kinds throughout the country have sought for reform, but what has come to them has come in homœopathic doses. And they are not without blame for this. The men who are in the House of Commons and in the Provincial Legislatures are the men they have helped to send there.

If the business men of this country would vote as they pray when sending up petitions for better and more business-like laws they would soon have a better and more practical class of men representing them. And more simple and practical laws would not be long in following in their wake.

LIGHT PACK OF FRUITS.

Judging from present conditions the pack of fruits in Canada this year will be lighter than usual.

Canners in the Niagara district say that the peach crop is one-third less than last year, and that the factories are paying double as much as last year for their fruit.

Reports from both east and west of Toronto indicate a light apple crop in many districts. In consequence of this there has been some inquiry for canned apples of last year's pack, but very few are held in first hands. Quotations have also been sought on new pack for future delivery, but, in view of the condition of the pack, the packers are not disposed to quote.

The pack of cherries is light, and, as already pointed out, that of strawberries and raspberries is also smaller than usual.

FEATURES OF THE TEA MARKET.

LONDON has been making purchases of Indian and Ceylon teas in the United States as well as in Canada. A few days ago 500 packages of Pekoe Souchongs were taken in New York at about 9¼c. per lb. in bond for shipment to the British

capital. We hear of no further transactions in Canada on British account.

The Indian and Ceylon tea market continues firm. At last week's auctions in London, teas for price were a trifle dearer, and in Ceylon teas the improvement noticed at the previous auction was fully maintained. Cable advices received from Calcutta reported that prices for low-grade teas were equal to 1c. per lb. higher, and that the shipments to date to the United Kingdom of low-grade teas were 5,000,000 lb. less than for the same period last year.

Samples of new season's Indian teas now arriving on the Canadian market show a full cent advance over the price ruling for similar teas of last season's growth now on spot.

THE CANADIAN GROCER READ IN SPAIN.

THE Export Number of THE CANADIAN GROCER seems to have found its way to the Seville, Spain, branch of Credit Lyonnaise, one of the largest banking institutions in the world, and one of the staff, O. G. T. Scarpa, is interested in Canadian trade and wishes to give up his position to represent some Canadian houses in Europe.

He says "that careful perusal of THE CANADIAN GROCER only confirms my faith in your country and strengthens my desire to work in connection with Canadian trade, a subject I became interested in during my stay in the London and Paris offices of this bank."

Mr. Scarpa is an Austrian, 24 years of age, knows six languages, learned in their respective countries, and he is thus conversant with almost the whole of Europe. He feels sure that in a comparatively short time he would master the difficulties of an eventual change of business and country.

SINGAPORE PINEAPPLE HIGHER.

Private advices received this week report an advance of 6d. to 1s. in the price of Singapore canned pineapple.

The importation of Singapore canned pineapple has been relatively large of late on account of the price at which it was offered being below that quoted by the home packers.

With the price higher the home manufacturers are hoping to be able to do a little more business.

MACHINATIONS OF A POLITICAL CLIQUE.

ALTHOUGH Lord Strathcona has denied any intention on his part of resigning his position as Canadian High Commissioner in London, there are still evidently friends of Sir Richard Cartwright who have not abandoned hope of his ultimately being appointed to that position.

There are none who recognize more than the friends of Sir Richard Cartwright, that he has been a failure as Minister of Trade and Commerce and that the sooner he gives place to a stronger man the better will it be for the Government, for a weak Minister is as undesirable as a weak link in a chain.

But, desirable and necessary as it is that Sir Richard Cartwright should vacate the portfolio of Trade and Commerce, it is equally necessary that Lord Strathcona should not vacate the High Commissioner-ship. And the position which THE CANADIAN GROCER has taken in regard to this matter has been endorsed by an influential part of the daily and weekly Liberal and Conservative press throughout the country. As far as we are aware there is not a newspaper in Canada which favors the proposal to send Sir Richard to London. But it does not follow because that is so that those who favor it may not succeed in their object when the opponents of it are not watchful.

Whichever political party is in power at Ottawa there is a sort of clique or ring among the politicians, who are always insidiously working schemes of various kinds. It is seldom in a hurry, but it is never idle. Now it is a Cabinet Minister that it is desired to remove or to elevate into a position of ease and comfort. At other times it may be a prominent official whom it may be desirable to remove in order that a vacancy may be created for someone else. Frequently the clique begins its operations by getting paragraphs worked into the columns of the daily press, whose purpose is merely to act as a feeler, whereby it may be guided in its further machinations. This clique now seems to be at work for Sir Richard Cartwright's benefit. No one, we think, will

for one moment claim it is for the country's benefit.

Lord Strathcona is easily the ablest man Canada ever sent to London as High Commissioner. And since Sir Richard Cartwright became Minister of Trade and Commerce he has done nothing to recommend him for the position much more to permit his comparison even on an equal footing with Lord Strathcona as High Commissioner. And yet in many respects Sir Richard's attainments are superior to those of Lord Strathcona. But whatever energy he had seems to have departed from him, while if the present High Commissioner is anything he is energetic, while for practical business commonsense he stands head and shoulders over the man whom a small clique are desirous of supplanting him by.

THE CANADIAN GROCER has had occasion several times to point out the defects of the High Commissioner's office. But it has not been on account of any defects in the man who occupies the position. It has been on account of the system which expects him to perform as well the duties that should appertain to a commercial agent. But, if the Government, in spite of the representations of the business men and of the press of the country, persist in maintaining the system, the last condition would be made infinitely worse than the first by supplanting Lord Strathcona by Sir Richard.

INVITE ONTARIO AND QUEBEC MEN.

THE officers of the Maritime Board of Trade, which holds its annual convention in Chatham, N.B., from the 21st to the 23rd of this month, should invite the boards of trade at such centres at least as Montreal and Toronto to send representatives. In 1899, when the board met at St. John, N.B., they did so, but because their request met with no response it is no reason why efforts should not be made again.

The question of insurance rates is becoming a live one in the Maritime Provinces, if one can judge from the character of the meeting that was held in Halifax a few days ago, at which delegates were

present from different parts of Nova Scotia. This subject can scarcely be ignored by the Maritime Board, and as it is a question in which the business men of every part of the country are interested, the more representative the gathering the greater will be the influence of the conclusions at which the board may arrive.

And then is it not possible that the presence of a few board of trade men from Quebec and Ontario may result in seed being sown from which shall spring up a Board of Trade for the Dominion?

But one thing at least would result from representatives being present from the Upper Provinces, and that would be the development of interest in the Maritime Provinces, one of the most beautiful and picturesque parts of the Dominion.

THE SALMON PACK.

THE outlook for the canned-salmon pack on the Fraser river has much improved during the last week or ten days.

British Columbian newspapers to hand report that the fish were beginning to run in large schools, and that, while some boats were only making small catches, others were making large ones. These papers bear the date of July 30. Since then, telegraphic advices say that the fishing has improved a great deal, and that the prospects are much better than they were a short time ago.

A steamer which arrived at Vancouver on July 30 brought the intelligence that each of the three canneries at Port Essington packed 800 cases on July 23. A letter to a prominent Vancouver cannery from the north stated that the northern canneries would put up from half to three-quarter pack. That the Rivers Inlet pack was a complete failure. On July 25, the Wainnuck cannery had 4,245 cases packed, and Lowe Inlet cannery 1,200 cases on July 20. On the Skeena the Standard had 2,100 cases up on July 25, and the Cunningham 5,300 cases on July 24.

Even though the weather be hot it is necessary to keep cool in business.

B. C. FRUITS IN WINNIPEG.

(From Our Own Correspondent.)

MR. R. N. PALMER, of Victoria, B.C., special commissioner for the British Columbia Government, was in Winnipeg a few days ago in connection with an inquiry regarding the status of British Columbian fruit on the market, and, in conversation with a representative of THE GROCER, said:

"I am here on behalf of the Government of British Columbia, and more especially the Department of Agriculture, to see what can be done in order to open up a more extensive and permanent market for British Columbian fruit in Manitoba. I would like to correct a mistake which was unintentionally conveyed by the report of the remarks of Mr. Boggs at the meeting of the Western Horticultural Society on Thursday, re the obtaining of lower freight rates on our fruits. As a matter of fact, we have no complaint about the rates. The rate on plums from British Columbia to Winnipeg is \$1 per cwt., while from Oregon and Washington, the States with which our fruit chiefly comes in competition, the rate is \$1.25, and there is the addition of duty, which, on plums, for instance, amounts to some 12c. per case. The transportation difficulties which I am really trying to straighten out are better refrigerator cars and more rapid transit. The time

taken in transit is one of the greatest difficulties we have to contend with, and, in this respect, our American cousins are far ahead of us. They can ship strawberries from Hood River to Winnipeg by fast freight in four days, while almost the best time our fruit has made is eight days, and this is a very serious drawback. Of course, we realize that our fruit export has hitherto been so small that the C.P.R. have probably not felt it of sufficient importance to make special efforts to favor it. However, I am in hopes that both the cars and the length of time will be remedied before long.

"I have had a meeting with your Fruit and Produce Exchange here, and found all of them most anxious to handle our fruit if it could only be guaranteed to reach here in good condition and capable of re shipment to local points. Returning to the subject of rates for a moment, I would like to mention the very favorable express rates granted us by the Dominion Express Co.

There is a general blanket rate on fruit to Calgary and eastward as far as Winnipeg of \$2.40 per cwt., and on lots of 1,000 lb. and upwards \$2.25 per 100 lb. This rate is so satisfactory that any strawberries we ship to Manitoba will certainly come through by express."

Asked as to the growing of strawberries, Mr. Palmer stated that the chief points from which they would be shipped to Manitoba would be the Shuswap, Kamloop and Vancouver Island districts and certain points along the Fraser river. "You must remember," continued Mr. Palmer, "that British Columbia is 700 miles long, it is a country of mountains and valleys, and almost every valley has its own particular climate. This has been one of our diffi-

gather the fruit, how to grade and how to pack it. The cars will eventually be started from New Westminster, where the great cold storage plants make it particularly easy to handle goods of this nature. I might also say that we never expect to compete with California in the matter of peaches, for instance, as, although good peaches can be raised in some parts of the Province, there will never be a sufficient quantity for export trade. The fruits we hope to ship are plums, prunes, pears, crabs and apples, and, in small fruits, all the varieties. Roughly speaking, I think British Columbia will be in a position to ship some 10 carloads of plums this season.

"One very great want is more fruit-growers. The question of labor is a serious one, particularly in the matter of small fruits, and what we want is a population in the shape of families who will have within themselves necessary help to handle a small fruit farm."

Encourage the Vacation Idea.



FROM August 5 to August 17 a number of wholesale houses and manufacturers give their travelling staff a vacation. THE CANADIAN GROCER hopes that merchants everywhere will do all they can to make this plan a success. It has been a hot summer, and the work of travellers has been unusually hard. If you agree with us that these men deserve every consideration, then be sure to send your orders that you would have given to them to their houses by mail. It will be appreciated very much. Latest special announcements of nearly all of the houses will be found in this and next week's issue.

culties, in the past there has been no discrimination in the points from which shipments were made. Now there are districts in British Columbia where they raise excellent fruit, but it will never be fit for shipment, because the climate is very moist and the fruit too soft. There are other districts, however, where the climate is much drier and the soil quite different, exactly resembling that of Washington and Oregon. These districts produce fruit of the very best shipping quality, as has been amply proved by the condition in which small shipments have come through. I think I may say that the districts from which fruit will be chiefly shipped for the future will be the Okanagan country, Kamloops, the Ascroft district and the islands. This season the Fruit Growers' Association, which derives its income from a Government grant, is employing an expert fruit packer from California to visit the various districts, show the people when to

the influence that a combination of these houses could exert, the eventual adoption of this coin is entirely within the field of possibilities.

The bargain counter has come to be a feature of our end-of-the-century civilization. We do not think, however, that it is a particularly encouraging feature, and we believe that it will finally disappear. The present thirst for bargains is abnormal; the quest for bargains has been productive of physical and nervous debility; and the whole subject of bargains has become a monomania with hundreds of customers. The bargain is, indeed, one of the indications of a sort of temporary universal degeneracy that seems to pervade the human race, and changing conditions will crowd it out of existence. But in the meantime we may look for the arrival of the half-cent.

Some day, perhaps, we'll see this brief and tempting sign: "Price, only 98½, reduced from 99."

THE POSSIBILITY OF THE HALF-CENT.

A possible result of the development of the bargain counter is the introduction of the half-cent into our currency, remarks a writer in Profitable Advertising. There is no doubt that the department store would like to get things down to a half-cent basis if only the Government would consent to make it practicable; and, considering

APPLE INDUSTRY OF CANADA AND THE UNITED STATES.

ON Wednesday, Thursday and Friday this week, the National Apple Shippers' Association of America is holding its seventh annual convention in Toronto. About 150 delegates, representing the principal apple-producing centres of the United States and Canada, are in attendance.

The first session of the convention opened on Wednesday morning at 11 o'clock. Mayor Howland was present to extend the greetings of Toronto and of Canadian shippers, but as many of the delegates had not arrived, his address was deferred till the evening.

C. G. Richardson, of Leavenworth, Kansas, president of the association, then delivered his annual address. Canada and the United States, he declared, stood pre-eminent as the finest apple-producing countries in the world, and were strong in competition in the markets of the globe. The comparative worth of American apples had been abundantly attested at the Paris Exposition, where a continuous fruit exhibit had been made by both Canada and the United States, and a great number of orders and inquiries had been received from remote parts of the world.

The apple had become the king of fruits in America. Over 2,000 varieties had been developed, and the aggregate crop was worth fully \$300,000,000, or the same value as the cotton crop, and nearly as much as the wheat crop, which was valued at \$320,000,000. The magnitude of the industry was an urgent reason why every precaution should be taken for its protection and its development. The growers should bestow the utmost vigilance in their care of the trees, to keep the insect pests down, and to deal promptly with fungus growth. The cost of handling inferior apples was greater than the cost of handling the superior qualities. The continuance of the diffusion of horticultural knowledge by Governments was of great advantage. The association might do much to improve the condition of the industry by making a strong effort to secure more equitable railway rates.

Wednesday afternoon was devoted to papers, which were largely of a technical nature. Senator H. M. Dunlap, Savoy, Ill., read a paper on "Commercial Orcharding." He believed that the industry had reached the stage that success was only to be secured as a result of intelligent and scientific effort. He explained the necessity of spraying, saying that shrewd buyers passed by orchards that they knew had not been sprayed. In referring to the disposition of the crop, he

recommended sale by the barrel, which did away with guesswork and kept the price of good apples at a higher figure than the system of selling the crop outright on the trees.

Dr. James Mills, of the Ontario Agricultural College, read a paper on "Apple Growing and Shipping in the Dominion of Canada." He said that the apple was our most valuable fruit for household use. There was no other fruit in Canada to take its place. Apple growing was a profitable business when properly pursued. In the Annapolis Valley of Nova Scotia they would find a considerable number of the wealthiest farmers in that Province who did little else than grow apples, and all over this country, and especially this Province, apple-



Mr. L. E. Geoffrion.

growing is a strong buttress of grain-growing, stock-raising and dairying. He proceeded to quote statistics illustrating the proportions of the industry in Canada. The apples exported from the Dominion in the fiscal year ended June 30, 1901, amounted to 4,181,038 lb. of dried, valued at \$210,892, and 956,674 bbls. of green or ripe, valued at \$2,578,853. The apple trees in Ontario in 1900 were 9,948,718, being 6,518,048 of a bearing age, and 3,430,670 younger trees, about 180,000 more than in 1899.

The orchards of Ontario, Dr. Mills stated, were not scientifically managed, as a rule. There was not proper spraying, and manuring and pruning were not done thoroughly. An attempt had been made to remedy these defects by the Government, first, through the Farmers' Institutes, while a demonstrator also had been sent around to illustrate the best methods of spraying. Still, he

regretted to say that a very large proportion of our orchards were not sprayed. Apple shippers, he agreed with Senator Dunlap, should try to improve the quality of the fruit by their representations to the producer. The grower would always pay more attention to the buyers than to the paid lecturers of Government. There had been some pretty plain talking about Canadian packing in England lately. Improper packing did incalculable injury to our reputation in Europe. The Parliament of Canada, recognizing this, had passed a bill in order to crowd out dishonest dealers and packers, but the penalty for violation of its regulations was decidedly inadequate.

In the paper on "Methods," F. D. Cummings, Portland, Me., expressed strong condemnation of the methods of sale on the Liverpool market. Apples at that market could be inspected as often as desired, and were then graded and catalogued according to their condition and quality. But although all this was done, the buyer at auction had the option of rejection of barrels that he did not approve of. He thought that the auction sale should be final.

The discussion which followed Mr. Cummings' paper developed the fact that there was a strong feeling among the members against the Liverpool system. One delegate, Charles Forster, New York, believed that if the association took up the matter in earnest the desired change could be secured. By a large majority the meeting voted in favor of the association making an endeavor to secure a more satisfactory system in Liverpool.

On Wednesday evening, a reception was tendered the visiting delegates in the Pavilion. Mayor Howland welcomed them in his usual courtly way. In responding, Walter Snyder, Baltimore, Md., paid some fine compliments to the courtesy and open-heartedness of the Canadian people. During the evening, an excellent programme of music was rendered by the Grenadiers' Band, while the delegates enjoyed a promenade through the Pavilion and the adjoining conservatory, or sat down near the north entrance to partake of ice cream or other light refreshments.

MR. L. E. GEOFFRION.

MR. L. E. GEOFFRION, a partner in the wholesale grocery firm of L. Chaput, Fils & Cie, of whose business he has the active management, is one of the leading public spirits of Montreal. Last week, he was unanimously elected to represent the Chambre de Commerce on the Harbor Board, a position reserved for business men of the highest standing. For two years he has been president of the Chambre de Commerce, and while he has occupied the chair the meetings of this French Canadian board of trade have always been fruitful. By his enterprise as much as by his ability he has earned his latest distinction.

Mr. Geoffrion has now been associated with the firm of L. Chaput, Fils & Cie for 25 years, rising from the ranks to his present position. Some time since, he was mentioned as one of the probable successors in the Senate to the late Senator Villeneuve.

The Prize Essays on

The Buying, Selling and Handling of

==COFFEE==

will be published in **The Canadian Grocer** of September 6.

There will be a great demand for copies, so if you or your clerks wish to secure extra copies we would like to be advised early.

SINGLE COPIES 10 CENTS.

Advertisers should keep this number in mind as it offers a splendid medium for the special advertising of Coffee in the berry or roasted and ground—branded or otherwise. It wouldn't be a bad number for advertising Tea or Cocoa either.

80 % Profit —————

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TUTTI FRUTTI**

Price, \$1.00 per Box, containing 36 5c. Bars.

It is always fresh.

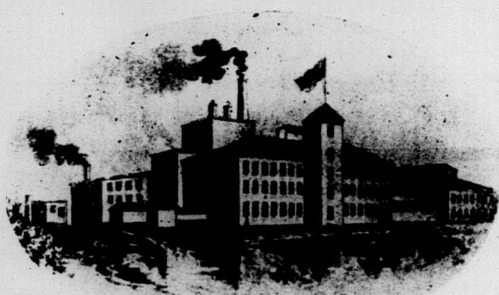
THE AMERICAN CHICLE CO., Defries St.,
TORONTO.

Another Packet Tea on the Market.

This is practically an announcement in every issue of THE GROCER. And still they go out on the retailer's shelves and lie there, and in six months nothing more is heard of the "great tea packet" that was going to accomplish such "wonderful things." By this time the retailer ought to have learned not to take up those packets which are only pushed by the owners for six months and then go the way of hundreds of others that have preceded them.

"SALADA" Ceylon Tea is the retailer's safeguard. He can return it and get his money back at any time if it is not the most satisfactory tea he ever sold.

"SALADA" -- Toronto and Montreal.



Steam Laundries

must have the finest quality of **STARCH** to obtain the desired finish on linen.

We supply three-fourths of the best Canadian Laundries with their Starch.

COMMENT IS UNNECESSARY.

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

FIG BAR

We are putting on the market the best Fig Bar Biscuit ever made. One 12-lb. box will prove what we say. Include this in your next order.

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Warehouse Phone: Main 3767.

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

**Pineapples**

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

**McWilliam & Everist,**

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

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Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

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

**Butter Wanted**

In Tubs and Pails. Ship to us.

**Rutherford, Marshall & Co.**

Commission Merchants,  
68 Front Street East, Toronto.  
Telephones Main 4226 and 4227.

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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

**Canadian Produce Company, Toronto**

In no other way can General Store Keepers dispose of their chickens so profitably or with so little trouble as with us.

new pack of canned goods, strawberries, and raspberries are the best sellers. Salmon is very firm. The values of currants are receding from their high position of the past year as a result of quotations on new crop received from Greece. The import price of fine Amalias will be about 5 1/2 c. so that this year retailers will be asked to pay 6 1/2 to 7c. The feature of the tea market is the advance in the price of India and Ceylons, amounting on the lower grades to 1d. per lb. Japans are steady to firm. Californian dried fruits, such as apricots, peaches and prunes are said to be somewhat excited in view of an over-estimation.

**SUGARS.**

There have been no new developments in the sugar market. Prices are stationary, both at home and abroad. Montreal refiners quote \$4.50 per 100 lb. for granulated and \$3.85 to \$4.45 per 100 lb. for yellows, according to quality. Naturally the demand is not light at this season, yet it is not as heavy as it is wont to be in August. Dealers, both wholesale and retail, are buying from hand to mouth.

**SYRUPS.**

Few orders have been received for syrups this week and this line is unactive. Cane syrup is worth 1 1/2 to 2c. per lb. and corn syrup 3 to 3 1/2 c., according to parcel.

**MOLASSES.**

The distributing trade is small, but there has been some business done between jobbers at much firmer prices. The supplies held here are calculated to be rather light in view of the low price this year. The ruling value in small lots is 29c. per gallon.

**CANNED GOODS.**

The feature of the canned goods market is the strong demand for new pack of strawberries and raspberries. The pack has been a light one, and every confidence is expressed in the prices. Strawberries are worth \$1.50 to arrive; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.70 for 2's and \$2.50 for 3's; sliced pineapple, \$2.30, and \$2.45 for grated; 3 lb. apples, 85c., and gallon apples, \$1.90, red pitted cherries, \$1.80 and whites, \$2. As for vegetables, there is not much improvement, in spite of the probable short crops of peas and corn and the probability of an advance by the syndicate. Some houses are still sacrificing their stocks, getting 80c. for tomatoes and 75c. for corn and peas. There are others, however, who are content to hold what goods they have, confident that they will prove good property when wholesale stocks are reduced. But little business is being done in futures; tomatoes

The following Brands manufactured by

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Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .  
OLD OHUM.  
SEAL OF NORTH CAROLINA  
OLD GOLD  
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RICHMOND STRAIGHT OUT.  
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**COMMISSION MERCHANT**

in Canada should have a card in these columns. We will be pleased to talk to you about it and quote rates.

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WHOLESALE MERCHANDISE BROKER AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
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Storage, Track Facilities.

**Foreign Shippers**

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

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115 Bannatyne St. East, Winnipeg, Canada.

Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**

LIMITED.

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

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Winnipeg Advertising Agents.

**ADVERTISING in WESTERN CANADA**

will be Carefully, Efficiently, and Promptly attended to by

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



are quoted at 82½c. and corn and peas at 80c. Salmon is stiff on spot at \$1.25 to \$1.30 for spring and \$1 to \$1.10 for pink. Sockeye is decidedly scarce, and unobtainable under \$6 per case. In regard to the new pack, the Skeena river had about one-fourth of its pack put up on July 24; it is certain to be very short. Rivers Inlet is still worse, the total estimated pack to July 24 being 17,000 cases. Up to that time, no fish had been put up on the Fraser river, but the run had just commenced, and a fair pack was expected.

## SPICES.

A sorting trade of fair proportions is being done at former prices. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

## RICE.

Prices are unchanged under a sorting demand. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¼c. per lb.

## TEAS.

Some sales are again reported this week, but the demand is not active. The samples of Japan tea that have been received lately show the quality of tea this year to be excellent, fully equal to, if not better, than last year. The wholesalers expect, however, to see lower prices, as agents are now in a position to make firm offers. Cables received this week from London, Calcutta and Colombo all report a firmer market for Indian and Ceylon teas, the advance amounting to 1d. per lb. The cause of the improvement is said to be a shortage of supplies. Virtually, no consignments are now coming to this market.

## FOREIGN DRIED FRUITS.

**CURRENTS**—The opening quotations on currants are 18s. for Provincials and 19s. for fine Filiatras. This means that spot prices must come down, although the light stocks do not warrant any immediate change. We understand that there has not been much business entered into yet as the ss. Escalona does not leave with the first shipments to this port for a month yet. Some goods will be brought in via New York previously. A very small trade is being done at 9½ to 10½c.

**RAISINS**—There is nothing new to report in raisins. Business is dull even at the low prices. Fine off-stalk is quoted at 5c., selected 5½c. and layers 6c.

**PRUNES**—Only a few boxes are selling. Late mails from California bring news to the effect that the Prune Association has sold all sizes on hand under 100. This has appreciably strengthened the market and the Association. Prices here are unchanged. Californian prunes are worth 5 to 5½c. for 90's to 100's; 6½ to 7½c. for 60's to 70's and 7½ to 8c. for 40's to 50's. French prunes are selling at 3 to 5c.

**EVAPORATED FRUITS**—At the Coast the market is strong and advancing in apricots and peaches. The stocks of apricots are said to be well concentrated and the supply over-estimated. Higher prices are looked for in peaches.

## GREEN FRUITS.

The market for green fruits is decidedly active, particularly in Californian fruits. Seven cars of this imported fruit were sold at good figures on Monday and three cars on Wednesday. Oranges are rather scarce, only a few late Californian Valencias being obtainable. Verdilli lemons are now on the market. Bananas are in good demand. We quote: Messina oranges, 200's, \$4 per box; California Valencias, \$4 per half box; Messina lemons, 300's, \$4.25 to \$4.50; 360's, \$3.75 to \$4.25 per box; Verdilli lemons, \$4.50 to \$5 per box; Californian apples, \$3.25 per box; pineapples, 20 to 30c.; tomatoes, 50 to 60c. per 12-quart basket; apples, 35 to 50c. per basket; Californian plums, \$1.75 to \$2.50 per box; peaches, \$1 to \$1.25; limes, \$1.50 per box; Ontario peaches, 50 to 60c. per basket; raspberries, 11 to 12c.; coconuts, \$3.25 per bag of 100; Bartlett pears, \$2.75 to \$3.10 per box; blackberries, 8 to 10c.; watermelons, 20c.; bananas, No: 1, \$1.75 to \$2.25, and eight hands, \$1.35 to \$1.50.

## LIQUORS.

## SCOTCH WHISKIES.

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

## Honey for Money.

A nice lot fine extracted clover honey in 60-lb. tins to offer. Choice white clover in comb in 12 to 13 oz. sections—one doz. per box. Beautiful clover honey in glass jars.

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We are open for large lots of Clover, Basswood, and Golden Rod honey, extracted, or in comb. Bought for cash, or sold on commission.

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

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| CANADIAN WHISKIES.                |       | In barrels<br>per gal. |
|-----------------------------------|-------|------------------------|
| Gooderham & Worts, 65 O. P.       | ..... | \$4 50                 |
| Hiram Walker & Sons               | ..... | 4 50                   |
| J. P. Wiser & Son                 | ..... | 4 49                   |
| J. E. Seagram                     | ..... | 4 49                   |
| H. Corby                          | ..... | 4 49                   |
| Gooderham & Worts, 50 O. P.       | ..... | 4 10                   |
| Hiram Walker & Sons               | ..... | 4 10                   |
| J. P. Wiser & Son                 | ..... | 4 09                   |
| J. E. Seagram                     | ..... | 4 09                   |
| H. Corby                          | ..... | 4 09                   |
| Rye, Gooderham & Worts            | ..... | 2 20                   |
| " Hiram Walker & Sons             | ..... | 2 20                   |
| " J. P. Wiser & Son               | ..... | 2 19                   |
| " J. E. Seagram                   | ..... | 2 19                   |
| " H. Corby                        | ..... | 2 19                   |
| Imperial, Walker & Sons           | ..... | 2 90                   |
| Canadian Club, Walker & Sons      | ..... | 3 60                   |
| Less than one bbl.<br>per gallon. |       |                        |
| 65 O. P.                          | ..... | \$4 55                 |
| 50 O. P.                          | ..... | 4 15                   |
| Rye                               | ..... | 2 25                   |

CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                                                                            | Per Case. | Quarts. | Pints.  |
|--------------------------------------------------------------------------------------------|-----------|---------|---------|
| Comte de Castellane—                                                                       |           |         |         |
| Cuvee Reservee... { Quarts.....                                                            | \$12 50   |         |         |
| "                  { Pints.....                                                            | 13 50     |         |         |
| Carte d'Or.....                                                                            | 15 00     |         |         |
| Champagne Ve Amiot—                                                                        |           |         |         |
| Carte d'Or.....                                                                            | 16 00     |         |         |
| " Blanche.....                                                                             | 13 00     |         |         |
| " d'Argent.....                                                                            | 10 50     |         |         |
| Pommery—                                                                                   |           | Quarts. | Pints.  |
| Sec and Extra Sec.....                                                                     | \$28 00   | \$28 00 | \$30 00 |
| Mumm's—                                                                                    |           |         |         |
| Extra Sec.....                                                                             | 28 00     |         | 30 00   |
| Moet & Chandon—                                                                            |           |         |         |
| White Seal.....                                                                            | 28 00     |         | 30 00   |
| Brut Imperial.....                                                                         | 31 00     |         | 33 00   |
| Perrier-Jouet—                                                                             |           |         |         |
| Fruit.....                                                                                 | 28 00     |         | 30 00   |
| Reserve Dry.....                                                                           | 28 00     |         | 30 00   |
| GIN.                                                                                       |           |         |         |
| Pollen Zoon—                                                                               | Per Case. |         |         |
| Red, cases of 15 bottles.....                                                              | \$9 75    |         |         |
| Green, " 12 ".....                                                                         | 4 75      |         |         |
| Violette, " 12 ".....                                                                      | 2 45      |         |         |
| P. Hoppe "Night Cap" Brand—                                                                |           |         |         |
| Red, cases of 15 bottles.....                                                              | 10 50     |         |         |
| Green, " 12 ".....                                                                         | 5 25      |         |         |
| Yellow, " 15 ".....                                                                        | 10 75     |         |         |
| Blue, " 12 ".....                                                                          | 5 40      |         |         |
| Poney, " 12 ".....                                                                         | 2 50      |         |         |
| Draught—                                                                                   | Per Gal.  |         |         |
| Hogsheads.....                                                                             | \$2 95    |         |         |
| Quarter casks.....                                                                         | 3 00      |         |         |
| Octaves.....                                                                               | 3 05      |         |         |
| De Kuyper—                                                                                 |           |         |         |
| Violet, 2 doz. cases.....                                                                  | 5 30      |         |         |
| Green, " ".....                                                                            | 6 00      |         |         |
| Red, " ".....                                                                              | 11 50     |         |         |
| White, " ".....                                                                            | 4 00      |         |         |
| Terms, net 30 days, 1 per cent. off 10 days.<br>In five-case lots, freight may be prepaid. |           |         |         |
| Key Brand—                                                                                 |           |         |         |
| Red cases.....                                                                             | 10 25     |         |         |
| Green ".....                                                                               | 4 85      |         |         |
| Poney".....                                                                                | 2 60      |         |         |
| Melcher's—                                                                                 |           |         |         |
| Infantes (4 doz).....                                                                      | 4 75      |         |         |
| Picnic.....                                                                                | 7 75      |         |         |
| Poney.....                                                                                 | 2 60      |         |         |
| Blue cases.....                                                                            | 4 75      |         |         |
| Green ".....                                                                               | 5 50      |         |         |
| Red ".....                                                                                 | 10 25     |         |         |
| Honeysuckle, small.....                                                                    | 7 90      |         |         |
| " large.....                                                                               | 15 25     |         |         |

COUNTRY PRODUCE.

EGGS—As yet there has been but little export business done, but dealers have confidence in the market. Prices are

### KEEP COOL!

### Georgia Watermelons

First car of the season just arrived.

Extra Fancy Bananas, Pineapples, Oranges, Lemons.

### CANADIAN Tomatoes, Raspberries, Cherries, Currants, etc.,

arriving 3 to 5 times daily per express.

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

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

# 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

unchanged locally at 11½ to 12c. for  
candled stock.

HONEY—New honey has come in more  
freely during the past week. Sales of  
larger sections have been made at 12 to  
13c. and small at 11c. Several lots of new  
strained honey in 10-lb. tins have sold at 9  
to 9½c. per lb.

POTATOES—Sales have been made this  
week at \$1.65 to \$1.70. A better crop is  
assured since it has rained.

ASHES—The market is steady under light  
receipts and a fair demand. First pots are  
worth \$4.25 to \$4.35.

FLOUR AND GRAIN.

FLOUR—The decline in wheat has not  
affected the price here, as the rise had not  
been taken advantage of. The market is  
rather quiet. We quote: Manitoba spring  
wheat patents, \$3.95 to \$4.20; winter wheat  
patents, \$3.45 to \$3.70; straight roller,  
\$3.15 to \$3.40; in bags, \$1.55 to \$1.65  
and Manitoba strong bakers', \$3.50 to  
\$3.90.

GRAIN—We quote: No. 1 spring wheat,  
77 to 78c. afloat July; peas, 80 to 81c.; rye,

56½ to 57½c.; No. 2 barley, 50 to 51c.;  
oats, 38 to 39c.; buckwheat, 56½ to 57c.;  
corn, 59½ to 60c.

OATMEAL—There is still a good export  
demand from western mills at steadily ad-  
vancing prices. The mills want \$4.10 to  
\$4.20 in wood.

FEED—The export demand has kept  
stocks well cleared up, consequently dealers  
are paying \$15 to 16 for bran. Shorts are  
worth \$16.50 to \$17, and mouillie \$20 to  
\$25.

BALED HAY—There is a good business  
in progress. No. 1 is worth \$11 on the  
track, and No. 2, \$9.50 to \$10.

BUTTER AND CHEESE.

CHEESE—The cheese market is firm and  
advancing, 10¼c. even being mentioned  
for finest Western. However, prices cover  
quite a range, some Quebec cheese having  
sold at the wharf for 9c. Perhaps 9¾ to  
9¾c. is a fair idea as to values.

BUTTER—There has lately been more  
inquiry from exporters, and the market is  
firm at 20½ to 21c. for finest, and under-  
grades 18 to 19c.



# TEAS For the Wholesale Trade

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

WRITE FOR QUOTATIONS.

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

## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., August 5, 1901.

**I**N spot business this is a rather quiet season. In the market there is considerable of interest. The general tendency is to higher prices. Sweets are rather an exception and so is fish. The chief interest of the week is in beans, prices having been advanced about \$2 per barrel. Oats, oatmeal and feed, and particularly cornmeal, are higher. There has been increased interest in new canned goods, the report that peas would be advanced and the firmer feeling in corn, affecting the market. New Brunswick apples are offered. In spices, ginger holds at the higher prices. Cream of tartar continues rather easy, but there is no change in local prices.

**OIL.**—In burning oil the business is in future shipments. Prices being very low dealers place their orders freely. It is a safe business for them, for they are protected against decline. There is still quite a steady demand for paint oils. Prices continue quite firm. Lubricating oils are steady, and the market is quite firm. There is but a fair business. Wax is low. In cod oil receipts are more free, but prices hold, as market is bare. Prices will, however, be lower.

**SALT.**—There is quite an active business and several small cargoes are about due. When possible, buyers take advantage of the lower prices which rule while the salt is landing. The market is steady. The quantity of Liverpool coarse salt used here is very large. The present demand is good.

There are fair stocks in store. In fine the demand is for Canadian. Trade in dairy salt has been particularly good. We quote: Liverpool coarse, 52 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (selected lumps).

**CANNED GOODS.**—There has been more interest in new vegetables during the past week, but still no large business has been done. The report that peas were to be advanced and that corn was particularly firm, was the cause. Stocks held are quite large, and some money may be made, but at present low prices ex-store are quoted. In fruits most of the orders have been placed. Prices are quite reasonable. The advance in beans has caused an advance in the price of American pork and beans and will no doubt affect Canadian prices if the market holds. In meats there is a steady business at even figures. In salmon, spot goods are scarce and holders are making a good, fair profit. New spring fish is daily expected when lower figures will be quoted. It is said the run of sockeye fish is large. Lobsters show quite a range in price, according to quality. The local demand is light.

**GREEN FRUITS.**—Bananas are still the big interest. The market is well supplied. Californian pears have a large sale. Prices keep firm and quite high. Peaches are a good sale at fair figures, and the quality is

good. Plums are not large sellers. In apples, our own New Brunswick stock are on the market almost as early as Western. The price is quite high, and while it will be lower it will rule quite full, as offerings will not be large. Oranges are about out of the market. They had little inquiry at this season. Lemons are in a fair demand. Raspberries and blueberries are both a light crop. In cultivated raspberries prices have kept high. Nova Scotian cherries are about done. Melons have a fair sale at firm figures. Pines are about done.

**DRIED FRUITS.**—In raisins, the reports from California are that spot seeded are higher. At the low prices sales are large, the more so as new goods will be much higher. It is now said loose will open at about the high figures of last season. Prices on foreign fruit will be watched for with interest. The local market is dull. In currants new prices continue to be received. They are away below last season's figures. Many will be bought as usual cleaned from New York. In dates, prices are low. Prunes are rather firmer. Spot business is light. Prices on evaporated apricots and peaches have been received, and the market is a very firm one. In evaporated apples prices are higher and firm. Dried are also higher. Stocks are light, American onions now supply the trade.

**DAIRY PRODUCE.**—In cheese prices are rather higher. Owing to factories selling for export local dealers find it much more difficult to get stock. Twins have the demand for local business. Butter is firm. The supply of best stock is light. Such goods as are held move slowly. Good stock

*The best selling tea in Canada today is*  
*Blue Ribbon Ceylon*  
*packed and sold by*  
*Blue Ribbon Tea Co.,*  
*12 Front St. East - Toronto*



is in demand. Eggs are but a fair sale. The market is rather easy.

**SUGAR**—The market is rather dull. Prices are unchanged. Considerable foreign is still offered. The Guild regulations are expected to come into operation shortly. In return for the refineries holding up the price at which sugar shall be sold, the dealers agree not to buy other than Canadian sugars. It is said there is hardly a jobber outside the Guild.

**MOLASSES**—There is quite a stock of Porto Rico held here. It is largely in a few hands. They are not, however, agreed on trying to advance prices, but the price is kept down by the largest holders. Others hope for better things later. There is but little Barbados and Antigua molasses.

**FISH**—In dry cod, while prices are still high, lower figures are looked for. Later, stocks will arrive more freely. The present demand is not large. In pollock the market is unchanged and sales are light. Smoked herring are dull. No new goods are yet offered. In pickled herring, there is quite a range in prices. Sales are light. Alewives are hardly as high as last season. Some ten thousand barrels were packed. In fresh fish the market is light. Salmon is about done. Shad are so far a light catch. We quote as follows: Large and medium dry cod, \$3.95 to \$4.10; small, \$2.50 to \$2.65; haddies, 5 to 5 1-2c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2 1-2c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.65 per 100 lb.; pickled herring, \$1.85 to \$1.95 per half bbl.; Canso herring, \$5 per bbl., \$2.75 halves; Shelburne, \$4.50 per bbl., \$2.25 halves; halibut, 10c., shad, 20 to 22c.

**FLOUR, FEED AND MEAL**—In flour, the market is rather dull. Some millers are inclined to ask rather higher prices. Oats are high and scarce. Oatmeal is dull, but firm at the higher figures. Cornmeal is higher than for years and is firmly held. Beans have sharply advanced, and stocks are not large. Feed is very scarce. Hay is a fair price. The export demand is still heavy. Split and round peas continue high and scarce. Yellow eye beans are very scarce. We quote: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.70 to \$3.80; medium, \$3.60 to \$3.70; oatmeal, \$4 to \$4.10; cornmeal, \$2.90 to \$3.00; middlings, \$22 to \$23; oats, 48 to 50c.; H. P. beans, \$2.00 to \$2.15; primes, \$1.85 to \$1.90; yellow eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; barley, \$3.90 to \$4; hay, \$12 to \$14.

#### ST. JOHN NOTES.

The Wm. Davies Co. have landed quite a quantity of pure lard here during the past week.

Geo. E. Barbour and Bowman & Angvine have shipments of "Beaver" hops to hand.

Mr. Andrews, representing The Baratavia Canning Co., has been in the city during the week and in company with the local representative, Mr. Fred. Tippet, called on the trade.

#### MANITOBA MARKETS.

WINNIPEG, August 5, 1901.

**T**HE fair has come and gone. It was one long week of gorgeous weather and great crowds, and much business was done; in fact, in reply to the query "Any change in prices this week?" the reply was: "No; we have been far too busy to change them." There is no doubt the volume of trade was greater than was expected. It is now felt that the grand crop is practically assured, and this no doubt led to the placing of orders that had been previously held in abeyance.

There is practically no market to report, cereals being the only article that has changed price. Rolled oats are still high and firm. Split peas are higher, being quoted at \$2.50 to \$2.60. Beans have advanced, and are now \$1.90 to \$2. Cornmeal still holds the high figure of \$1.65 to \$1.75.

The Japanese rice market is reported higher, but local quotations are unchanged.

**GREEN FRUITS**—Supplies continue somewhat short. The demand has been very active all week, with a rather short supply.

Cheese, butter and bacon are practically without change.

#### EARLY CLOSING ITEMS.

Practically all the grocers of St. John, N.B., now close at 7.30 p.m., Saturdays excepted, as do nearly all the merchants of that city except the clothiers and druggists.

As a result of a personal canvass, all the grocers in Fredericton, N.B., except two, have agreed to close their stores at 7.30 p.m., except on Saturdays, at least during August.

#### TRADE CHAT.

Mrs. Wm. Richardson has opened a grocery store on Manitoba street, St. Thomas, Ont.

Mathews & McCain, grocers, Fredericton, N.B., have dissolved and Vernon L. Mathews will continue the business in his own name.

The Montreal Biscuit Co. have entered an appeal in the Court of King's Bench against a judgment rendered in June by the Recorder's Court of Ste. Cunegonde, under which the Montreal Biscuit Co. was condemned to pay a fine of \$15 and costs for delivering goods to customers in that town without paying a license and obtaining permission from the municipality to drive the delivery wagon through the streets of Ste. Cunegonde. The appeal will come on for hearing at the September term.

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.

## "SUPERIOR GLUTEN FLOUR"

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

Samples and prices on application to

**E. A. SHOEBOTHAM**

CANADIAN AGENT.

St. James' Park, LONDON, Canada.

## ROWAT'S PICKLES.

QUALITY,  
STYLE,  
PRICE.

Three reasons of the popularity of these goods in Canada.

You are neglecting a good line if you don't handle them.

◆◆◆◆

## BEE STARCH

Another line that gives satisfaction all round.

PRICE LISTS FROM THE AGENTS.

**SNOWDON & PATERSON**

449 t. Paul st., MONTREAL.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**R**IO was a seller of coffee at prices as low a basis as touched this season, including No. 7 at 5c. cost and freight, and No. 3 at 6 $\frac{3}{8}$ c.

Private mail advices report that the French and Portuguese sardine fisheries are still unfavorable, and full rates are demanded.

Private mail advices from the Coast report a continued firmness there in the views of holders of new crop apricots. Quotations up to 9 to 10c. on fancy Royals and 8 $\frac{1}{2}$ c. on choice f.o.b. the Coast in bags have been received.—New York Journal of Commerce.

## DULL SUGAR MARKET IN NEW YORK.

A dull market continued to be reported for refined sugar, and among many of the trade there appeared to be a growing impression that within the next two weeks prices will be lowered.—New York Journal of Commerce, August 7.

## SPICE STATISTICS.

J. W. Phye & Co. report the following elegraphic advice of exports from Singapore and Penang since January 1:

|                   | To United States. |       |       | To Great Britain. |       |       |
|-------------------|-------------------|-------|-------|-------------------|-------|-------|
|                   | 1901.             | 1900. | 1899. | 1901.             | 1900. | 1899. |
| Black pepper..... | 3,830             | 2,250 | 2,190 | 1,190             | 2,120 | 1,990 |
| Nutmegs.....      | 304               | 226   | 206   | .....             | ..... | ..... |
| Tapioca.....      | 5,170             | 3,430 | 3,760 | 7,180             | 5,340 | 6,515 |
|                   | To Continent      |       |       |                   |       |       |
|                   | 1901.             | 1900. | 1899. |                   |       |       |
|                   | Tons.             | Tons. | Tons. |                   |       |       |
| Black pepper..... | 1,870             | 1,760 | 1,420 |                   |       |       |
| Tapioca.....      | 5,245             | 3,430 | 3,520 |                   |       |       |

## RAISINS HIGHER IN NEW YORK.

An advance of  $\frac{1}{4}$  to  $\frac{1}{2}$ c. was noted in New York on Tuesday in spot 3-crown loose raisins, with the sale of two carloads noted at, it is stated, a shade under 6c. Two and 4-crown loose are said to be practically cleaned up on the spot. It is stated also that telegraphic advices from the Coast report a considerably stronger feeling among the purchasers of the balance of the association's holdings, and that the lot of 2 and 3-crown grade, reported offering for mince-meat purposes on the basis of 4 $\frac{1}{2}$ c. f.o.b., has been withdrawn.

## NEW YORK TEA MARKET.

Only a very limited amount of interest was shown in the market, and what little business there was transacted was strictly of a hand-to-mouth character. Prices ruling for new crop teas were 12 $\frac{1}{2}$  to 13c. in bond up for spot Formosa and 11 $\frac{1}{2}$ c. do. to arrive; 10c. in bond for spot Congous and 8c. do. to arrive; 13c. in bond up for spot Ping-

sueys, and 27c. duty paid up for Japan. India and Ceylon were reported firmer for low grades, with 20c. duty paid quoted as inside figure for lines. The better grades were reported as meeting with a limited jobbing sale, but at low prices. At the close of last week London made an additional purchase of 500 packages Pekoe souchong at about 9 $\frac{1}{4}$ c.—N. Y. Journal of Commerce, August 7.

## AN AMUSING LETTER.

**M**R. CHARLES PICKFORD, of Pickford & Black, who is at present in Toronto, has in his possession an interesting and amusing letter which was handed to him just as he was stepping on board steamer at Antigua en route for Canada. It was written conjointly by two negroes who were desirous of securing a pass as they said to "New York or any of the enviroing cities." It reads as follows:

SANDY POINT, 24th June, 1901.

Dear Sir:

We the undersigned, have conjoinedly purported by this applicative writ hereof tendered to lay before you in compended words the excessive diurnity of our remotness from employment. Incredible as it may seem; yet, each does adjure to the fact, that we are, from the latter part of the past year seeking for work which has delphianly eloped from our reach. Our last voyage was from Roseau (Dominica) a couple months ago, where it's exceedingly dull. We thought of probation elsewhere, and so, pitched our tent in this land: but to our frustration, the 'trees' we have observed are searing daily: and in fine the entire place is equal to the prior named.

Adumbrating the perspective of our condition, we do kindly obtest you to intellectually view it;—think on it; and then, you may deem in what perplexity we now stand in a land like this. Why; the Cane Agriculture itself is canting, and the labourers are complaining and groaning of their exiguous hebdomadal stipend which has been reduced. O! it is truly grieving. Hereof, after consultation, we have both linked in the notion to venture another place where we deeply believe we will be able to reap a harvest.—This is New York or any of the enviroing cities. We are indeed fervent to get there: but O how pityful it is to declare that we, through our own means, are unable to attain our desideratum: and conclude, kindly imploring you whom we have understood to have that power to favour, us with a grant passage to same place. We shall be very thankful Sir for this conference if it will favourably please you.

Yours Respectfully  
ROACH & GUMBS

## CATALOGUES, BOOKLETS, ETC.

LINES THAT PAY THE GROCER.

Under the above title, Landor, Shutes & Co., West India Dock Road, London, have issued a small booklet which every up-to-date grocer in Canada should get. The lines referred to include "Dervish" sauce, "Raslim" relish, "Special" Indian relish, "Club" sauce, Worcestershire sauce, tomato catsup, plumato sauce, chutney, essence of anchovies, flavoring essences, non-alcoholic wines, cordials, lemonade and fruit syrups. As this firm have earned an enviable reputation on account of the

quality of their goods, as the firm name is a prominent feature of all their labels, and as there is a liberal margin of profit to the retailer on their lines, it would pay the majority of grocers to send for a copy of this booklet, which will be sent postpaid to any dealer mentioning THE CANADIAN GROCER.

## PERSONAL MENTION.

Major Hebert, of Hudon, Hebert & Cie., left on Thursday for a week's holiday at Old Orchard Beach.

## CARD-PRICE SUGAR IN ST. JOHN.

Our St. John, N.B., correspondent, writes:

"The Wholesale Grocers' Guild have about completed their work of equalizing freight rates and expect soon to be selling sugar by card price. It might almost be said the movement has the support of the entire trade. It is expected to practically shut out foreign sugars, as those in the Guild agree not to handle them."

## AN INADVERTENCE.

Through some inadvertence the name of Mr. John Gilbert was omitted from the list of those who participated in the recent annual picnic of the Kingston Retail Grocers' Association. As Mr. Gilbert is the recognized father of both the association and the picnic, nothing but an inadvertence could account for the omission to couple the name of the parent with the offspring when the latter is abroad. The officers of the Kingston association are: W. H. Dyde, president; L. W. Murphy, vice-president; J. Gilbert, secretary; T. H. Johns, treasurer.

## AGENCY WANTED.

**A**DVERTISER, HAVING SOME MEANS, wishes to obtain samples from manufacturers or large importers, with which to do a jobbing business in Montreal and neighborhood. Address "Agent," care of The MacLean Publishing Co., 232 McGill Street, Montreal. (32)

# CLEMES BROS.

Just Address **TORONTO** Everybody Knows Us

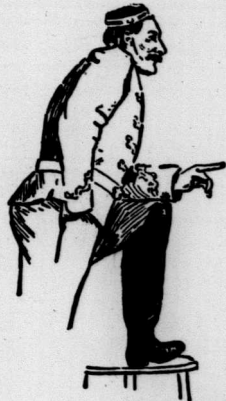
Are you going to speculate in 10 or 25 boxes Summer-Keeping

## LEMONS ?

Write us about them.



Probabilities are 



That your vinegar trade will increase

**100** %

in one season, if you handle

# IMPERIAL WHITE WINE

Only one quality—5 grades.

It's clear as crystal—fine, smooth, even flavor.

Full Government strength—**the best always.**



## THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known

Hero and Jumbo  
Sulphur Matches

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

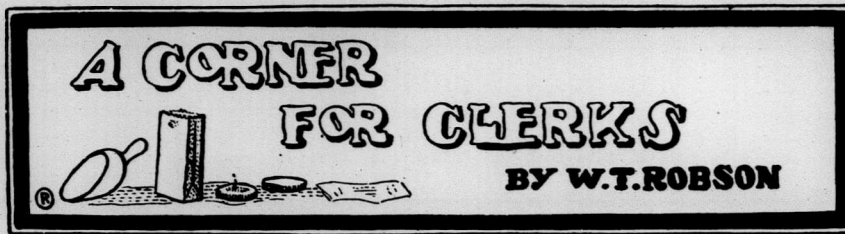
Our goods are put up in neat and attractive packages, and are for sale by all first-class grocers.

## CONVINCE YOURSELF

of the quality of our goods. Write us for a "Sample" Can and taste them. We have never failed to make sales where we could get a prospective customer to open a can and taste them. "The proof of the pudding, etc."

THE KENT CANNING CO., LIMITED  CHATHAM, ONT.





"E. R. M." says: We are adding green fruits and desire information pertaining to the buying and selling of fruit.

**T**HIS will be a profitable addition to your business if you buy carefully and only the best quality of fruit. Money may easily be lost in this line owing to the perishable nature of the stock. If you have local growers buy from them, even if you have to pay more, because the fruit will be fresher and will keep longer. In foreign fruits, buy only from respectable fruit merchants who are well known to the trade. It is dangerous to buy fruit from men of whose character you know nothing, for, like other businesses, there are always some unreliable men engaged in it. I can vouch for those whose advertisements you see in this "Grocer." I know most of them personally and assure you of fair, honest treatment from them. At the same time, if you should be forwarded that which is unsatisfactory, do not be backward in making a complaint. If your claim is reasonable the honest dealer is always ready to make good any loss from causes for which you have a right to expect redress. During the last hot spell much fruit came in an over-ripe condition for shipping, thus causing many complaints from retailers. One firm explained these conditions caused a very serious loss to both the wholesale fruit merchant and the retailer and that in an honest claim for allowance they always did the best they were able to make the loss to the retailer as light as possible; also that this season had been exceptionally bad in this respect. For a man in the fruit business a very essential thing to know is, the many different varieties of apples, grapes, plums, peaches and berries, so as to be able to tell their flavor and keeping qualities. This difference, as one becomes educated in fruits, is wonderful, and this knowledge is worth considerable money to the dealer, and a protection to him in buying. In a brief way, to make this branch profitable:

Buy good stock.

Don't overbuy—better too little, than too much.

When it will not keep, sell it for what it will bring. The first loss is always the best.

Place your fruit in the most attractive way, i.e., pick out any spoiled; it hurts the sale of the good.

Have a proper place to keep your fruit. When selling fruit don't forget your customer will probably want jam jars and sugar, etc. Always know what variety of fruit you are selling, and how long it will keep; then sell the variety that spoils quickest first; remember this in regard to apples—it saves loss.

In reply to a number of questions re organization I have not anything new to add. If the clerks desire to advance themselves as a class they can do so much more effectually in organization than individually. Of course, we can get along and

linger in the same old rut of indifference, but if there is a desire for betterment and advancement of our position, it can and will only be done by organization. That old saying, "United we stand; divided we fall," is very apropos and simply shows that nothing can be done without organization. In this way only can we keep abreast of the times. We have everything to gain and nothing to lose. Everywhere we hear of organization as the watchword of progress. Yet we sit idly by and let the other fellow do the progressing. This should not be. I am willing to do my part, will you do yours?

"A. F." wants to know how much vacation he is entitled to.

I cannot answer a question like the above. I do not know how long you have been employed in your present position. It may not be possible for your employer to give you any holidays. If you are well treated regarding salary and hours of labor you should not complain if circumstances are such you cannot have any vacation. This is a matter of generosity on the part of an employer. You are not "entitled" to any vacation. Most merchants endeavor to give their clerks, during the dull season, a holiday, believing it is beneficial to them, that they return with renewed vigor to their work and are refreshed thereby. But in most grocery stores in Ontario, I say "most," the clerks do not get any stated holiday other than the legal holidays. I believe it would be better for both merchant and clerk if the business were so arranged to permit each person connected with the store to have at least a week on our beautiful lakes, which travellers tell us are the finest in the world. I do not think the business would suffer, although I can understand how difficult it would be to get some of our merchants away from their stores for even a week. They would imagine things would go wrong, yet these are the very men who need a vacation most. I am glad our commercial traveller friends are having holidays and trust they will all enjoy them, returning to their work the better men for having spent even this short time with nature and their families. Now, if you are able to get a vacation, be thankful. If not, don't complain. I worked five years behind the counter without a holiday, other than the ordinary legal days.

"H. D." writes: Is there a Provincial law regulating the closing of grocery stores?

No; municipalities may pass a by-law regulating the hours of closing if petitioned by a two-thirds vote of those engaged in the business. I think if a law is required it should be a Provincial law as the present system is very unsatisfactory, although, as I said last week, the merchants now see the profitableness of early closing and in most cases this matter is satisfactorily arranged. If you read the papers you will be encouraged by noting the number of places where merchants agree among themselves to close at a reasonable

hour. The public are in sympathy with this movement. It is a sign of intelligence, and the merchant and clerk both derive increased health and vigor from its adoption. In every place this movement is retarded by merchants who are afraid of losing some business. Some of the boys feel strongly toward these men, but I would ask them to be patient until, by a process of education, they fall into line. It is only a question of time, whereas saying hard things never helped any cause. On the contrary it only makes bad feeling and embitters a man toward you and the cause you represent. This movement is doing well in Canada. Small villages are the last, as a rule, to fall into line, owing to the prevailing custom to keep the stores open late, often more as a social club than a place of business. But I know of many small village stores that now close early. I have inquired from the merchants, who tell me they have had no falling off in business, while the extra time spent in relaxation has improved their health.

#### THE ORIGIN OF THE ROLLER MILL.

**A**T a recent meeting of The National Society of Agriculture of France, M. Lindet recalled the fact that last year a paper was presented to the society on the origin of grain mills. It then appeared that the history of roller mills, which have replaced millstones, is more or less obscure; and M. Lindet, without attempting to clear it up entirely, offered some facts that seemed to him to be of some importance.

According to him, the invention of the roller mill ought to be attributed to André Mechwart, an engineer of the Ganz establishment at Budapest, who, about the year 1875, conceived the idea of making rolls of a certain cast metal, hard enough to withstand the rapid wear and still soft enough to be fluted by a machine tool.

However, some inquiry has been made as to the predecessors of Mechwart; and it has been discovered that as early as in the eighteenth century certain inventors had conceived the grinding roll, but the metal used was too soft to be practical, being unable to withstand the wear.

About 1830 a miller of St. Denis, named Benoit, introduced into his mill grinding machines made of cylinders of millstone or other hard rock, with a face with furrows. A description of this mill appears in a treatise dated in 1862, by one Benoit (not the miller of that name, however), and in a treatise by Touaillon, fils, 1879, while a drawing of it appears in the album by Rollet in 1846.

MM. Regnault-Desroziers and Davilliers, millers of St. Denis, bethought themselves to make a search for the rolls in question in the old mill of Benoit at St. Denis, and fortunately recovered two of them. These they have offered for preservation in the collection of the National Agricultural Institute as relics of the first efforts in France toward an industry that is now of much importance. These stone "sabots" were, it appears, used in the construction of a wall protecting the water wheel of M. Davilliers' mill.—American Miller.

Some of the wheatfields about Ingersoll, Ont., are said to be in a poor condition, owing to the depredations of the Hessian fly. The hay crop is extra heavy, however, and is being stored in excellent condition.



# CURRENT MARKET QUOTATIONS

August 8, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 32.

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

## BUTTER, CHEESE AND EGGS

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

## CANNED GOODS

|                                 | Montreal. | Toronto. | St. John, Halifax. |
|---------------------------------|-----------|----------|--------------------|
| Apples, 3's.....                | 90        | 0 90     | 0 75               |
| " gallons.....                  | 1 65      | 1 75     | 2 00               |
| Asparagus.....                  | 2 20      | 2 25     | 2 40               |
| Beets.....                      | 1 00      | 1 00     | 95                 |
| Blackberries, 2's.....          | 80        | 85       | 75                 |
| Blueberries, 2's.....           | 80        | 85       | 75                 |
| Beans, 2's.....                 | 70        | 80       | 75                 |
| Corn, 2's.....                  | 2 15      | 2 20     | 2 10               |
| Cherries, red, pitted, 2's..... | 2 00      | 2 15     | 2 00               |
| " white.....                    | 70        | 80       | 80                 |
| Peas, 2's.....                  | 90        | 1 00     | 1 00               |
| " sitted.....                   | 1 00      | 1 10     | 1 10               |
| " extra sitted.....             | 1 40      | 1 60     | 1 25               |
| Pears, Bartlett, 2's.....       | 1 90      | 2 00     | 1 80               |
| " 3's.....                      | 1 75      | 2 40     | 1 50               |
| Pineapple, 2's.....             | 2 40      | 2 60     | 2 25               |
| " 3's.....                      | 1 50      | 1 90     | 1 75               |
| Peaches, 2's.....               | 2 25      | 2 90     | 2 50               |
| " 3's.....                      | 1 25      | 1 35     | 1 10               |
| Plums, green gages, 2's.....    | 1 00      | 1 25     | 1 00               |
| " Lombard.....                  | 1 00      | 1 25     | 1 00               |
| " Damson, blue.....             | 85        | 80       | 85                 |
| Pumpkins, 3's.....              | 1 45      | 1 60     | 1 60               |
| " gallon.....                   | 1 70      | 1 85     | 1 80               |
| Raspberries, 2's.....           | 1 00      | 1 25     | 1 15               |
| Strawberries, 2's.....          | 75        | 80       | 75                 |
| Succotash, 2's.....             | 2 75      | 3 20     | 3 25               |
| Tomatoes, 3's.....              | 3 00      | 3 75     | 3 50               |
| Lobster, talls.....             | 1 75      | 1 85     | 1 75               |
| " 1-lb. flats.....              | 1 00      | 1 10     | 1 25               |
| " 1/2-lb. flats.....            | 1 50      | 1 90     | 1 75               |
| Mackerel.....                   | 1 50      | 1 85     | 1 75               |
| Salmon, sockeye, Fraser.....    | 1 10      | 1 25     | 1 25               |
| " Northern.....                 | 12        | 12 1/2   | 13                 |
| " Horseshoe.....                | 20        | 21       | 20                 |
| Sardines, Albert, 1/2's.....    | 11 1/2    | 12       | 12 1/2             |
| " 3/4's.....                    | 19        | 20       | 21                 |
| " Sportsman, 1/2's.....         | 9         | 11       | 10 1/2             |
| " key opener, 1/2's.....        | 17 1/2    | 18 1/2   | 18 1/2             |
| " P. & C., 1/2's.....           | 20        | 22 1/2   | 23                 |
| " 3/4's.....                    | 27 1/2    | 30       | 33                 |
| " Domestic, 1/2's.....          | 4         | 4 1/2    | 4                  |
| " 3/4's.....                    | 7         | 8        | 8                  |
| Mustard, 1/2 size, cases.....   | 7 50      | 11 00    | 8 50               |
| 50 tins, per 100.....           | 1 00      | 1 10     | 1 10               |
| Haddies.....                    | 1 00      | 1 85     | 1 00               |
| Kipper Herring.....             | 1 00      | 1 85     | 1 00               |
| Herring in Tomato Sauce.....    | 1 00      | 1 85     | 1 00               |

## CANDIED PEELS

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

## GREEN FRUITS

|                                       |      |      |      |
|---------------------------------------|------|------|------|
| Oranges, Rhodi.....                   | 4 00 | 5 00 | 4 00 |
| " Cal. late Valencias.....            | 5 00 | 6 00 | 5 00 |
| Lemons, Messina, per box.....         | 1 50 | 2 25 | 1 75 |
| Bananas, Firsts, per bunch.....       | 4 00 | 5 00 | 4 00 |
| Apples, per bbl.....                  | 3 00 | 3 25 | 3 00 |
| Cocoanuts, per 100.....               | 18   | 20   | 18   |
| Pine apples, Floridas, per crate..... | 1 50 | 1 75 | 1 50 |
| Cal. Peaches.....                     | 2 75 | 2 00 | 2 75 |
| " Plums.....                          | 3 50 | 4 00 | 3 50 |
| " Pears.....                          | 0 08 | 0 09 | 0 08 |
| Lawtonberries.....                    | 1 00 | 1 25 | 1 00 |
| Black Currants.....                   |      |      |      |

## SUGAR

|                                        |      |      |          |
|----------------------------------------|------|------|----------|
| Granulated St. Lawrence and Red.....   | 4 50 | 4 68 | 4 70     |
| Granulated, Acadia.....                | 4 45 | 4 68 | 4 75     |
| Paris Lump, bbls. and 100-lb. bxs..... | 5 00 | 5 18 | 4 60     |
| " " in 50-lb. boxes.....               | 5 10 | 5 28 | 0 16     |
| Extra Ground Ice, bbls.....            | 5 00 | 5 45 | 5 00     |
| Powdered, bbls.....                    | 4 65 | 5 20 | 5 55     |
| Phoenix.....                           | 4 35 | 4 63 | 5 80     |
| Cream.....                             | 4 40 | 4 58 |          |
| Extra bright coffee.....               | 4 35 | 4 43 | 4        |
| Bright coffee.....                     | 4 25 | 4 43 | 3 75     |
| Bright yellow.....                     | 4 15 | 4 33 | 3 50     |
| No. 3 yellow.....                      | 4 05 | 4 23 | 3 80     |
| No. 2 yellow.....                      | 4 00 | 4 18 | 3 92 1/2 |
| No. 1 yellow.....                      | 3 85 | 4 03 |          |

## HARDWARE PAINTS AND OILS

|                                     | Montreal. | Toronto. | St. John, Halifax. |
|-------------------------------------|-----------|----------|--------------------|
| Wire nails, base.....               | \$2 85    | \$2 85   | \$3 20             |
| Cut nails, base.....                | 2 35      | 2 35     | 2 85               |
| Barbed wire, per 100-lb.....        | 3 05      | 3 05     | 3 50               |
| Oiled and Annealed Wire, No. 9..... | 2 80      | 2 80     |                    |
| White lead, Pure.....               | 6 25      | 6 37 1/2 | 6 80               |
| Linseed oil, 1 to 4 bbls., raw..... | 83        | 81       | 84                 |
| " " boiled.....                     | 86        | 84       | 87                 |
| Turpentine, single bbls.....        | 55        | 55       | 57                 |

## SYRUPS AND MOLASSES

|                                 |       |      |       |
|---------------------------------|-------|------|-------|
| Syrups—                         |       |      |       |
| Dark.....                       | 1 1/2 |      |       |
| Medium.....                     | 2 1/2 | 30   | 32    |
| Bright.....                     | 2 1/2 | 35   | 37    |
| Corn Syrup, barrel, per lb..... | 3     |      | 3 1/2 |
| " " 1/2 bbls.....               | 3 1/2 |      | 3 1/2 |
| " " kegs.....                   | 1 40  | 1 40 |       |
| " " 3 gal. pails, each.....     | 1 05  | 1 05 |       |
| " " 2 gal. ".....               |       | 40   |       |
| Honey.....                      | 90    | 1 00 |       |
| " 25-lb. pails.....             | 1 20  | 1 40 |       |
| " 38-lb. pails.....             |       |      |       |
| Molasses—                       |       |      |       |
| New Orleans.....                | 22    | 30   | 23    |
| Barbadoes.....                  |       | 29   | 60    |
| Porto Rico.....                 |       |      | 29    |
| Antigua.....                    |       | 38   | 24    |
| St. Croix.....                  |       |      | 34    |

## CANNED MEATS

|                                  |       |        |        |        |        |        |
|----------------------------------|-------|--------|--------|--------|--------|--------|
| Comp. corn beef, 1-lb. cans..... | 1 50  | \$1 85 | \$1 60 | \$1 65 | \$1 60 | \$1 70 |
| " " 2-lb. cans.....              | 2 75  | 3 30   | 2 85   | 3 00   | 2 80   | 2 90   |
| " " 4-lb. cans.....              | 8 50  | 11 00  |        | 8 25   | 8 75   | 9 25   |
| " " 14-lb. cans.....             | 20 00 | 24 50  |        | 19 50  | 20 00  | 21 00  |
| Mixed callops, 2-lb. can.....    |       | 2 75   |        | 2 60   | 2 50   | 2 80   |
| Lunch tongue, 1-lb. can.....     | 3 00  | 3 90   |        | 3 00   | 3 00   | 3 25   |
| " " 2-lb. can.....               | 6 00  | 7 90   |        | 7 00   | 5 80   | 6 00   |
| English brawn, 2-lb. can.....    | 2 40  | 2 75   |        | 2 45   | 2 75   | 2 80   |
| Camp sausage, 1-lb. can.....     |       |        |        | 2 50   | 2 50   |        |
| " " 2-lb. can.....               |       |        |        | 4 00   | 4 00   |        |
| Soups, assorted, 1-lb. can.....  | 1 15  | 1 50   |        | 1 50   | 1 40   |        |
| " " 2-lb. can.....               | 2 40  | 2 45   |        | 2 20   | 2 25   |        |
| Soups and Boull, 2-lb. can.....  | 1 75  | 2 50   |        | 1 80   | 1 75   |        |
| " " 6-lb. can.....               | 3 50  | 5 85   |        | 4 50   | 4 25   | 4 50   |
| Sliced smoked beef, 1/2's.....   | 1 65  | 1 70   | 1 65   | 1 70   |        | 2 00   |
| " " 1's.....                     | 2 75  | 3 10   | 2 80   | 2 95   |        | 3 25   |

## FRUITS

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

## PROVISIONS

|                                   |        |        |        |
|-----------------------------------|--------|--------|--------|
| Dry Salted Meats—                 |        |        |        |
| Long clear bacon.....             | 10     | 11     | 11 1/2 |
| Smoked meats—                     |        |        |        |
| Breakfast bacon.....              | 14     |        | 14     |
| Rolls.....                        | 11     |        | 12     |
| Medium Hams.....                  | 13     | 14     | 13 1/2 |
| Large Hams.....                   |        |        | 13     |
| Shoulder hams.....                | 11     |        | 11 1/2 |
| Backs.....                        |        |        | 15     |
| Meats out of pickle 1c. less..... |        |        |        |
| Barrel Pork—                      |        |        |        |
| Canadian heavy mess.....          | 19 50  | 20 00  | 19 00  |
| " short cut.....                  | 20 00  | 21 00  | 19 00  |
| Plate beef.....                   | 12 50  | 13 50  | 14 00  |
| Lard, tierces, per lb.....        | 11     | 10 1/2 | 10 1/2 |
| Tubs.....                         | 11 1/2 | 11     | 11 1/2 |
| Pails.....                        | 11 1/2 | 11 1/2 | 11 1/2 |



# Silver Dust Soap Powder

(Made in Canada)

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Gives More **QUANTITY** Than Any Other  
**SATISFACTION**

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HAMILTON.



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## JAPAN TEAS

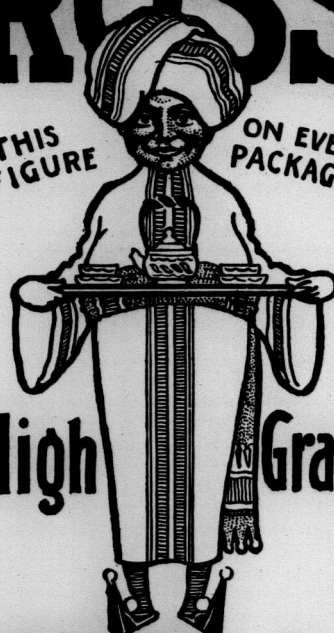
New Season **BUTTERFLY CHOP**

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# ROSS

THIS FIGURE ON EVERY PACKAGE



High Grade

# TEA

Grocers who persist in mixing ever-varying teas, are unintentionally letting much of the tea trade slip through their fingers into the hands of bakers, butchers, druggists, peddlers and others offering brands of more uniform tea at popular prices.

The only way for grocers to effectually meet this competition is to recommend a brand of tea which they know to be pure and good.

**THE ROSS TEA CO., - - TORONTO.**

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

|                                       | Montreal. | Toronto. | St. John, Halifax. |
|---------------------------------------|-----------|----------|--------------------|
| <b>PETROLEUM</b>                      |           |          |                    |
| Canadian water white.....             | 14 1/2    | 15 1/2   | 17 1/2             |
| Sarnia water white.....               | 16        | 17       | 18 1/2             |
| Sarnia prime white.....               |           | 18       | 19 1/2             |
| American water white.....             |           | 19       | 20 1/2             |
| Pratt's Astral (barrels extra)        | 18 1/2    | 19       | 17 1/2             |
| <b>Black— TEAS</b>                    |           |          |                    |
| Congou—Half-chests Kalsow,            |           |          |                    |
| Moning, Paking.....                   | 13        | 60       | 12                 |
| Caddies Paking, Kalsow.....           | 17        | 40       | 18                 |
| Indian—Darjeelings.....               | 35        | 55       | 35                 |
| Assam Pekoes.....                     | 20        | 40       | 20                 |
| Pekoe Souchong.....                   | 18        | 25       | 18                 |
| Ceylon—Broken Pekoes.....             | 35        | 42       | 35                 |
| Pekoes.....                           | 20        | 30       | 20                 |
| Pekoe Souchong.....                   | 17 1/2    | 40       | 17                 |
| China Greens—                         |           |          |                    |
| Gunpowder—Cases, extra first          | 42        | 50       | 42                 |
| Half-chests, ordinary firsts          | 22        | 28       | 22                 |
| Young Hyson—Cases, sifted             |           |          |                    |
| extra firsts.....                     | 42        | 50       | 42                 |
| Cases, small leaf, firsts.....        | 35        | 40       | 35                 |
| Half-chests, ordinary firsts          | 22        | 28       | 22                 |
| Half-chests, seconds.....             | 17        | 19       | 17                 |
| " thirds.....                         | 15        | 17       | 15                 |
| " common.....                         | 13        | 14       | 13                 |
| Pingsueys—                            |           |          |                    |
| Young Hyson, 1/2-chests, firsts       | 28        | 32       | 28                 |
| " " seconds.....                      | 16        | 19       | 16                 |
| " Half-boxes, firsts ..               | 28        | 32       | 28                 |
| " " seconds.....                      | 16        | 19       | 16                 |
| Japans—                               |           |          |                    |
| 1/2-chests, finest May pickings       | 38        | 40       | 38                 |
| Choice.....                           | 32        | 36       | 33                 |
| Finest.....                           | 28        | 30       | 30                 |
| Fine.....                             | 25        | 27       | 27                 |
| Good medium.....                      | 22        | 24       | 25                 |
| Medium.....                           | 19        | 20       | 21                 |
| Good common.....                      | 16        | 18       | 18                 |
| Common.....                           | 13        | 15       | 16                 |
| Nagasaki, 1/2-chests, Pekoe..         | 16        | 22       |                    |
| " " Oolong.....                       | 14        | 15       |                    |
| " " Gunpowder.....                    | 16        | 19       |                    |
| " " Siftings.....                     | 7 1/2     | 11       |                    |
| <b>RICE, MACARONI, SAGO, TAPIOOA.</b> |           |          |                    |
| Rice—Standard B.....                  | 3 00      | 3 10     | 3 1/2              |
| Patna, per lb.....                    | 4 25      | 4 50     | 5                  |
| Japan.....                            | 4 40      | 4 90     | 5 1/2              |
| Imperial Seeta.....                   | 4 60      | 4 90     | 5 1/2              |
| Extra Burmah.....                     |           |          | 4 1/2              |
| Java, extra.....                      |           | 5 1/2    | 6 1/2              |
| Macaroni, dom'ic, per lb., bulk       | 5         | 6        | 7 1/2              |
| " imp'd, 1-lb. pkg., French..         | 8         | 12       | 9                  |
| " " Italian.....                      | 8         | 10       | 11                 |
| Sago.....                             | 3 1/2     | 4        | 4 1/2              |
| Tapioca.....                          | 3 1/2     | 4        | 4 1/2              |



**THE CASH CUSTOMER AT A DISCOUNT.**

**O**LD Ben Franklin, who was once the highest authority on this side of the sea on domestic economy, was the author of this maxim: "A nimble sixpence is better than a slow shilling."

Dr. Franklin meant to express the doctrine that in business cash customers were better than credit sales, and, as he wrote in a time when the American States were British Colonies, and English money was then in vogue, he expressed his maxim in the terms of shillings and pence.

Times have changed since the days of "Poor Richard," which was the name over which Dr. Franklin's homely wisdom was given to the public, and, apparently, in great retail stores in cities the cash buyers are not particularly esteemed.

In an article on "Shopping in New York," in *The March Century Magazine*, by Lillie Hamilton French, the writer says:

Shopkeepers sometimes say that the "cash customer" is the profitable one, but fashion has already deserted those stores where cash payments are the rule. My corner grocer tells me that if each of his customers should insist on paying cash he would have to employ two extra men just to make the change. Certainly many of us could ill afford the time to wait for it. In the great retail stores women are sometimes detained 20 minutes until half as many cents in change can find a way back to them. There is, therefore, in large cities, where time has a value not attached to it in smaller places, a necessity for credits, for having bills and accounts, and a certain quixotic sense characterizes the conduct of those who declaim against the custom of accounts.

This statement seems to be true everywhere in cities. The cash customer receives no favors or special consideration when shopping, and is always looked upon as a stranger who would probably never be seen again in the establishment, while the shopper whose name goes on the books is well known and is an object of interest.

There is an old story to the effect that once a boat capsized in the river, throwing three persons into the water. A man on shore cried out in the most agonizing manner, begging the people to rescue the man with the red head. With difficulty the red-headed man was fished out of the water, while the other two were drowned. On being asked the cause of his intense interest in the party whose life was saved, the information was elicited that the red-headed man owed the other \$11, and if he drowned, leaving no estate behind, his death would make the debt a total loss. In this case the two cash customers were allowed to drown, while the man whose name was on the books saved his own life by being in debt.

Another disadvantage suffered by the cash customer is that he has less chance

than anybody else of getting credit. A person who has bought in the same place for 20 years and always paid money down, was, on one occasion when the purse had been accidentally left behind, refused credit for a trifling sum and was denied the benefit of a C.O.D. package, because the amount was too small for the trouble.

Nevertheless, the buying for cash has one advantage to the buyer. It saves peace of mind. By it the housekeeper escapes the sword of Damocles in the shape of debts hanging over her.

In the wholesale business, however, the cash buyer gets his innings. There is for him a premium on his cash, a discount which the credit buyer does not get. Here he is appreciated, and he is always the recipient of particular attention at the hands of the drummers and their employers. Cash in the wholesale business has not lost its attractions.—*New Orleans Picayune.*

**GROCERIES FOR CAMPING OUT.**

The San Francisco Grocer presents the following list of grocery supplies for a camping party of four persons for 10 days, which might not be without some interest to grocers in Canada:

|                                |         |
|--------------------------------|---------|
| Coffee.....                    | \$1 00  |
| Condensed milk, 6 tins.....    | 90      |
| Cube sugar.....                | 50      |
| Tea, ½ lb.....                 | 30      |
| Ex. soda crackers, 1 box.....  | 80      |
| Pork and beans, 5 tins.....    | 90      |
| Brown bread, 5 tins.....       | 1 00    |
| Black pepper, 1 tin.....       | 10      |
| Salt, 5-lb. sack.....          | 10      |
| Vinegar, 1 bottle.....         | 25      |
| Cracker meal, 4 lb.....        | 10      |
| Ham, 1.....                    | 2 00    |
| Bacon.....                     | 1 50    |
| Sardines, 6 tins, ½'s.....     | 1 40    |
| Corried beef, 3 tins, 2's..... | 75      |
| Potatoes.....                  | 1 00    |
| Tomatoes, 3 tins.....          | 25      |
| Corn, 4 tins.....              | 50      |
| O. C. fruit, 5 tins.....       | 1 00    |
| Jelly or jam, 2 glasses.....   | 50      |
| Eggs, 4 doz.....               | 80      |
| Butter, 2 squares.....         | 80      |
| Lard, 3 lb.....                | 45      |
| Gherkins, 1 bottle.....        | 25      |
| Pepper sauce, 1 bottle.....    | 10      |
| Candles, 1 lb.....             | 20      |
| Cheese, 2 lb.....              | 30      |
| Soap, 1 bar.....               | 10      |
| Matches.....                   | 10      |
| Pancake flour, 2 pks.....      | 25      |
| Bar sugar.....                 | 25      |
| Lunch tongue, 2 tins.....      | 70      |
| Deviled ham, 2 tins.....       | 50      |
| Rye bread, 2 loaves.....       | 20      |
| Ammonia, 1 pint bottle.....    | 15      |
| Total.....                     | \$20 00 |

Wm. Braid, of Braid & Co., wholesale grocers, Vancouver, B.C., is visiting Dawson, Yukon, where he is doing a big business with the local merchants.

**THE SULTANA RAISIN CROP.**

Editor CANADIAN GROCER,—Permit me to communicate a few words respecting our Sultana crop, and which may prove of some interest to your numerous readers.

Importers of Sultanas in Canada will probably remember how last year's crop proved a failure owing to a severe attack of our vineyards by the peronospora disease. Our crop, originally estimated at 40,000 to 42,000 tons, was gradually reduced down to only 17,000 tons. But it is curious to note that right at the eve of the gathering epoch there were always optimists (whether sincere or otherwise, we cannot say), and numerous they were, who still spread reports of a crop of 25,000 to 27,000 tons.

Personally, and for our justification, we must state that we were the first amongst the few to gauge thoroughly the extent of damage caused by the disease, as proved by our circular of June 20, 1900, estimating the crop at 310,000 quintals, equal to about 17,000 tons. We have since found by official returns that the past crop did not really exceed 17,000 tons.

Now, coming to prospects for the coming Sultana crop, we have, so far, acquired the following facts and knowledge:

1. That the original yield is much smaller than last year's, previous to the peronospora attack.

2. That the peronospora disease was not properly and thoroughly combated last year with the sulphate of copper solutions, and that this neglect on the part of growers has caused a fresh outburst of the peronospora microbe. The evil was happily checked by adverse atmospheric conditions, but only after it had caused a certain amount of harm in various localities.

3. That on July 5, the thermometer marking nearly 40 deg. centigrade at the shade, a most rare occurrence in this country, the fruit unprotected by the leaves of the vine trees was in some parts completely killed. Damages on this account have since been more or less ascertained, and widely differ in percentage, according to the districts, the average damage being about 15 per cent. on the whole crop.

Taking into due consideration the preceding facts, we feel justified in estimating presently the coming crop as follows:

|                                 |       |
|---------------------------------|-------|
|                                 | Tons. |
| Magnesia and Menemen.....       | 4,150 |
| Cassaba.....                    | 3,900 |
| Soma, Axar, Alaschevi, etc..... | 2,475 |
| Nymphis, Parsa, Eren, etc.....  | 3,950 |
| Djumovassi, Tourbati, etc.....  | 2,500 |
| Cate and Kilizman.....          | 275   |
| Vourla and Sivrissar.....       | 1,200 |
| Chesone and Phocce.....         | 1,650 |
| Ca aboutnu.....                 | 1,100 |
| Smyrna and environs.....        | 800   |

Total, about..... 22,000

ANT. SOLARI.

Smyrna, July 20, 1901.



## THE PROVISION TRADE.

The Markets—Picnics of Pork Packers—Miscellaneous Notes.

### PICNICS OF PORK PACKERS.

THE seventh annual picnic of the employes of The Geo. Matthews Co., Limited, Peterboro', Ont., took place on Friday per steamer City of Peterborough to Jubilee Point. Over 300, employes, their families and friends, partook of the hospitality of The Matthews Co., and all were united in saying that the outing was the most pleasant and enjoyable of the seven.

The annual picnic of the employes of the Ingersoll Packing Co. was held on August 1 in the grove on the flats southwest of the pork factory. A procession was formed at the market square at 1 o'clock. The Foresters' band headed the procession and a large number of the pork packers marched in line, each wearing a wide-rimmed straw hat and a badge. There was a very large crowd present during the afternoon, and a still larger one in the evening. Dancing was indulged in till a late hour. It was the largest picnic ever held under the auspices of that institution.

### NEW BUILDINGS FOR THE INGERSOLL CO.

The frame hog barracks at the factory of The Ingersoll Pork Packing Co. have been removed, and a stone foundation is being laid for a new three-storey brick building to be used for the same purpose as the old one. It will be fitted up on a down-to-date plan with every convenience for receiving hogs from the cars and farmers' waggons, feeding and watering them, and passing them along to the killing-room.

### THE PROVISION MARKETS.

#### TORONTO.

Though the trade is small, as is usual during August, it is fully up to the average for this time of year. Prices are unchanged throughout. We quote: Dressed hogs, \$9.25 to \$9.50 per cwt.; mutton, \$6 to \$7 per cwt.; yearling lambs, \$7.50 to \$8.50 per cwt.; spring lambs, 10 to 11c. per lb.; beef carcasses, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8½ to 9½c. for best; fore quarters, 4½ to 5½c. for best; calves, \$7 to \$8 for best and \$6 to \$7 for mediums.

The brisk demand for pork products is well maintained, and prices have stiffened throughout. Smoked backs are ½c. per lb. higher. We quote as follows: Long clear bacon, 11½c. Smoked meats—Breakfast

bacon, 14 to 14½c.; rolls, 12c.; small hams, 13½ to 14c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11½c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20; Canadian short cut, \$21; lard, tierces, 10¾c.; tubs, 11c.; pails, 11¼c.

#### MONTREAL.

Statistics for August 1, showing the stock of lard held at world's points, indicate that the supply has been more plentiful during the past month, the amount at the end being 229 029 tierces, against 207,127 a month previous. The increase seems to be due to the fact that a great many hogs have been sent into the markets because western farmers were not prepared to feed them, in view of the failure of the corn crop. A further increase may be shown during the present month, but the scarcity is expected to reveal itself again. Manufacturers are acting on this assumption. Price of pork is unchanged. Business is quiet. We quote: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.92 for 1 to 24 pails; \$1.90 for 25 to 49 pails; \$1.88 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 26-lb. pails, and 10¼c. in 50-lb. boxes, for Quebec.

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

The local market is dull. Pork is very high. Beef holds quite firm, but does not show high figures. There is little doing. Lard is still very high, and a fair stock is held. There is a fair sale. Compound has a steady sale. Smoked meats are scarce.

#### LIVERPOOL.

Reported by Anglo-Canadian Produce Co., Limited, Liverpool, July 27.

Cheese—A steady, hand-to-mouth demand, with values firming up. Irregular old colored cheddars, nearly cleared, 38s. to 42s.; fine new colored States, heated, 45s. to 46s.; fine new white States, 45s. to 46s.; finest new Canadian, colored, 46s. to

48s.; finest new Canadian, white, 46s. to 47s.

Butter—Slow trade, but more inquiry. Copenhagen up 2 kroners. Danish—firkins, 106s. to 110s.; Russian and Siberian, 90s. to 92s.; Irish creameries, 100s. to 104s.; Irish factories, 90s. to 94s.; Canadian creamery—boxes, 100s. to 102s.; States, fine, 84s. to 86s.

Eggs—Steady. Eggs, per 120: Irish hens', 6s. to 7s.; ducks', none; Canadian preserved (contracting), 6s. 10d. to 7s. 3d.; continental, 4s. 6d. to 6s.

Bacon—Easier on some cuts, especially Canadian. Waterford Irish sides, 62s. to 66s.; Danish sides, 56s. to 59s.; Canadian Wiltshire sides, 54s. to 56s.; Canadian long rib, 52s. to 54s.; Canadian Cumberland cut, 51s. 6d. to 53s.; American long clear, 46s. to 48s.; American short clear, 42s. 6d. to 43s.; American short rib, 48s. to 50s.; American Cumberland cut, 42s. to 47s.; American Stafford cut, 46s. to 47s.; American clear bellies, 51s. 6d. to 54s. 6d.; American short clear backs, 44s. 6d. to 46s.; American shoulders, N. Y., 39s. to 41s.; American shoulders, square cut, 38s. to 40s.; American shoulders, picnics, 38s. 6d. to 40s. 6d. Hams—Canadian cut, 53s. to 58s.; American long cut, 54s. to 58s.; American short cut, 54s. to 58s.; American skinless, 57s. to 60s. Lard—Tierces, prime, steam, 44s.; lard, refined, 28-lb. pails, 43s. 9d. to 44s. 6d.

The London Grocers' picnic to Sarnia was attended by about 300 grocers, their clerks and friends. A programme of sports, fishing, boating, etc., made the day enjoyable. The city travellers entertained the grocers at the Harrington House, Port Huron, in the afternoon.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

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

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

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled

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

D. GUNN, BROTHERS & CO.

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





To hold the Best Trade  
you must sell the Best  
Goods.

REGISTERED  
*Bow Park*  
BRAND

## Sweet Pickles

Always Lead.

Your wholesaler will give you quotations, or write direct.

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

The demand for

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

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

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

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

## Sugar-Cured MEATS

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

### SHOULDERS

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

**F. W. FEARMAN CO.**

Limited  
Pork Packers, Lard Refiners,  
Butter and Cheese Dealers,

Hamilton, Ont.

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



GUARANTEED CHOICE AND PURE.

**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house.



**PRODUCE IMPORTS INTO LIVERPOOL.**

According to the weekly circular of the Anglo Canadian Produce Co., Limited, the imports of dairy produce and provisions into Liverpool this year up to July 26 and for the corresponding period last year were as follows :

|                        | To July 26,<br>1901. | To July 25<br>1900. |
|------------------------|----------------------|---------------------|
| Cheese, boxes .....    | 438,900              | 558,245             |
| Butter, packages ..... | 198,391              | 54,250              |
| Bacon, boxes .....     | 328,315              | 351,441             |
| Hams, boxes .....      | 161,718              | 150,574             |
| Lard, tons .....       | 28,290               | 24,956              |

Stocks in Liverpool on the undermentioned dates were as follows :

|                               | June 29,<br>1901. | May 31,<br>1901. | June 30,<br>1900. |
|-------------------------------|-------------------|------------------|-------------------|
| Cheese, boxes .....           | 40,038            | 38,245           | 47,791            |
| Butter, packages .....        | 4,838             | 1,981            | 1,216             |
| Bacon, boxes .....            | 13,159            | 14,074           | 16,341            |
| Hams, boxes .....             | 4,916             | 6,204            | 6,706             |
| Shoulders, boxes .....        | 2,076             | 3,253            | 2,577             |
| Lard, prime steam, tierces .. | 5,960             | 3,582            | 12,927            |
| " refined, " tons .....       | 2,122             | 1,718            | 1,261             |

**A PLACE FOR THE DRUMMER.**

One of the early effects of industrial combinations was the elimination of the travelling salesman, says *The Marine Review*. He went the way of all useless appendages, for assuredly he was useless when the firm which employed him merged its interests with its competitor. Things move in cycles, however, and the era of the travelling salesman is about to dawn again. The domestic field is largely closed to him, as it has been for some years past, but the foreign field is opening. The United States are producing a surplus which must be disposed of. Foreign markets cannot be successfully cultivated by circulars alone. Circulars can herald the advance of the salesman, but they cannot always sell goods. The magnetic personality and persuasive tongue of the salesman is needed. The foreign market is a difficult field to handle, and the demand upon the talents of the travelling salesman is great. He must be versatile, gentlemanly and educated. He must speak the language of the country to which he is sent. He must be a diplomat who has devoted his attention to business. The oversea market is the market of the future. It is the one market whose possibilities cannot be measured. To all practical purposes it is infinite. With proper cultivation, no end of trade will come out of it. It is idle to think, however, that this trade can be secured without personal representation. It cannot. Contiguous countries have the natural advantage which can only be overcome by a representative on the spot with full power to act. The logical conclusion is that that army of workers which did so well to develop internal trade when there was need of them will, when transferred to Europe and the Orient, do the same thing for the foreign trade of the United States.

**Are you thinking about MEATS?**

If you are looking for a

**LIVE LINE OF SELLERS**

buy **CLARK'S.**

**60 Varieties 60**

Once used and your  
customers will ask for OUR

**LARD**

not twice or three times, but **ALL THE TIME**

**Our Process of Rendering**

Demands absolute cleanliness and purity.  
An Absolutely Pure Lard is the result.

**Every Grocer Should Have It**

FROM 3-LB. TINS UP.

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

**Our Brands Give Satisfaction.**

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

**Hot Weather Specials**

READY FOR LUNCHEON :

**BOILED PORK HAMS,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,**

**BOILED BEEF HAMS,  
HAM, CHICKEN and TONGUE  
SAUSAGE.**

**The Park, Blackwell Co., Limited**  
Packers and Exporters, **TORONTO, CANADA.**

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

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



Shipping Packages.

Write for Prices to

Boeckh Bros. & Company, TORONTO.

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



We expect ————— your order  
— as —

# VICTORINE

is now sold by all live, up-to-date grocers who have the interests of their customers at heart.

"A great Washing Compound."

FREE SAMPLES.

**VICTORINE** (Incorporated) MONTREAL.

DWIGHT'S



SODA

## THE MOUTH WATERS

when reading our cook book, but to taste buns and pastry made with

Dwight's Cow Brand Soda

—that's the test!

Ask your customers about it.

JOHN DWIGHT & CO., TORONTO

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

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

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

## "Capstan" Brand

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

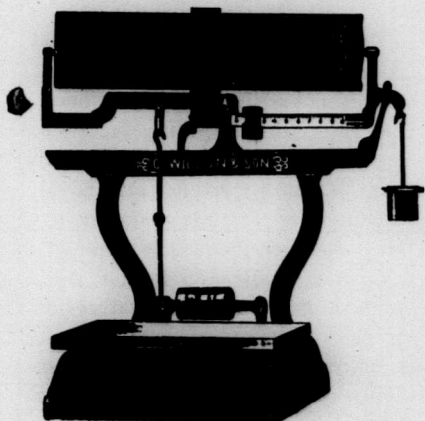
We are now installed in our new factory at 50 Jarvis Street, Toronto, where we can meet your demands favorably.

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

# James "Dome" Lead.

This is the highest grade of lead in the world.

No dust. Hard finish. Brilliant.



# WILSON'S SCALES

ARE AS GOOD AS A GOVERNMENT BOND.

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

Highest Medal at Chicago, and Paris, France.

Easy terms of payment.

**C. WILSON & SON**

Get Prices.

69 Esplanade Street East, TORONTO, ONT.



## MOISTURE IN COLD STORAGE.

BY L. C. CORBETT.

**B**ESIDES the temperature in a cold storage room the degree of moisture is of considerable importance.

It is neither necessary nor desirable that the storage room should be absolutely dry; on the contrary, it may be too dry as well as it may be too damp. If the room is too dry it will favor the shrinkage and drying out of certain goods. If the room is too damp goods are liable to spoil and become mouldy, etc. For this reason the moisture should always be kept below the saturation point. This condition can be ascertained by the hygrometric methods described in the chapter treating on water and steam.

There is little danger that the rooms will ever be too dry; on the other hand, they are not required to be absolutely dry, and as to chemical dryers, such as chloride of calcium, oatmeal, etc., they are probably superfluous, with proper ventilation and refrigerating machinery properly applied.

Generally the artificial drying of air is considered superfluous in cold storage, as the air is kept sufficiently dry by the condensation that forms on the refrigerating pipes. In this way the moisture exhaled by fruits, etc., is also deposited. Special care, however, is to be taken to remove the ice from the coils from day to day as it forms, in which case it is readily used in storage houses refrigerated by artificial refrigeration. Freshly burnt lime is sometimes used in egg rooms.

In cold storage houses operated by natural ice, chemical or physical absorbents, such as oatmeal, slacked lime, chloride of calcium and chloride of magnesium are frequently used. The latter substance is the principal constituent of the waste bittern of salt works, which is sometimes used for drying air in the cold storage of fruit.

The waste bittern is spread out on the entire surface of the floor, and, if needed, on additional surfaces above it. One square foot of well exposed bittern, either in the dry state or state of inspissated brine, will be enough to take up the moisture arising from two to six bushels of fruit, varying according to its condition of greenness or ripeness. The floors of the preserving room should be level, so that the thick brine running from the dry chloride may not collect in basins, but spread over the largest surface. The moisture from the fruit taken up by the absorbent varies from about three to ten gallons for every 1,000 bushels of fruit weekly. The spent chlorides or the spent waste bittern may be revived by evaporation, by which they are boiled down to a solid mass again.

The waste bittern is also used as a crude hydrometer by dissolving one ounce of the same in two ounces of water and by balancing the shallow tin dish containing the mixture on a scale placed in the cold storage room. If the scale keeps balanced, it indicates the proper state of dryness, but if the weight of the mixture increases the moisture of the room is increasing and the means for keeping the air dry should be put in operation.

### DRY AIR FOR REFRIGERATING PURPOSES.

To produce a dry air by mechanical means, St. Clair considers the entire absence of any condensing or refrigerating surface in the space to be refrigerated absolutely necessary. The rapid circulation of the air in the room is also of vital

importance; and in such circulation no contact of the incoming cold air with the outgoing warm air to cause condensation is the result aimed at. To insure these conditions, he places the refrigerator at the highest point, and has communicating air shafts from the bottom of the same to the rooms to be cooled. Like shafts ascend from the top of the rooms cooled to top of refrigerator. The refrigerating coils in the refrigerator are kept at a temperature of zero to 15 degrees below, and a small stream of strong brine is allowed to drip over the coils to a pan underneath, being pumped back to the upper drips as fast as deposited. This brine will have a temperature ranging from zero to 4 degrees below. The action is said to be simple and effective; all moisture is either condensed or frozen instantly as it comes in contact with such low temperature, and absolutely dry air descends in the air shafts to the rooms to be cooled.

### COLD STORAGE TEMPERATURES

Generally speaking, the temperature of cold storage rooms is about 34 degrees F. For chilling the temperature of the room it is generally brought down to 30 degrees F., and in the case of freezing goods from 10 degrees F. to 0 degree F.

The temperature and other conditions best adapted for the cold storage of different articles of food, provisions, etc., have been compiled in the following paragraphs, which reflect the views of prominent and successful cold storage men.

### STORING FRUITS.

The temperatures for storing fruits are given in the following table:

| Fruits.           | Remarks.             | Degrees F. |
|-------------------|----------------------|------------|
| Apples            |                      | 32-34      |
| Bananas           |                      | 34-36      |
| Berries, fresh.   | For 3 or 4 days.     | 34-36      |
| Cantaloupes.      | Carry about 3 weeks. | 32         |
| Cranberries       |                      | 33-34      |
| Dates, figs, etc. |                      | 34         |
| Fruits, dried     |                      | 35-40      |
| Grapes            |                      | 33-36      |
| Lemons            |                      | 34-40      |
| Oranges           |                      | 36         |
| Peaches           |                      | 35-45      |
| Pears             |                      | 33-36      |
| Watermelons.      | Carry about 3 weeks  | 32         |

Apples when stored in barrels should not be stored on ends, but perfectly on their sides. A temperature of 32 degrees is considered most favorable.

In general, green fruits and vegetables should not be allowed to wither. Citrus fruits and vegetables should be kept dry until the skin loses its moisture, then the drying process should be immediately checked. For bananas no rule can be made. The exigencies of the market must govern the ripening process, which can be manipulated almost at will.

Fruits, especially tender fruits, should be placed in cold storage just when they are ripe. They will keep better than if put in when not fully ripe.

Pears will stand as low a temperature as 33 degrees. Sour fruit will not bear as much cold as sweet fruit. Catawba grapes will suffer no harm at 26 degrees, while 32 degrees will be as cold as is safe for a lemon.

The spoiling of fruit at a temperature below 40 degrees F. is due to moisture. In storing apples eight to ten cubic feet storage room space is allowed per barrel, and

twenty to twenty-five tons daily refrigerating capacity per 10,000 barrels.

### STORING VEGETABLES.

| Articles.   | Degrees F. |
|-------------|------------|
| Asparagus   | 34         |
| Cabbage     | 32-34      |
| Carrots     | 33-34      |
| Celery      | 33-35      |
| Dried Beans | 32-40      |
| Dried Corn  | 35         |
| Dried Peas  | 40         |
| Onions      | 32-34      |
| Parsnips    | 33-34      |
| Potatoes    | 34-36      |
| Sauerkraut  | 35-38      |

Asparagus, cabbage, carrots and celery are carried with little humidity; parsnips and salsify same as onions and potatoes, except that they may be frozen without detriment. —In Bulletin West Virginia Experimental Station.

### CONTRACT NOT TO ENGAGE IN BUSINESS.

The Court of Appeals of the District of Columbia held, in the case of Love et al. vs. Stidham, reported in The Washington Law Reporter, that where the contract executed by the two members of a partnership for the sale of a retail grocery business conducted by them contained a covenant that "the party of the first part" (the vendors) "shall not engage in the retail business for the period of five years within one mile of the store building located as herein set forth," a violation of such covenant by one of the former partners was a violation by both, for which both were liable; that in order to show a breach of the covenant it was not required to be shown that the defendant had a regular store, or that he retailed all the articles kept and retailed from the store sold the plaintiff, but that the retailing by the defendant within the prescribed limits of a material and substantial part of such articles would constitute such breach, provided it came within the definition of a retail grocery business; that the defendant was responsible if he served customers within the prescribed limits, although he might have no residence, shop or place of business within such limits, and that what constitutes a retail grocery business is largely a matter of fact to be determined by a jury under proper instructions by the court as to the meaning and construction of the contract.

### FILLING FOR NAIL HOLES.

The following method of filling up nail holes in wood is not only simple, but said to be effectual: Take fine sawdust and mix into a thick paste with glue, pound it into the hole, and when dry, it will make the wood as good as new. Frank Christin, jr., in Stoves and Hardware, says he has followed this for 30 years, with unvarying success in repairing bellows, which is the most severe test known. Often by frequent attachment of new leather to old bellows frames, the wood becomes so perforated that there is no space to drive the nails, and even if there were, the remaining holes would allow the air to escape. A treatment with glue and sawdust paste invariably does the work, while lead, putty, and other remedies always fail.



# BARBADOES MOLASSES.

A cargo of fine Barbadoes Molasses has just been received, and we are now delivering ex wharf all orders taken for July delivery.

We are ready to book orders (for Fall delivery) for canned goods of every description, all new pack, 1901.

We wish to advise the trade that there is a considerable quantity of last year's pack on the market.

Be sure when you order your winter's supply that you get 1901 goods, otherwise you may be served with old stock and displease your customers.

We offer nothing but fresh goods, and our prices are right.

The salmon canners' strike will not affect our trade. We are prepared to guarantee delivery of any orders we may accept, and hold contracts for large quantities of:

- "Clover Leaf" Salmon, tall and flat tins.**
- "Horse Shoe" Salmon, tall and flat tins.**
- "Victoria" Salmon, tall and flat tins.**
- "Owekayno" Salmon, tall tins.**
- "Red Cohoes" Salmon, tall tins.**
- "Princess" Pink Salmon, tall tins.**

We specially recommend the "Victoria" Brand as a very superior article.

"Pink" salmon should also be given a trial order. It will pay you, and is guaranteed to please your customers.

We respectfully invite our clients to send in their Fall orders for Richard's, Couturier's and Marionis Brandy before the 15th of August, in order to benefit by the direct steamship rates of freight.

Ship will sail about middle of September.

Don't forget that we are agents for Sir Thos. Lipton's famous Ceylon Teas.

We also keep in stock a full assortment of Japan Gunpowders and Black Teas which we can quote very low—try us.

---

## Laporte, Martin & Cie., Montreal.



## THE MAKING OF LAMP CHIMNEYS.

**A**N interesting article on the manufacture of lamp chimneys appeared in a recent issue of *The Scientific American*. After a few introductory words the writer of the article says:

"Perhaps the most important feature in the manufacture of lamp chimneys, or, indeed, of any form of glassware, is the mixing of the ingredients. As in the case of plate glass, the body of the mixture consists of a sand which is as nearly pure silica as can be obtained. The sand is quarried from silica rock, then thoroughly ground and sifted through a 40-mesh screen, the material being received at the works in the prepared condition. The second most important ingredient is litharge; while potash and soda are used as fluxes. When the above mixture is used for the best quality of lamp chimneys, about 50 per cent. of the total is silica. The sand is melted in what is known as the 'furnace,' a large conical structure which is fired by gas from beneath and contains some 14 to 16 large melting pots, which are molded from a very specially prepared and carefully kneaded pot-clay. The melting pots are generally 44 in. in their largest diameter and 50 in. in height. They are arranged in a circle within the furnace, each one opposite a door. It takes 24 hours to melt the contents of a pot of the size just described. Ordinarily the contents are made up of part of the prepared mixture and part 'cullett,' i.e., glass left over from previous days of operations.

"The blowing is done with a long iron tube, known as the blow-pipe, which has a mouth-piece at one end, and is swelled out and thickened into a bell-mouth form at the lower end. In the process of blowing, the operator dips the thickened end into the melting pot and twists it around until it has gathered up a ball of molten glass of the desired size. The blow-pipe is then withdrawn from the furnace and the ball of glass is rolled out to a conical shape on a plate and slightly inflated by blowing through the tube. The blow-pipe is then handed to the second operator, who completes the operation of blowing. The bubble, if we may so call it, of glass, is thicker and heavier at its lower end, and, to secure the elongated form necessary to lamp chimneys, the operator swings the blow-pipe to and fro, thus causing the bubble to stretch by its own weight. By thus alternately swinging and blowing he brings the bubble to the required length, and approximately to the required diameter, and then places it within a hinged mold, which is opened to receive it, either by himself or one of his assistants.

He then twists the pipe and blows at the same time, thus pressing the glass against the inner walls of the mold. The tube with the molded chimney attached is then withdrawn from the mold, and handed to another operator, who, with a pair of spring tongs, forms the flaring top of the lamp chimney and marks a sharp depression just outside its base where it is to be broken away from the blow-pipe. Although a large amount of blowing is done by hand and mouth, increasing use is made of what is known as the Owens blowing machine, which substitutes mechanical for hand power. This consists of a vertical stand, at the base of which is a vertical table, carrying half a dozen of the hinged molds already referred to. After the first operator has blown and elongated the ball of glass to the desired shape, the blow-pipes are placed in the mold, with the upper ends of the tubes secured in a clamp near the top of the stand. To each of the tubes is connected a rubber hose, which is supplied with air from a small air-pump located on and forming a part of the machine. The table with its blow-pipes is rotated, and air pressure is applied through the hose, half a dozen chimneys being thus blown and molded at the same time.

"The chimneys are next carried to the annealing furnace. This is constructed with a metallic belt conveyer that passes through the furnace from end to end. The chimneys are piled up thickly upon this belt and carried through the furnace. The conveyer moves sufficiently slowly to subject

each chimney to the heat of the furnace for from 12 to 24 hours. After annealing, the chimney is cut down to length. This cutting is done by rotating the chimney horizontally above two fine transverse slits, through which a thin stream of hot air impinges on the glass at the point where it is to be cut through. The strain set up by this local heating is sufficient to enable the girl who attends the machine to break off the ends with a slight bending pressure. The chimney ends, after cutting, are sharp and rough, and it is necessary to give them the proper finish. The mouth of the chimney is smoothed by 'glazing,' which is done by exposing it to the blast of a small gas-fired furnace until fusion of the edge takes place, the result being the smooth, rounded edge which characterizes the lamp chimney. In the case of chimneys with crimped edges, the crimping is done in a special machine which slightly flares and crimps the edges at one operation. The base is squared and smoothed down by grinding it upon a circular, rotating, cast-iron table, whose surface is covered with sand and water. The lamp chimneys are stood on end in small pockets formed in smaller discs, answering to the 'runners' of a plate-glass grinding machine, and are loaded with weights to give the proper pressure. After they have been ground, they are taken to a stamping machine, where the maker's name is stamped on with a hydrofluoric acid preparation known as 'white acid.'

"The chimneys are then taken to the labelling and packing-room, where they are labelled, wrapped in paper, placed in separate cardboard boxes, and finally delivered to the packers. Such chimneys as are not shipped in boxes are packed loose with straw carefully worked around them."

**POPULARITY**

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

**EMPIRE**

**SMOKING TOBACCO**

In 5 10 and 15c. Plugs.

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

*EMPIRE* is well advertised.

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

*EMPIRE* is A BIG PLUG FOR LITTLE MONEY

Made by

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



# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

## GILLARD'S PICKLE—Cases of a Dozen.

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

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

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

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



# LICORICE..

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

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

## POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, TORONTO

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

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

Write for scale of charges, etc., to

THE GLENER CO.,

Limited

"Gleaner" Office, KINGSTON, JA.

## 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 durable. Send your orders to

THE...

Oakville Basket Co.  
Oakville, Ont.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

## KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

# COWAN'S

Hygienic and

Perfection

# COCOA

Queen's Dessert, Royal Navy  
and Perfection - - -

# CHOCOLATE

COWAN'S ICINGS FOR CAKE.



# MOLASSES

.....P.Q., May 9th, 1901

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

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

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

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

The Dominion Molasses Co.,  
Limited  
MOLASSES AND SYRUPS. HALIFAX, N.S.

# SOUTHWELL

stands for all that  
is best in

## Jams, Jellies

and

## Marmalades.

You cannot get better than Southwell's, and most times you get poorer goods for the same money. Write us for Price List.



## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS.

## Current Market Quotations for Proprietary Articles

August 8, 1901.

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

### BAKING POWDER.

| Cook's Friend—                     |  |         |
|------------------------------------|--|---------|
| Size 1, in 3 and 4 doz. boxes..... |  | \$ 2 40 |
| " 2, 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    |
| 9 oz. tins, 4 ".....               |  | 1 10    |
| 5 lb. tins, 1/2 ".....             |  | 4 00    |
| Diamond— W. H. GILLARD & CO.       |  |         |
| 1 lb. tins, 3 doz. in case.....    |  | 3 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.         | 1 lb.         | \$0 85   |
| 3 "            | 6-oz.         | 1 75     |
| 2 and 3 doz.   | 12-oz.        | 3 40     |
| 2 and 3 doz.   | 16-oz.        | 4 35     |
| 1 doz.         | 2 1/2-lb.     | 10 40    |
| 1/2 and 1 doz. | 5-lb.         | 19 50    |

### MAGIC BAKING POWDER.

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

### JERSEY CREAM BAKING POWDER.

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

### BLACKING.

| COONEY'S                     |        |
|------------------------------|--------|
| Boxes, each 4 doz.....       | \$1 50 |
| SHOE POLISH.                 |        |
| HENRI JONAS & Co. Per gross. |        |
| Jonas'.....                  | \$9 00 |
| Froments.....                | 7 50   |
| Military dressing.....       | 24 00  |

### BLUE.

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

### BLACK LEAD.

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

### COEN BROOMS

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

### BISCUITS.

| PEEK, FREAN & Co.                                                              |                            |
|--------------------------------------------------------------------------------|----------------------------|
| Metropolitan mixed.....                                                        | 40 lb. tins 10c.           |
| Florence Wafers.....                                                           | 8 lb. tins 36c.            |
| Venice Wafers.....                                                             | 8 lb. tins 36c.            |
| Florence Wafers.....                                                           | Small tins \$3.70 per doz. |
| CARR & CO., LIMITED.                                                           |                            |
| Frank Magor & Co., Agents.                                                     |                            |
| Cafe Noir.....                                                                 | 0 15                       |
| Ensign.....                                                                    | 0 12 1/2                   |
| Metropolitan mixed.....                                                        | 0 09                       |
| Special price list of Fancy Tins for Xmas trade and other lines on application |                            |

### CANNED GOODS.

| MUSHROOMS.                |         |
|---------------------------|---------|
| HENRI JONAS & Co.         |         |
| Mushrooms, Rionel.....    | \$14 75 |
| " 1st choice Duthell..... | 17 50   |
| " 1st choice Lenoir.....  | 18 50   |
| extra Lenoir.....         | 20 00   |
| Per case, 100 tins.       |         |
| FRENCH PEAS—DELORY'S      |         |
| HENRI JONAS & Co.         |         |
| Moyen's No. 2.....        | \$9 00  |
| " No. 1.....              | 10 50   |
| 1/2 Fins.....             | 12 50   |
| Fins.....                 | 14 00   |
| Tres fins.....            | 15 00   |
| Extra fins.....           | 16 50   |
| Sur extra fins.....       | 18 00   |

### FRENCH SARDINES.

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

### CHOCOLATES & COCOAS.

| Epps' cocoa, case of 14 lbs., per lb..... | 0 35     |
|-------------------------------------------|----------|
| Smaller quantities.....                   | 0 37 1/2 |
| CADBURY'S.                                |          |
| Frank Magor & Co., Agents per doz.        |          |
| Cocoa essence, 3 oz. packages.....        | \$1 65   |
| Mexican chocolate, 1/2 and 1/4 lb. pkgs.  | 0 40     |
| Rock Chocolate, loose.....                | 0 40     |
| " 1-lb. tins.....                         | 0 42     |
| Nibs, 1-lb. tins.....                     | 0 35 1/2 |

| Chocolate—FRY'S per lb.                     |      |
|---------------------------------------------|------|
| Caracas, 1/4's, 6-lb. boxes.....            | 0 42 |
| Vanilla, 1/4's.....                         | 0 42 |
| "Gold Medal" Sweet, 1/4's, 6 lb. boxes..... | 0 39 |
| Pure, unsweetened, 1/4's, 6 lb. boxes.....  | 0 42 |
| Fry's "Diamond", 1/4's, 14 lb. boxes.....   | 0 34 |
| Fry's "Monogram", 1/4's, 14 lb. boxes.....  | 0 34 |
| Cocoa—per doz.                              |      |
| Concentrated, 1/4's, 1 doz. in box.....     | 2 40 |
| " 1/2's.....                                | 4 50 |
| " 1 lb. ".....                              | 8 25 |
| Homoeopathic, 1/4's, 14 lb. boxes.....      |      |
| 1/2 lbs. 12 lb. boxes.....                  |      |

| JOHN F. MOTT & CO.'S.          |             |
|--------------------------------|-------------|
| E. 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 33   |
|-----------------------------------------|--------|
| Mott's Breakfast Cocoa (in ins)....     | 0 40   |
| Mott's No. 1 Chocolate.....             | 0 28   |
| Mott's Breakfast Chocolate.....         | 0 28   |
| Mott's Caracas Chocolate.....           | 0 40   |
| Mott's Diamond Chocolate.....           | 0 23   |
| Mott's French-Can. Chocolate.....       | 0 18   |
| Mott's Navy or Cooking Chocolate..      | 0 28   |
| Mott's Cocoa Nibs.....                  | 0 35   |
| Mott's Cocoa Shells.....                | 0 05   |
| Vanilla Sticks, per gross.....          | 0 90   |
| Mott's Confectionery Chocolate 0 21     | 0 43   |
| Mott's Sweet Chocolate Liquors 0 19     | 0 30   |
| COWAN COCOA AND CHOCOLATE CO.           |        |
| Hygienic Cocoa, 1/4 lb. tins, per doz.  | \$3 75 |
| Cocoa Essence, 1/4 lb. tins, per doz.   | 3 25   |
| Soluble Cocoa, No. 1 bulk, per lb.      | 0 20   |
| Diamond Chocolate, 12 lb. boxes....     | 0 25   |
| Royal Navy Chocolate, 12 lb. boxes      | 0 30   |
| Mexican Vanilla Chocolate, 12 lb. boxes | 0 35   |

### CHEESE.

|                                     |        |
|-------------------------------------|--------|
| Imperial—Large size jars, per doz.. | \$8 25 |
| Medium size jars.....               | 4 50   |
| Small size jars.....                | 3 40   |
| Individual size jars.....           | 1 00   |
| Imperial Holder—Large size.....     | 18 00  |
| Medium size.....                    | 15 00  |
| Small size.....                     | 12 00  |
| Roquefort—Large size, per doz.....  | 2 40   |
| Small size.....                     | 1 40   |
| Paragon—Large size, per doz.....    | 3 25   |
| Medium size.....                    | 4 50   |
| Small size.....                     | 2 40   |
| Individual size.....                | 1 00   |

### BAYLE'S POTTED.

|                                      |            |            |         |
|--------------------------------------|------------|------------|---------|
| Robert Greig & Co., Agents, Toronto. |            |            |         |
| After Dinner.....                    | 1-lb. Jar. | 5-lb. Jar. |         |
| Develled.....                        | \$2 40     | \$4 25     | \$18 60 |
|                                      | 3 65       | 4 75       |         |

### COFFEE

| JAMES TURNER & CO. per lb. |          |
|----------------------------|----------|
| Mexico.....                | 0 32     |
| Damascus.....              | 0 28     |
| Cairo.....                 | 0 20     |
| Sirdar.....                | 0 17     |
| Old Dutch Bio.....         | 0 12 1/2 |

### CLOTHES PINS

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



# Edwardsburg Silver Gloss Starch.

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

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

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

| EXTRACTS.                             |                   |
|---------------------------------------|-------------------|
| <b>HENRI JONAS &amp; Co.</b>          | <b>Per gross.</b> |
| 1 oz. London Extracts                 | \$5 00            |
| 2 oz. " (no corkscrews)               | 5 50              |
| 2 oz. " "                             | 9 00              |
| 1 oz. Spruce essence                  | 6 00              |
| 2 oz. " "                             | 9 00              |
| 2 oz. Anchor extracts                 | 13 00             |
| 4 oz. " "                             | 31 00             |
| 8 oz. " "                             | 36 00             |
| 1 lb. " "                             | 70 00             |
| 1 oz. Flat, Anchor extracts           | 9 00              |
| 2 oz. " " "                           | 18 00             |
| 2 oz. Square " "                      | 21 00             |
| 4 oz. " " (corked)                    | 36 00             |
| 8 oz. " " "                           | 72 00             |
| 4 oz. " glass stop extracts           | Per doz. 2 50     |
| 8 oz. " " "                           | 5 00              |
| 2 1/2 oz. Round quintessence extracts | 3 00              |
| oz. Jockey decanters                  | 3 50              |

| FOOD.                                 |               |
|---------------------------------------|---------------|
| Robinson's Patent Barley 1/2 lb. tins | per doz. 1 25 |
| " " " 1 lb. tins                      | 2 25          |
| " " " Groats, 1/2 lb. tins            | 1 25          |
| " " " " 1 lb. tins                    | 2 25          |
| <b>GILLET'S POWDERED LYE.</b>         |               |
| 4 doz. in case                        | \$3 60        |

| JAMS AND JELLIES                   |      |
|------------------------------------|------|
| <b>SOUTHWELL'S GOODS.</b> per doz. |      |
| Frank Magor & Co., Agents.         |      |
| Orange Marmalade                   | 1 50 |
| Clear Jelly Marmalade              | 1 80 |
| Strawberry W. F. Jam               | 3 00 |
| Raspberry " "                      | 3 00 |
| Apricot " "                        | 1 75 |
| Black Currant " "                  | 1 85 |
| Other Jams, W. F.                  | 1 55 |
| Red Currant Jelly                  | 2 75 |

| T. UPTON & CO.                            |          |
|-------------------------------------------|----------|
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00   |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 1/4 |
| 7-lb. wood pails, 6 "                     | 0 06 3/4 |
| 14-lb. wood pails, per lb                 | 0 16 3/4 |
| 30-lb. " "                                | 0 06 1/2 |
| <b>Jellies—</b>                           |          |
| 1-lb. glass jars, per doz.                | \$1 00   |
| 7-lb. wood pails, per lb.                 | 0 06 1/2 |
| 14-lb. " " "                              | 0 06 1/2 |
| 30-lb. " " "                              | 0 06 1/2 |

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

| LICOORICE.                                         |        |
|----------------------------------------------------|--------|
| <b>YOUNG &amp; SMYLLIE'S LIST.</b>                 |        |
| 5-lb. boxes, wood or paper, per lb                 | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box              | 1 25   |
| " Ringed " 5 lb. boxes, per lb                     | 0 40   |
| " Acme " Pellets, 5 lb. cans, per can              | 2 00   |
| " Acme " Pellets, fancy boxes (40) per box         | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00   |
| Licorice Lozenges, 5 lb. glass jars                | 1 75   |
| " " 30 5 lb. cans                                  | 1 50   |
| " Purity " Licorice 10 sticks                      | 1 45   |
| " " 100 sticks                                     | 0 75   |
| Dulce, large cent sticks, 100 in box               |        |

| MUSTARD.                         |        |
|----------------------------------|--------|
| <b>COOLMAN'S OR KEENE'S.</b>     |        |
| D. S. F., 1/4 lb. tins, per doz. | \$1 40 |
| " " 1/2 lb. tins, " "            | 2 50   |
| " " 1 lb. tins, " "              | 5 00   |

|                                         |           |
|-----------------------------------------|-----------|
| Durham, 4 lb. jars, per jar             | 0 75      |
| 1 lb. " "                               | 0 25      |
| F. D., 1/4 lb. tins, per doz.           | 0 85      |
| 1/2 lb. tins                            | 1 45      |
| <b>BAYLE'S PREPARED MUSTARDS</b>        |           |
| Robert Greig & Co., Toronto, Agents.    |           |
| Horseradish, per doz., 1/2-lb. jars     | \$2 50    |
| English Sandwich                        | 1 75 2 50 |
| <b>JONAS' FRENCH MUSTARDS</b>           |           |
| <b>HENRI JONAS &amp; Co.</b> Per gross. |           |
| Pony size                               | \$7 50    |
| Imperial, medium                        | 9 00      |
| Imperial, large                         | 12 00     |
| Tumblers                                | 12 00     |
| Mugs                                    | 13 20     |
| Pint jars                               | 18 00     |
| Quart jars                              | 24 00     |

| MATCHES.                          |        |
|-----------------------------------|--------|
| Eddy's Telegraph, single cases    | \$1 00 |
| " " five cases                    | 3 80   |
| Telephone, single cases           | 3 93   |
| " " five cases                    | 3 70   |
| Eagle Parlors, s'gle. cases, 300s | 1 70   |
| " " five cases, 200s              | 1 60   |
| " " s'gle. cases, 100s            | 1 90   |
| " " five cases, 100s              | 1 80   |
| Victoria Parlors, single cases    | 3 00   |
| " " five cases                    | 2 90   |

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

| ORANGE MARMALADE.                 |        |
|-----------------------------------|--------|
| <b>T. UPTON &amp; CO.</b>         |        |
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins  | 0 02   |

| PICKLES.                              |               |
|---------------------------------------|---------------|
| <b>STEPHENS'.</b>                     |               |
| A. P. Tippet & Co., Agents.           |               |
| Patent stoppers) pinto, per doz.      | 2 30          |
| Corked pinto,                         | 1 90          |
| <b>BAYLE'S.</b>                       |               |
| Robert Greig & Co., Toronto, Agents.  |               |
| 1/2 Pint. Pint.                       |               |
| Pandora, per doz.                     | \$2 15 \$3 50 |
| Sliced Sweet                          | 1 75 2 85     |
| Hot Stuff                             | 1 75 2 85     |
| Tobasco Sauce, 2-oz. bottle, per doz. | \$1 25        |
| Tobasco Pods in vinegar, 1/2 pt.      | 3 25          |

**SODA—COW BRAND**

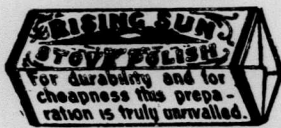
Case of 1 lb. (containing 60 pkgs.) per box, \$3.00  
Case of 1/2 lb. (containing 120 pkgs.) per box, \$3.00  
Case of 1 lb. and 1/2 lb. (containing 50 packages) per box, \$3.00  
Case of 50 pkgs (containing 96 pkgs) per box \$3.00

**SOAP**

**A. P. TIPPET & CO., AGENTS**  
Maypole Soap colors per gr. \$10.20. black per gr. \$11.20.  
Orville Soap, per gross \$10.20  
Glucis Soap, per gross 12 00  
Straw Hat Polish, per gross 10 50



**STOVE POLISH.**



Rising Sun 6-oz. cakes, 1/2-gross boxes \$8 50  
 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



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

**STARCH**

EDWARDSBURG STARCH CO., LTD.  
 Laundry Starches— per lb.  
 No. 1 White or Blue, 4-lb. cartons 0 04 1/2  
 No. 1 " 3-lb. " 0 05  
 Canada Laundry " 0 04 1/2  
 Silver Gloss, 6-lb. draw-lid boxes 0 07 1/2  
 Silver Gloss, 6-lb. tin canisters 0 07 1/2  
 Edwards'g Silver Gloss, 1-lb. pkg. 0 07 1/2  
 Kegs Silver Gloss, large crystal 0 06 1/2  
 Benson's Satin, 1-lb. cartons 0 08  
 No. 1 White, bbls. and kegs 0 05  
 Benson's Enamel, per box 3 00

Culinary Starch—  
 Benson & Co.'s Prep. Corn 0 06 1/2  
 Canada Pure Corn 0 05  
 Rice Starch—  
 Edwardsburg No. 1 white, 1-lb. cart 0 09 1/2  
 Edwardsburg No. 1 White or Blue, 4-lb. lumps 0 08  
**KINGSFORD'S OSWEGO STARCH**



SILVER 40-lb. boxes, 1-lb. pkgs. 0 08 1/2  
 GLOSS 6-lb. boxes, sliding cover (12-lb. boxes each crates) 0 08  
 PURE 40-lb. boxes 1-lb. pack 0 07  
 " 48-lb. " 16 3-lb. boxes 0 07  
 For puddings, custards, etc.

OSWEGO 40-lb. boxes, 1-lb. packages 0 07 1/2  
 CORN STARCH 38-lb. to 45-lb. boxes, 6 bundles 0 08  
 STARCH IN Silver Gloss 0 07 1/2  
 BARRELS Pure 0 06 1/2

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

BRANTFORD STARCH WORKS, LIMITED.  
 Ontario and Quebec.

Laundry Starches—  
 Canada Laundry, boxes of 40 lbs. \$0 04 1/2  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lbs. 0 05 1/2  
 Finest Quality White Laundry—  
 3-lb. Canisters, cases of 48 lbs. 0 05 1/2  
 4-lb. " " " 0 05 1/2  
 Barrels, 175 lbs. 0 05  
 Kegs, 100 lbs. 0 05  
 Lily White Gloss—  
 1-lb. fancy cartons, cases 30 lbs. 0 07 1/2  
 6-lb. toy trunks, 8 in case 0 07 1/2  
 6-lb. enameled tin canisters, 8 in case 0 07 1/2  
 Kegs, ex. large crystals, 100 lbs. 0 06 1/2  
 Brantford Gloss—  
 1-lb. fancy boxes, cases 36 lbs. 0 08

Canadian Electric Starch—  
 Boxes of 40 fancy pkgs, per case 3 00  
 Celluloid Starch—  
 Boxes of 45 cartons, per case 3 50

Culinary Starches—  
 Challenge Prepared Corn—  
 1-lb. packages, boxes 49 lbs. 0 05  
 No. 1 Brantford Prepared Corn—  
 1-lb. packages, boxes 40 lbs. 0 06 1/2  
 Crystal Maize Corn—  
 1 lb. packages, boxes 40 lbs. 0 06 1/2



**TEAS.**

SALADA CEYLON.  
 Wholesale. Retail  
 Brown Label, 1's 0 20 0 25  
 " 1/2's 0 21 0 26  
 Green Label, 1s and 1/2's 0 22 0 30  
 Blue Label, 1s, 1/2's, 3/4's and 5/8's 0 30 0 40  
 Red Label, 1s and 1/2's 0 36 0 50  
 Gold Label 3/4's 0 44 0 60



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

**CROWN BRAND**

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

**"SNELLINGS PATENT"**



English Breakfast Hopped Tea, 25c., retail, 40c.  
 A. Waddell & Co. agents, Toronto. Samples on application.



Cases each 60 1-lb. 0 85  
 " " 80 1-lb. 0 85  
 " " 120 1-lb. 0 86



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

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

**TOBACCO.**

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 3/4's, 5s and 10s. 0 39  
 Royal Oak, 2 x 3, 8c. case, 8s 0 52  
 Something Good, 7s. 0 48  
 Chewing—Bobs, 5s and 10s 0 36  
 Currency, 1 3/4 oz. bars, spaced 9s. 0 39  
 Currency, 5s and 10s 0 39  
 Old Fox, Narrow 10s 0 40  
 Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44  
 Snowshoe, pound bars, spaced 6s. 0 44  
 Snowshoe, 2x4, 6s. 0 44  
 Pay roll, 6s 0 44

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BOKKEH BROS. & COMPANY.  
 Washboards Leader Globe 1 55  
 " Improved Globe 1 65  
 " Standard Globe 1 80  
 " Solid Back Globe 1 90  
 " Jubilee (perforated) 2 10  
 " Crown 1 45  
 F.o.b. Toronto.

Matches, Kodak, per case (200's) 9 boxes to packages, 40 packages to case. 3 30

**YEAST.**

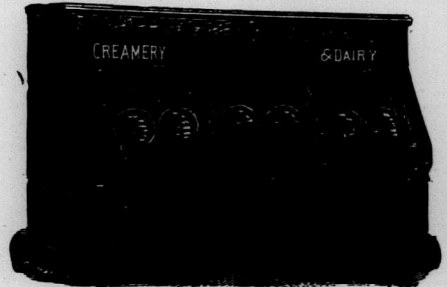
Royal yeast, 3 doz. 5c.-pkgs. in case. 1 00

Mediterranean Fruits  
 Granulated and Raw Sugars  
 Molasses and Syrups, Glucose, Etc.  
 Excelsior Macaroni  
 White Castile Soap  
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TO...



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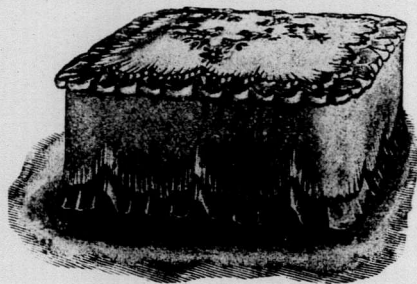


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| Lamp Chimneys,                  | Lanterns.                       |

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# Candied Peels

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

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

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