

**PAGES
MISSING**

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

THE CANADIAN GROCER

AND GENERAL STOREKEEPER

QUALITY..

When a salesman talks price to you
Ask him about **QUALITY**
When he talks quantity . . .
Ask him about **QUALITY**
When he talks merit to you . . .
Ask him about **QUALITY**

That's the ———
STRONG POINT
in
Colman's Mustard

IT MAY NOT BE A MATTER OF HISTORY



But it's a matter of **FACT**—a fact beyond question—with a great many grocers in Canada to-day—that no other vinegar gives that perfect satisfaction to their customers that

Imperial White Wine does.

NO GREAT SECRET about it either. It's just a pure spirit vinegar of the highest possible quality—never varies in those delightful characteristics which make it a perfect table vinegar. As a keeper of pickles unequalled—at least, that's what some of Canada's foremost pickle manufacturers say, and they've tried a good many vinegars.

REMEMBER THE NAME
"IMPERIAL"

Order a sample package from your wholesaler.

*You may be told that Imperial will cost too much. The price is just the same as ordinary standard vinegar. Can you afford to risk your vinegar trade selling vinegar of doubtful quality? No doubt need exist as to the **QUALITY of Imperial.***



We find this brand of Table and Dairy

BRUSSELS

SALT

rapidly increasing in favor—

WHY?

Because

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

R. & J. RANSFORD,

Established 1868

Clinton, Ont.



LICORICE . . .

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

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

ENTERPRISE on an article is a Guarantee of QUALITY

ENTERPRISE

FOOD CHOPPERS

Four Knives with each Machine

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

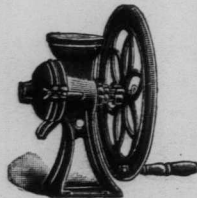
Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE

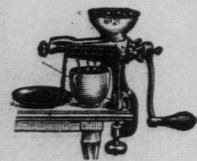
Order through your Jobber

Bone, Shell & Corn Mill



No. 750, \$7.50

Meat Juice Extractor



No. 21, \$2.50



Cherry Stoners
5 Sizes & Styles



No. 1, \$7.50 doz.

Rapid Grinding & Pulverizing Mills

15 Sizes & Styles for Hand & Power, \$1.25 to \$100.00

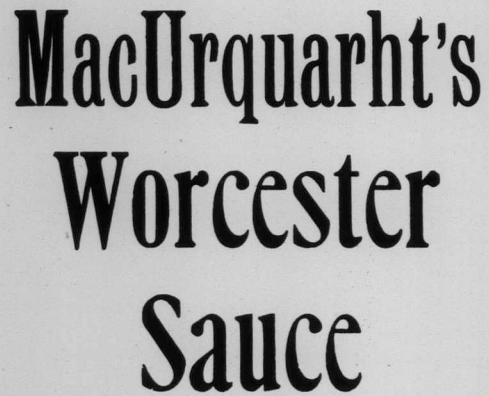


No. 2½, \$4.75

New York Branch,
10 Warren Street

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

San Francisco Branch,
105 Front Street



**MacUrquarht's
Worcester
Sauce**



**Wheat
Marrow**

“ There's luck in the four-leaved clover,” especially when each leaf contains the name of such standard goods as MacUrquarht's Worcester Sauce, Stephens' Vinegar, Codou's Macaroni and Wheat Marrow.

Each one of the four holds its place steadfastly in the front rank in popular favor, and each one builds for confidence among a grocer's trade.



**Codou's
Macaroni**



Stephens'
Genuine
**English Malt
Vinegar**

Sold by Leading Wholesalers Everywhere.

A. P. TIPPET & CO., AGTS.,
MONTREAL. TORONTO.

FRASER
GROWS
FRUIT

WRITE OR WIRE
J. D. FRASER
Leamington,

for Early Tomatoes, Cucumbers, Muskmelons,
PEACHES and Watermelons by the carload.

FLOUR MAGOR'S
DELICIOUS
PATENT
FLOUR.

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

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

"ACME"
TABLE SALT

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

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

**WRAPPING
PAPERS**

It will not be long before the rush of
the new season's trade shows itself. You
will need lots of wrapping papers. Get the
kind that is good in quality—guaranteed
full weight—480 sheets to the ream always.
These are the papers of our mills.

CANADA PAPER CO., Limited
TORONTO and MONTREAL.

BASKETS

We make them in all shapes and
sizes. We have

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

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

THE . . .
Oakville Basket Co.
Oakville, Ont.



Downweight is a Thief

Stealing Your Profits
Every Time You Use
Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, "The Scale
with Brains," is the only scale in the world that positively stops the
giving of **DOWNWEIGHT**. It is the only Automatic Computing Scale
in the world without springs. No hand operation in weighing; no prices to
set; no levers to move; no weights to lift; no poises to shift; you simply
place the article to be weighed on the scale, and the scale instantly and
automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity,
Sensitiveness, Accuracy and Rapidity of Operation.
Made in many styles and sizes for all kinds of stores.
Write to-day for illustrated catalogue.

Toledo Computing Scale Co.

DEAN & McLEOD,
Canadian Agents, HAMILTON, ONT.

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

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

HIRES' ROOT BEER

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

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

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

Freight Prepaid on Two Gross and Upwards.

SEND YOUR
ORDER TO....

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

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

John MacKay, Bowmanville,
Ont.

Manufacturer of Established 1854.

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

Send for Prices or Samples. **IN CAR LOTS.**
Prompt Business.

**Telephone
—OR—
Telegraph**

YOUR ORDERS

at our expense during
travellers' holidays.

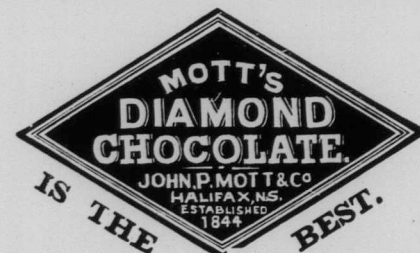
All orders shipped same day
as received. Inside prices.

WARREN BROS. & CO.
TORONTO.

Perkins, Ince & Co.

**Wholesale
Grocers**

FRONT STREET EAST,
Toronto.



For Sale Everywhere.

ASK FOR

MOTT'S.

**A
Complete
Line**

I send you a complete line of my cigars—a thousand or more, including one or two hundred each of my famous "Pharaoh" 10-cent and "Pebble" 5-cent Cigars. I pay the expense of getting them to you and agree to take all of them or any part of them back at any time and to refund you your money. This is my famous trial offer and I can afford to make it because every grocer who has once bought my cigars continues to buy of me and to increase the size of his orders. Send at once, I take all the risk.

J. BRUCE PAYNE,
Cigar Mfr.,
GRANBY, QUE.

**"Sterling"
GOODS**

- Lime Juice
- Lime Juice Cordial
- Raspberry Vinegar.

Many kinds of summer specialties, but if you would keep the best trade of your customers you will recommend to them "Sterling" brand goods—our kind—cool and refreshing.

Write and ask for quotations.

T. A. LYTLE & CO.

124-128 Richmond St., West, TORONTO.

**A
Steady
Rise**

MOLINA BREAKFAST FOOD

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

Grocers, your customers will appreciate

MOLINA BREAKFAST FOOD.

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

THE TILLSON CO., Limited, Tillsonburg, Ont.



MOUNT KUNOH, NEAR TEA-PRODUCING DISTRICT, JAPAN.

JAPAN T E A

has proven itself the most **beneficial** tea for the grocer to sell and the most **beneficial** for the tea drinker to buy. It is **beneficial** for the buyer on account of its unvarying high quality, which endears it to all who once try it. It is **beneficial** for the grocer because it is a highly profitable article---selling not just occasionally, but creating for itself in every community a continuous demand.

The Popularity of Japan Tea

is in a large measure attributable to its **STRENGTH** and **DELICACY OF FLAVOR**. It comes from a country where modern ideas obtain--where the soil is most adaptable to the growing of such healthy, strengthening tea.

JAPAN TEA

—HAS—

Great Pulling Power.

IMP
The

YO
ROS

W
THE

The
and



IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

Merit Acknowledged
Superiority Admitted.

YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
Montreal.

IVORY GLOSS STARCH

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

IVORY GLOSS STARCH

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

WHITEMORE'S POLISHES.

THE WORLD'S STANDARD.

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



"GILT EDGE"

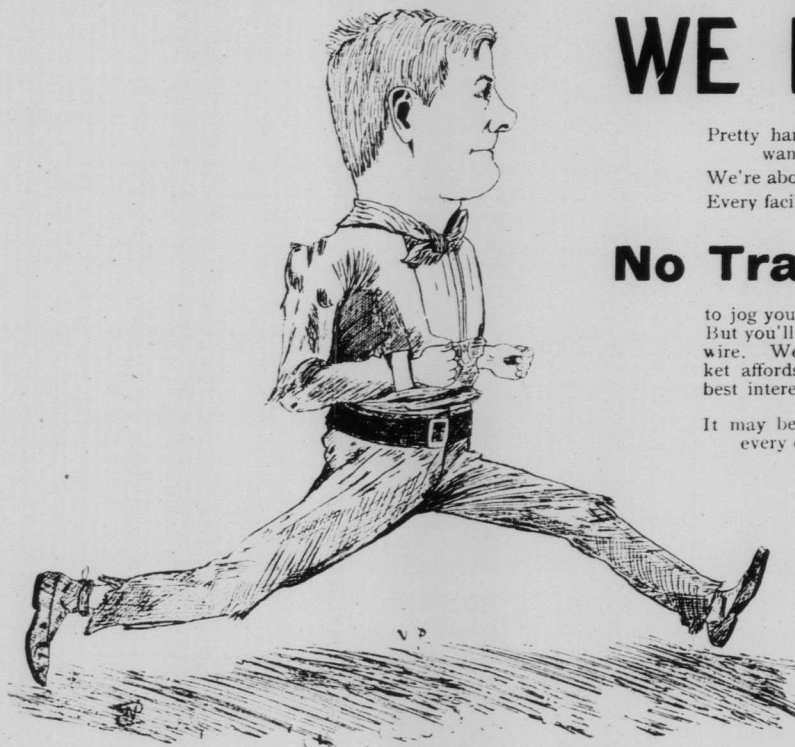
The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

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

MOLASSES

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

The Dominion Molasses Co.,
Limited
Halifax - Nova Scotia.



WE MOVE QUICK

Pretty hard to move quick enough for the up-to-date retail grocer when he wants goods in a hurry.

We're about as near the standard in this particular as can be.

Every facility at our hands for the quickest kind of a "HURRY-UP ORDER."

No Travellers

to jog your memory for the next two weeks. It will be a real rest for you. But you'll perhaps run short in some lines. Tell us your wants by 'phone or wire. We'll catch the first express or freight with the very best goods the market affords, and prices right every time. We are on the alert to serve your best interests. We know that satisfaction to you means increased trade to us.

It may be a Package of Tea. We have it in every growth—selected lines, every one.

Perhaps Canned Goods. An exceptional position held by us in Canned Goods this year.

THE EARLY BUYER IS A WISE BUYER THIS YEAR. We told you this last week. It will bear repeating.

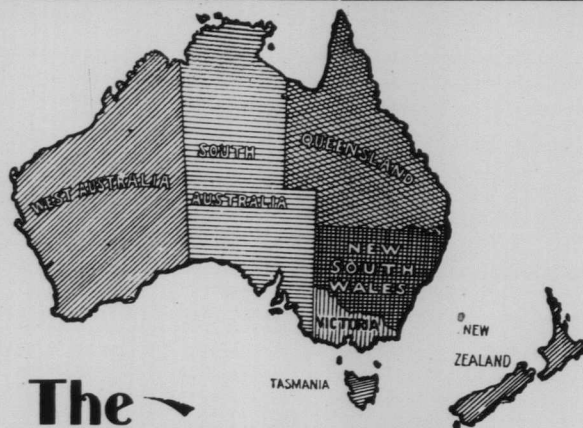
Honor Bright Tomatoes, 3's			
1902 pack	-	-	90c.
Corn	-	-	80c.
Peas	-	-	80c.



W. H. GILLARD & CO.

Wholesale Grocers,
Tea and Coffee Importers.

HAMILTON.



The Australasian Grocer

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

Subscription \$2.50 per Ann.

post free to any part of the world.

A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:

Melbourne, - - - Fink's Buildings.
Sydney, - - - Post Office Chambers.

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New York, - - - Park Row Building.

BRITISH OFFICES:

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

Specimen Copies Free on Application.

American Baking Powder Syndicates

are harping about the purity of their various baking powders and

spending thousands of dollars

to catch the Canadian merchants. But the **WISE GROCER** leaves his money in Canada (where he makes it) and sells purely Canadian products, and the

Best, Purest and Safest

of Canadian Pure Cream Tartar Baking Powders is

"IMPERIAL"

IT IS ABSOLUTELY PURE

E. W. GILLET COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

Chicago,
Ill.

IT is very secure coming paign of World, th the work displays. glass wind display sh will not tal less, and dreaded pa displays. many is ho a form so of those v With a litt arranged t proven by where the serious att

In one tinuously other for (This wind of handsc a promin and yet tl look at— attractive cipally t decorativ the wind change i This win but the fact that attract other ch: as a con tising is labor.

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HINTS ON WINDOW DRESSING.

IT is very likely that many grocers do not secure for themselves the advantages coming from a well conducted campaign of window dressing, says Grocery World, through an unreasonable fear of the work involved in making attractive displays. The cleaning of a large plate-glass window that is cleaned as often as the display should be cleaned—once a week—will not take over one hour, and often much less, and yet to many this is the most dreaded part of the work in making frequent displays. Another point which worries many is how to present each new display in a form so attractive as to win the attention of those who continually pass the store. With a little ingenuity this is more easily arranged than many imagine, as is readily proven by the results secured in stores where the work of window dressing receives serious attention.

In one store, a large window is used continuously from one end of the year to the other for displaying the same line of goods. This window has a permanent background of handsomely-framed mirrors, which form a prominent part of the display each week, and yet this window is never monotonous to look at—it is always attractive. The new attractiveness each week is secured principally through changing the color of the decorative material with which the floor of the window is covered, and some slight change in the arrangement of the goods. This window is always very well arranged, but the point for consideration here is the fact that week after week it continues to attract great attention with scarcely any other change than those noted above, and, as a consequence, a great amount of advertising is secured with comparatively little labor.

In another store the design of the drapery remains practically the same week after week, and yet this store presents in the same window displays of groceries that are strikingly pretty with little practical change in the arrangement of the goods; but with a change in the color of the drapery, as well as the goods, each week, by these simple changes the display has all the attractiveness of a new design, as is proven by the number continually stopping to notice the display.

The most effective design chosen in the last mentioned store is to run a length of flowered crepe tissue across the sash at the back of the window, at the top, from side to side, and two other lengths down the same sash where it joins the sides of the windows, and still another across the bottom, forming a frame for the entire sash.

Another length is then run down the centre of the sash from top to bottom, and this is crossed in the middle by a length run from side to side. Before placing this latter length, the sash is divided into two parts by the length run down the centre, and each of these sections is covered by a huge X, formed from two lengths run from the top to the bottom corners of the sash; these two lengths being the last put on. Wherever two lengths of the paper cover each other, they are gathered up into a width of two or three inches, and fastened. For the side of the window, the same method is used, with the exception that just one half of the double design used on the back is used. Pretty patterns are always used, and sometimes striking effects are secured by a combination of two solid shades. In a recent display in this window, among other things noticed were sliced dried beef in jars, grape juice, canned peas, bottled tomatoes, canned apricots, fancy carton crackers, sand soap, olives, ginger ale and bulk cakes. The tomatoes were arranged in a centre pyramid in the rear of the window, with the apricots on one side, and the peas on the other, in pyramids also. The bottle goods were arranged in stars on the window floor, and the bulk cakes in neat wire baskets. The window did not look in anyway crowded; in fact, it was one of the prettiest grocery windows seen in some time, and everything had a neat card with price and description. The lesson of these two windows is this: Find out a pretty design that suits your windows and the kind of displays you want to make. By keeping to this design, with simply a change of color in decorative material and a change of goods, it will not be necessary to make many other changes in order to have an attractive new display each week, and the work can go on without the necessity of worrying so hard over "What will I put in the window this week?"

Cake and Biscuit Displays.

The many little picnics and outings which occur at this season of the year cause an increased demand for cakes, in both bulk and package goods, and this demand can be stimulated still more by an attractive display, remarks Grocery World. The principal part of the display suggested will consist of a large arch, and before proceeding to build it, an inventory should be taken of the package cakes and crackers on hand, with the dimensions of the packages. By taking this precaution, much time and trouble will be saved, because the foundation of the arch can then be built the proper dimensions to utilize the packages on hand in the most advantageous manner.

The depth from front to back of the span of the arch should be the exact length of the longest packages in stock. The pillars at the side should be at least as deep, or even slightly deeper. In building the foundation for the arch, build the side pillars first from empty cases of equal size. Drive a couple of short nails through the bottom cases into the window floor, and in the same manner fasten each case to the one beneath it. This will steady the whole arch and keep it firm.

When the pillars are of sufficient height, in proportion to the size of the window, place on top of them a platform of inch boards long enough to extend 12 in. beyond the outside of the pillars at each side, and wide enough to extend the same distance beyond the front of the arch. The span of the arch can be made from sugar-barrel hoops tied firmly together to form strips long enough to form graceful curves from pillar to pillar, one in front and another in the back. Fasten the hoops in place with a few nails driven into the cases, and, when the proper curve is obtained, run several lines of strong cord from the hoops to the platform on top, where they can be fastened to nails, which will prevent the hoops from sagging under the weight which will be placed on them. In placing the hoops for the span, fasten them in such a position that the space in the centre of the span at the top will not be less than 12 in. through from top to bottom.

Run a small strip of wood all the way across the centre of the under side of the top platform, on an exact line with the front

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

IN CAKES
WELL KNOWN AND RELIABLE

IN TINS
GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

of the pillars, and fasten to it, with small tacks, large sheets of cardboard, which must be placed close together, so as to cover entirely the space from the bottom of the span to the top platform. With a sharp knife, trim this cardboard off to conform exactly with the curve of the span, and fasten it at the bottom with tacks. Cover the under part of the span from front to back with cardboard in the same manner, the pillars also, as well as the under part of the platform along the front and at the ends. This cardboard covering is used to form a smooth, level surface to facilitate the work of placing the packages, which are not easy to build in straight lines to any considerable height, only under very favorable circumstances. In placing the packages in position, start with the inside of the arch and build from the floor up, one package on another.

When the span is reached, be careful to keep the packages pressed tightly together, and fasten each one to the one preceding it with a couple of pins at the bottom, and fasten two more pins through the top into the hoops. Continue on across the span, and down the other side of the floor. For the pillars, simply build the packages in regular order, and fasten in place with a pin at each end. The cardboard on the face of the span should be covered with plain crepe tissue paper of a bright shade that will harmonize with the color of the package used for the arch, and a small star or circle can be placed in the centre of the space at each side with scrolls running towards the points. Finish with a border of small packages running entirely around the edges of the face of the span.

The projecting front and ends of the top platform are the foundations for a cornice, which can be made by fastening the packages against the under side of the platform. Other packages should be placed against the outside edge of the platform, being permitted to extend down far enough to cover the ends of the packages placed underneath.

Pins should be used to fasten all these in place. If a sufficient amount of packages are not on hand to cover the pillars solidly, then cover the cardboard with crepe tissue, and make a border around the edges with packages and run several stars down the centre. If the back of the window is open to the store, the framework should be covered with crepe tissue of an appropriate shade.

The walls of the window should be covered with flowered crepe tissue, and the floor with the same material in plain white. Place glass-footed cake stands on the floor, each one covered with a flowered crepe tissue napkin, and neatly arrange on each of these a sample of bulk cakes or crackers, with a neat price card on each sample.

Where there is not room enough to arrange such a display in the window the arch can be erected in the store, right on the floor; or, if room be lacking there, it can be put up across an aisle, resting on two counters, or again even on one counter alone, where there is but one counter. Of course, such a display inside the store would not be as good an advertisement as it would be in the window, but even as arranged inside it would be vastly better from every point of view than no display.

VICTORIA GROCERS' PICNIC.

The first annual picnic and games of the Retail Grocers' Association of Victoria, B.C., was held to Koksilah, B.C., on July 24, and was largely attended. The City Band accompanied the party and supplied music throughout the day. Sports were indulged in by the members of the Association and their friends and a lengthy programme of races was run through. A baseball match between the grocers' and butchers' employes resulted in the former winning by a score of 15 runs to 10. The wholesalers beat the retailers in another baseball game by a score of 16 to 8 runs, and the bakers beat the butchers in another match after a hard struggle. An athletic

exhibition was also given by seven or eight members of the Victoria Athletic Club which was heartily enjoyed by a large number of spectators.

LESSONS IN CHEESE CURING.

THE Government Illustration Stations for the curing of cheese at Brockville, Ont., and Cowansville, Que., have recently been visited by Professor Robertson of the Ottawa Department of Agriculture, who reports that cheese made in the month of July and cured at a low temperature have all the characteristics of fine September cheese.

Cheese cured with a low temperature was compared with cheese from the same factories and of the same lots cured in the fluctuating temperature of the ordinary atmosphere. The cool-cured cheese had a firmer, richer texture, and a milder and more agreeable flavor than the other. One pound per cheese in three weeks was the loss from shrinkage in weight in the cheese in the cool temperature less than in the ordinary curing room. In the case of cheese which experts counted faulty, from being almost acid in texture and flavor, or weak in body and slightly open in texture, as was some of the cheese cured in the the ordinary curing-room, the cool cured cheese of the same lots were found to be free from these defects. Flavors objected to by buyers, and which lessen the value of cheese in the markets of the United Kingdom, are seldom present, unless the cheese has been heated to a temperature above 60 degrees.

About three-quarters of the whole quantity of cheese manufactured in Canada during the months of June, July and August, and an improvement in the methods of curing cheese in the hot weather will lead to an improvement in the trade. Therefore, from 15 to 20 per cent. more value is expected to be realized from the milk during these three months than is at present realized from it by the use of the curing methods generally in vogue.

LUC



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Get

Call again! 'Phones **447**
488
1258

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, Hamilton

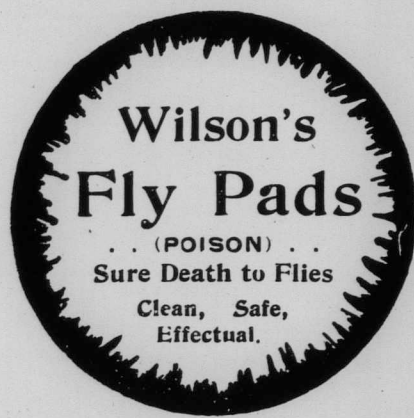
Advertising Pays

My advertisements now running in 254 newspapers are producing good results, making it easier to sell

Wilson's Fly Pads.

The only advertised Fly Poison.

The best Fly Killer made.



DELIVERY ABOUT 1st SEPTEMBER.

James Turner & Co.

are sole agents in **Hamilton** for

GOODWILLIE'S

Celebrated Pure Fruits

in glass, packed in pint gem jars on the gardens where the fruits are grown.
Get your orders in as stocks are rapidly going down.

Strawberries, Raspberries, Cherries,
Currants, Peaches, Pears,
Plums.

CROWN BLEND CEYLON.

Sales increasing every week.
No better Package Tea in the market.

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

SALMON CANNING ON THE COAST.

THE str. Tees, arriving at Vancouver from Naas and the Skeena River, discharged 40 tons of pickled salmon on July 21.

Passengers by the Tees report that the run of sockeyes on the Skeena this season has been without precedent, the canneries last week having secured more fish than they could conveniently handle despite the fact that they were working overtime.

The situation on the Fraser River at present is peculiar; many of the union men are fishing, and many more are not, for the reason that they say they are not satisfied with the agreement reached with the canners by the Grand Lodge.

The union fishermen who are now working stand to make good wages this season if the run of sockeyes should not prove a large one, and the canners will likely pay more for their pack than they at first calculated to do. "It will therefore be easily seen," remarks a British Columbia paper, "that had all the fishermen been out during the middle weeks of July the canners would have been able to put up a great many more cases of fish than they have, and the more

cases packed the less money received by the fishermen at the end of the season."

A BIG LIGHT.

One of the most remarkable advertisements that has appeared in Canada is the enormous electric sign on top of the new premises of The "Salada" Tea Co., Toronto. The sign contains 1,200 lights each of 32 candle-power. It automatically spells out the word "Salada" and it can be plainly seen at night from the middle of Lake Ontario.

A GOOD MOVE.

Hudon, Hebert & Cie commenced on Saturday, July 26, to close sharp at 12 o'clock at noon on that day. Heretofore, it was the custom to close at 1 o'clock, but this meant that several of the staff could not get away until half an hour or an hour after that time, which, to a certain extent, broke up the half holiday for them. With the present arrangements everyone can enjoy the full benefits of the half holiday. This was a thoughtful move on the part of the management, which could be followed with credit by several other houses who close on Saturday afternoon.


CONTINUITY.

The results to be derived from continuous advertising cannot be overestimated. That person or firm who desires their business to grow and expand must continue to advertise. In continuity is strength. The advertising you did yesterday will help your advertising of to-day, and the advertising of to-day will help that of to-morrow, and so on indefinitely. The child that makes the greatest progress at school does not attend on Monday, then skips Tuesday, back Wednesday, and then out again until the next Monday. No, he is in attendance every day.

Continuity is strength. Therefore that person who would add strength to his business must keep it before the public continuously—The Schemer.

FRUITERS TO PICNIC.

The Fruiterers' Section of the Toronto Branch of the Retail Merchants' Association of Canada will hold their annual picnic at Hanlan's Point on August 27. Their programme of sports for the day includes a baseball game, racing, jumping and a tug-of-war. Music will be provided and refreshments served.



**MacLAREN'S
IMPERIAL
CHEESE**

HIGHEST AWARDS
AT CHICAGO 1893,
PARIS 1900,
PAN-AMERICAN 1901

The Cows Came Back.

It's the same with all
imitations of . . .

MacLAREN'S IMPERIAL

—AND—

**MacLAREN'S ROQUEFORT
CHEESE.**

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IMPERIAL VINEGAR

PROOF, EXTRA PICKLING, WHITE WINE, AND CIDER

UNEQUALLED FOR

Purity—Flavour—Strength

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

36 Yonge St., Toronto.

HINTS TO BUYERS.

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

THE R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., have completed large contracts for new pack corn, peas, tomatoes, etc., for fall delivery, which they are offering at special prices.

The Davidson & Hay are expecting an early shipment of currants.

T. Kinnear & Co. report a few lines of Hyson tea in stock. This tea is scarce.

The Eby, Blain Co., Limited, are offering low quotations on their "Anchor" brand of canned fruits and vegetables for new pack.

T. Kinnear & Co. advise us of having booked a number of orders for this season's pack of canned goods.

"If the trade want to get inside quotations on new pack standard brands of salmon," write the R. & J. H. Simpson Co., Guelph, Ont., "they should communicate with us."

The Eby, Blain Co., Limited, have just received another car of "Columbia"

specialties, including baked beans in chili sauce, catsup, soups, salad dressing and potted meats.

ALL CANADA AT TORONTO.

There will not be a Province or a piece of territory in the Dominion that will not be represented at the exhibition to be held in Toronto this year from Monday, September 1, to Saturday, September 13. To mark their appreciation of this evidence of the country's confidence, the executive have increased the prize list until now it is proudly boasted that, with specials, upwards of \$37,000 will be distributed in prizes among the exhibitors, sixth-sevenths of which will find its way to the agricultural community. Besides this \$30,000 is to be spent in special attractions and music. The new dairy building and the new art gallery, which will greatly increase the value of the exhibition as a factor in the education and elevation of the people, will be completed. In the dairy building not only will there be exhibits of dairy products, utensils, and so on, but lectures and demonstrations will be given twice daily in a hall provided with seating accommodation for 600 people. Reduced rates will, of course, be available on all lines of travel.

IMPORTANCE OF SHOW CARDS.

NOTHING catches the eye quicker than a well-executed and artistically designed sign or show card. It is focussed on the brain, and becomes a retentive selling expression. They, therefore, live and talk. Good advertising always costs money, and the show card sign is no exception to this rule. A book of instruction offered in this issue by W. Edwards, Carleton Place, Ont., at \$1 post-paid will, therefore, come as a boon to the merchant, as it will save him money by enabling him to do his own sign work, or pay for same with a practical knowledge of its value. It will also be found invaluable to the ambitious clerk who wishes to add materially to his salary. All large stores keep from one to six sign writers and pay them from \$10 to \$20 per week. A window-trimmer who can do his own card work can save his employer money and thereby demand a larger salary. The above book will be found a plain, quiet, explicit teacher of the sign-painting business, affording a pleasant, easy study. It will be the means of saving money to the merchant and of assuring to the clerk a successful business career.

JUST OUT

UPTON'S

Pure Fruit Jams
and
Marmalade

BEST QUALITY

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



UPTON'S

Jams, Jellies and
Marmalade

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

GOOD PRESERVES

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

51 Colborne St., TORONTO, Agents.

THE PROVISION TRADE.

McLean's Cold-Storage Plant—The Markets—Miscellaneous Notes.

MCLEAN'S COLD-STORAGE PLANT.

"BUT is it not expensive?" ventured THE CANADIAN GROCER to J. A. McLean who was conducting him through the magnificent cold storage plant which has just been installed on the premises of The J. A. McLean Produce Co., Limited, 75-77 Colborne street, Toronto.

"Yes, indeed," said Mr. McLean, smiling, "but it has to come to this. It makes it so very much more satisfactory to handle these formerly perishable goods. Our customers have so much more confidence in our wares. We find that it pays."

Mr. McLean undoubtedly has acquired, in his most complete cold storage plant, unequalled facilities for storing his goods. With duplicate engines and large pumps operating in the basement, he has nine commodious rooms fitted with cold storage. He has four butter rooms, all shellacked, and therefore odorless. These he keeps at a uniform temperature of 32 deg. The temperature can be regulated to a nicety.

In handling his eggs, before they are candled, just as he gets them in stock he keeps at a temperature of 50. These are then put into grey odorless cases and placed in eggrooms at a temperature of from 32 to 33 deg. His pickled eggs are placed in large vats in the basement at a temperature of 40 deg.

The moisture in all the rooms is condensed at the pipes, and the perfection of the condensation can be demonstrated by a sulphur match test.

Mr. McLean deservedly takes considerable pride in his plant. Its installation is already repaying him by increased business. The expense of the cold-storage system is considerably minimized by this perfect system, which enables him to supply his own needs and also operate the systems of various adjoining businesses.

ICE IMPORTS OF THE UNITED KINGDOM.

According to the returns published in Cold Storage, the monthly organ of the industry, Norwegian ice was imported into the United Kingdom at 51 different ports during the past half year. The total quantity received was 157,777 tons, value £86,301, or 55,438 tons, value £35,073 less than in the corresponding period of 1901; England received 135,758 tons,

value £75,798, decreases of 50,399 tons and £29,609; Ireland 12,058 tons, value £6,054, decreases of 1,374 tons and £2,117, and Scotland £9,961 tons, value £4,449, decreases of 1,703 tons and £1,995. In only nine cases was there any increase, London, Penzance, Grimsby and Liverpool, in the order given, alone imported upwards of 5,000 tons. The imports into London were 78,202 tons, value £40,200, as compared with 95,100 tons, value £52,530 in the first half of last year.

PACKING-HOUSE FOR PRINCE ALBERT.

There is every chance of a pork-packing industry being started in Prince Albert, N.W.T., in the near future. Some of Ontario's moneyed men have been inspecting the place, getting estimates for a site and plans and estimates for a suitable building.

STOCKS OF LARD IN SIGHT.

The N. K. Fairbank Co., Chicago, advise THE CANADIAN GROCER as follows: Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on August 1, to which we add estimates of former years and stocks in cities named:

	1902. Aug. 1.	1902. July 1.	1901. Aug. 1.	1900. Aug. 1.	1899. Aug. 1.	1898. Aug. 1.
Liverpool and Manchester	16,500	14,700	18,000	24,000	54,000	51,000
Other British ports	2,500	1,500	6,500	6,000	7,500	10,000
Hamburg	14,000	10,000	13,500	12,500	22,500	12,000
Bremen	1,000	1,000	1,000	3,000	3,000	4,000
Berlin	1,000	1,500	2,000	2,000	2,500	4,000
Baltic ports	6,500	9,000	11,000	6,500	8,500	11,000
Amsterdam)						
Rotterdam)	3,500	1,500	2,000	3,000	2,500	3,000
Mannheim)						
Antwerp	1,500	2,700	6,000	6,000	7,000	12,000
French ports	1,100	1,400	2,000	4,000	4,500	6,000
Italian and Spanish ports	1,000	1,000	1,000	1,000	1,000	1,000
Total in Europe	48,600	44,300	63,000	68,000	113,000	114,000
Afloat for Europe	42,000	55,000	54,000	43,000	65,000	37,000
Total in Europe and afloat	90,600	99,300	117,000	110,000	178,000	151,000
Chicago prime steam	46,529	46,070	51,116	117,718	220,983	203,916
Chicago other kinds	11,448	14,764	11,076	20,936	9,430	13,608
East St. Louis	900	1,440	8,011	10,200	15,000	4,566
Kansas City	4,315	5,932	14,037	11,953	25,721	22,328
Omaha	4,171	4,735	6,908	5,492	4,190	2,650
New York	6,555	9,371	11,467	8,036	17,069	15,492
Milwaukee	908	1,347	3,365	8,583	11,763	3,197
Cedar Rapids	3,403	3,900	1,579	2,210	1,369	5,726
South St. Joseph	2,476	2,614	4,420	1,203	10,269	No rec'd.
Total tierces	171,345	189,533	229,029	296,409	493,793	422,183

THE PROVISION MARKETS.

TORONTO.

The prices of dressed hogs are firm with no advance over last week. The demand is still poor with little or none offering.

There has been a decline of 50c. per 100 lb. on hind quarters of beef, but the demand is still good. The price of live hogs still remains about the same. We quote: Dressed hogs, \$9.50 to \$10; beef carcasses, \$8 to \$8.50 per 100 lb.; hind quarters, \$9.00 to \$10.00 per 100 lb.; front quarters, \$4.50 to \$5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 8 to 9c. Select live hogs are worth \$7.25, and fat and lights, \$7 per 100 lb. Choice export cattle are worth \$6 to \$7 per 100 lb., and lights, \$5 to \$5.75.

Business in provisions has continued to improve and an upward feeling is still felt. The demand for all lines of smoked meats is very good. Plate beef also continues to be steady. We quote as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, \$21.50; short cut, \$23.50 to \$24; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.; plate beef, \$15.

MONTREAL.

A decline of ¼c. per lb. in the price of "Anchor" brand lard has taken place. A

moderately good trade is being done in ham, bacon and lard. A fair jobbing trade is passing in fresh killed abattoir dressed hogs. Advices from London state that the general aspect of the

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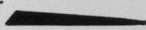
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Are you selling 

REGISTERED
Bow Park
BRAND

Cream Cheese?

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

The Brantford Packing Co.
LIMITED
BRANTFORD, ONT.

When you have any

BUTTER OR EGGS

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

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

Pure Lard

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

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

Long Clear Bacon.

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

Quotations on Case or Car-load lots on application

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

market is steady. Nothing new of any importance has developed in this market. Price of pure Canadian lard is \$2.37½ to \$2.40 per pail. Fairbank's "Boar's Head" lard compound, 9¼c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, \$1.95 per pail; Cottolene, 11¼c. for 20 lb. pails, and 11c. for 60-lb. tubs, for Quebec and Ontario; hams, 13 to 14c.; bacon, 14 to 15c.; heavy Canadian short cut mess pork, \$24.50 to \$25.00; Canadian short cut clear pork, \$23.50 to \$24.00; American short cut clear pork, \$24.00 to \$24.50; American fat back, \$24.50 to \$25.00.

CHICAGO PACKERS' DEFENCE.

The Tribune, under date of August 3, said: "The Chicago packers who were enjoined May 20 by the United States Circuit Court from conspiring to fix arbitrarily the prices of meat will file their reply to-day. From sources deeply interested in the controversy it is learned the reply will be in the form of a demurrer to the issuance of an injunction on the ground that it is no violation of the Interstate Commerce law for the packers to ship goods and price lists to their own agents in other States."

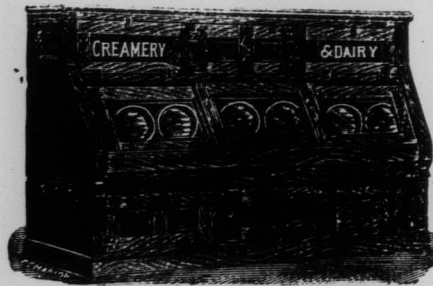
HOW TO MAKE RED SAUSAGE.

In reply to an inquiry as to how to make red sausage The Butchers' Advocate gives the following recipe: "Cut neck of pork with the rind on into long thin pieces. Take 10 lb. of these strips; chop finely 3 lb. of pig rind, mix the two together and season with 7 oz. of salt, ½ oz. of white pepper, ½ oz. of peppermint, ⅓ oz. of ground cloves, ⅓ oz. of majoram, 1-5 oz. of mace. Work all well together, then add enough pig's blood to color the whole well. Fill into pig's stomach and put at once into water boiling hard, and stir slowly for a quarter of an hour, in order that the blood does not run to one side of the sausage."

MR. MALONE THE PRIZEWINNER.

At the Drummers' Snack Picnic at Alton, held on Friday and Saturday of last week, M. P. Malone, representative of W. H. Gillard & Co., won first prize in the competition of the Hustlers' Handicap. The competition took the form of a "competitive sale" to a supposed customer, before an audience of people. Mr. Malone won on the sale of a box of "Jersey Cream" yeast cakes.

F. Leblond, general merchant, of St. Cecile De Whitton, Que., has made a voluntary assignment to V. E. Paradis.



C. P. FABIEN

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

3169 Notre Dame St., MONTREAL.

SLEE, SLEE & CO.

Limited

Tower Bridge Brewery,
LONDON, ENG.

FOR



English Malt Vinegars.

Ontario Agents—

John W. Bickle & Greening,
HAMILTON and TORONTO

From whom Samples and Prices can be obtained.

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 L.B. TINS UP.

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

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

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

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

Fowler's Canadian Company, Limited,

Pork Packers and Exporters, HAMILTON, CANADA.

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

— ALSO —

The L. & S. Rosemary Company, Limited,

Manufacturers of Jams Jellies, Cocomnut, Extracts, Baking Powder, Vinegars, Pickles, etc.
32 McNAB STREET SOUTH, HAMILTON, CAN.

THE BELLEVILLE BUSINESS COLLEGE, LIMITED
BELLEVILLE, ONTARIO.

Send for handsome Catalogue fully describing all Courses taught. o J. Frith Jeffers, M.A., Principal.

We have One of the Best

equipped mills in Canada. We get our wheat direct from the farms in the best Manitoba sections. **Calla Lily**, strong bakers', an excellent general purpose flour. **G.O.B. Manitoba** Hungarian Patent, the leader in quality and price.

MODEL ROLLER MILLS, Perth, Ont.

We are taking it easy for a couple of weeks while our travellers are having their holidays. When the roll is called on Monday the 18th inst we expect our representatives will be in the front ranks for business and they will have extraordinary inducements to place before you, and you will make no mistake in reserving your esteemed orders for anything you require in the grocery line.

In the meantime, write, telephone or telegraph, at our expense, if in a hurry for goods. Positively no goods sold outside of the regular trade.

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

WHOLESALE GROCERS AND TEA IMPORTERS, GUELPH, ONT.

THE C. G. YOUNG CO.
RUBBER STAMPS
 AND SUPPLIES
 No. 1 Adelaide Street East - Toronto

GOLD MEDAL, PARIS, 1900.

Walter Baker & Co.'s
 PURE, HIGH GRADE
Cocoas and Chocolates.



TRADE-MARK.

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

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

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

WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

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

TRADE-MARK ON EVERY PACKAGE.

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

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

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

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

PRINGLE MACAROONS

A new Biscuit, very tasty.
 Not a high-priced one either.

The Canada Biscuit Co., LIMITED,

KING and BATHURST STS., TORONTO.

Manitoba--Its Wheat Crop and its Merchants.

From Our Own Correspondent.

PORTAGE LA PRAIRIE, Aug. 2, 1902.

YOUR correspondent has just reached this point after a very hurried week of travel, and a general letter on the points touched during the week may not be without interest to readers of your magazines.

Monday morning, July 28, left Winnipeg at 8 45 on the Glenboro' branch of the C.P.R. The train was crowded with excursionists to the Winnipeg Industrial, who had spent Sunday in the city, and, judging from the amount of luggage checked and the enormous quantity of hand baggage, their visit had not been without profit to the merchants of Winnipeg.

Carman is situated 57 miles from Winnipeg in the heart of one of the richest wheat sections of the Province, and is decidedly the most picturesque town in Manitoba, as, in addition to a large number of fine trees of natural growth, the Boyne river runs right through the town, and is spanned by some three or four foot-passenger and vehicle bridges. The settlement of this section dates back to 1880, and the town has had the advantage of a well-to-do farming community to draw from.

Just now the wheat crop is the all-absorbing subject of conversation and interest, as the heads are now filling. The spring was backward and the growth not what it ought to have been until the beginning of July. Since that date, however, the weather has been ideal and the growth simply phenomenal. As the next three weeks is the critical period that will make or mar the season's work, everyone, merchant and farmer alike, is on the qui vive as to the result. A bicycle trip of some 17 miles through the wheat belt immediately surrounding Carman gives one a sight not soon to be forgotten. On either side of the road, as far as the eye can reach, are fields of waving grain broken only by occasional clumps of trees and good farm buildings. In this neighborhood is situated the farm of the Hon. R. P. Roblin, Premier of the Province, where your correspondent saw 780 acres of wheat in one field, that gives every indication of giving 30 bushels to the acre, and may possibly reach 35 bushels.

The town of Carman is growing rapidly and a large number of new buildings are being erected both in town and country; in

fact, dealers in building materials are at their wits end to keep up with the demand. A new \$25,000 hotel is being erected with all modern improvements, and the Starkey House, the principal hotel at present, is being enlarged by an addition, giving 13 new bedrooms, doubling the size of the dining-room and giving additional kitchen room and pantries.

In the brief time at the disposal of your correspondent it was not possible to call on all the trade, but Roblin & Sons and E. L. B. McLeod's establishments were visited. Both of these houses do a general business and carry large and well-assorted stocks and report business excellent in all lines.

In addition to a general, business Mr. McLeod makes a specialty of ladies' goods of all kinds, and his stock of dress goods and blouses is superior to that of many a large city store. If any lady of the town or country calls for anything that he does not happen to have in stock it is ordered by either wire or letter, according to the urgency of the case.

GLENBORO'.

The next halt worth mentioning was made at Glenboro', 104 miles from Winnipeg. Here also the promise of harvest is the best in the history of the settlement and everyone is proportionately happy and contented. Your correspondent had a view of this section from the top of the mill, an elevation of 65 ft., and from which the country for a radius of 15 miles lies before you like a beautiful picture with the Tiger Hills for a background. There are four large general stores in Glenboro', but it was only possible to call on three of them. J. F. Fumerton & Co. occupy a fine brick store, 32 x 75 ft., two storeys and basement, and carry a large and well-assorted stock of dry goods, boots and shoes, groceries, crockery, glassware, millinery and the like. Mr. Fumerton reported trade for the season very satisfactory.

J. R. Kelly has been in business at this point for a number of years and carries a full general stock. He reported business good, and stated that the amount of cash in circulation this summer was much larger than usual, owing to the establishment of a creamery where the farmers were paid monthly for their cream. This was a great advantage, not only in the matter of money,

but also in saving the merchants the loss that is always attendant on the handling of dairy butter. F. Friderickson has done a general business in Glenboro' for 20 years. He is an Icelander, and there are large numbers of his countrymen settled in the neighborhood, many of whom are worth from \$30,000 to \$50,000. In addition to a large general store business, carried on in somewhat limited quarters, Mr. Friderickson has a good farm a few miles out of town on which he has a crop of wheat that will run 30 bushels to the acre.

SOURIS.

At Souris a brief stop was made, not sufficient to permit of seeing anyone but Mr. McCullough, the owner of the large flour mills, but, judging from the amount of building going on, things must be in a very prosperous condition.

BRANDON.

On to Brandon, where the annual Western Fair was in full swing. The city so crowded that beds were at a premium, and many people had to sleep in the city council chamber and the station waiting rooms. Merchants were far too busy to talk.

RAPID CITY.

The next point made was Rapid City, 22 miles directly north of Brandon. The whole character of the country is different, it being fine rolling uplands with numerous bluffs of trees. This section has been settled for 23 years, and has always done mixed farming. The farms are all well tilled, there are fine herds of cattle and excellent farm buildings. The town is progressing. The creamery is doing well. The crops promise better than last year, when the average yield of the section was 38 bushels to the acre of wheat.

Le Page Bros. have a fine brick store and are doing a good general business. Both partners were absent when your correspondent called. Hindson also does a large general trade. He has been in business in the district for about 20 years. He reported trade satisfactory for the season, although the cold, wet weather of June had made summer goods a little slow for a time.

There is a fine large hardware store at this point, but, unfortunately, there was no time to call. It is estimated that in addition to the crops, \$80,000 worth of cattle will be

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HOLIDAYS-- ARE STILL THE ORDER OF THE DAY WITH OUR TRAVELLERS—AND WILL BE UNTIL THE END OF NEXT WEEK. IN THE MEANTIME WE SOLICIT YOUR ORDERS.

WRITE, WIRE OR 'PHONE---US

AT OUR EXPENSE. ALL ORDERS SHIPPED SAME DAY AS RECEIVED.

Canned Goods.—New Pack—Wait for our Travellers—They have an interesting line to show you—“ANCHOR” Brand—Quality the Finest—and Prices Right.

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

sold out of the Rapid City section this season.

As there is but one train daily between Rapid City and Minnedosa—on the M. and N.W. branch of the C.P.R.—we drove across country in the early morning, a delightful drive of 20 miles; the road for nearly half the distance lying along the valley of the Little Saskatchewan, which, in Cree, is swiftly running water.

MINNEDOSA

is a large and substantially-built town, lying on both banks of the river and sheltered by beautiful encircling hills. The character of the farming and business generally, closely resembles those of Rapid City, but the town, being a divisional point, has additional railway facilities. The demand for lumber, and, in fact, all classes of building material, is tremendous; dealers are not able to get supplies in fast enough.

P. J. McDermott is one of the principal merchants of the town and the only one it was possible to call on. He has a very fine brick store, two storeys and basement, and it is packed with an excellent stock of boots and shoes, dry goods, clothing, crockery, groceries, and, in fact, everything that goes to make up a stock in a country town. Mr. McDermott reported trade good in all lines. There is a good creamery at this point and that is always a boon to the merchants as it means a certain amount of cash in the farmers' hands the year around.

NEEPAWA

was also visited, but that town and Portage la Prairie have already been fully described in these pages.

H. P. Eckardt & Co. report a steady demand for Blanke's coffees.

H. P. Eckardt & Co. report a brisk demand for 12-oz. and 16-oz. package seeded raisins.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. COTE & CO., general merchants, St. Alexander, Que., have assigned to Chartrand & Turgeon.

The creditors of A. H. Pare, general store, Pont de Maskinonge, Que., met on August 4.

E. F. Parker, general merchant, of Stirling, Ont., has offered to compromise at 20c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Henry & N. E. Hamilton, departmental store, of Montreal, have dissolved.

Hourd & Warner, general merchants of Fletwode, Assa., have dissolved. A. B. continues.

Mongeau & Frere, grocers, of St. Henri de Montreal, have dissolved and new partnership registered.

SALES MADE AND PENDING.

Isabella Copeland, general store, of Grenfell, Man., has sold out.

The assets of L. Lemelin, grocer, St. Raphael, Que., were sold on August 5.

The stock of E. F. Parker, general merchant, of Stirling, Ont., is advertised for sale.

Organ, Elliott & Co., Montreal, grocers and sundries dealers, assets advertised for sale.

D. Gauthier, general merchant, St. Feleicien, Que., stock sold out at 62 $\frac{3}{4}$ c. on the dollar.

The stock, etc., of George E. Waud, grocer, Toronto, is advertised for sale by auction.

The stock of Robt. A. Patterson, grocer, of Campbellford, Ont., is advertised for sale by auction on August 12.

W. J. Currie, grocer, of Brandon, Man., has sold out to J. E. McDonald, who took possession on August 4.

CHANGES.

S. Scott, baker, is opening up a business at Grenfell, Man.

Quintal & Lynch, hay and grain, Montreal, have registered.

The Hamilton Co., departmental store, Montreal, have registered.

C. N. Cameron, grocer, Victoria, B.C., has sold out to James Moffatt.

S. Salmon & Co., groceries and dry goods, Montreal, have registered.

A Rochon & Cie, manufacturers of brooms, Quebec, have registered.

The Mount Royal Packing and Preserving Co., Montreal, have registered.

R. J. Riddell is starting in business at Douglas, Ont., with a general stock.

Chas. Milne, grocer, of Dawson, B.C., is succeeded by M. De Brisay & Co.

H. Jenks & Co., grocers and fruit, Mattawa, Ont., have removed to Pembroke, Ont.

T. Ivory & Sons, general merchants, Omemee, Ont., are succeeded by Charles Ivory.

Rendell & Co., general merchants, Greenwood, B.C., are opening a branch at Grand Forks.

Nofield & Schuster, grocers, Fort Qu'Appelle, Man., have been succeeded by Schuster & Bonneau.

FIRES.

Joseph Milks, general merchant, Earsley, Que., has been partially burned out.

DEATHS.

John McCalla, proprietor of the grocery and hardware firm of W. J. & J. McCalla, St. Catharines, is dead.

TO RESTORE FERMENTED SYRUP.

A subscriber from Manitoba writes asking THE GROCER how to restore maple syrup after it is fermented to its original sweetness.

[Answer—The best way to restore your syrup is to boil it a little when it will become sweet again. If it is a little thick it may be diluted with water. — Editor GROCER.]

In Business To Make Money ?

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

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

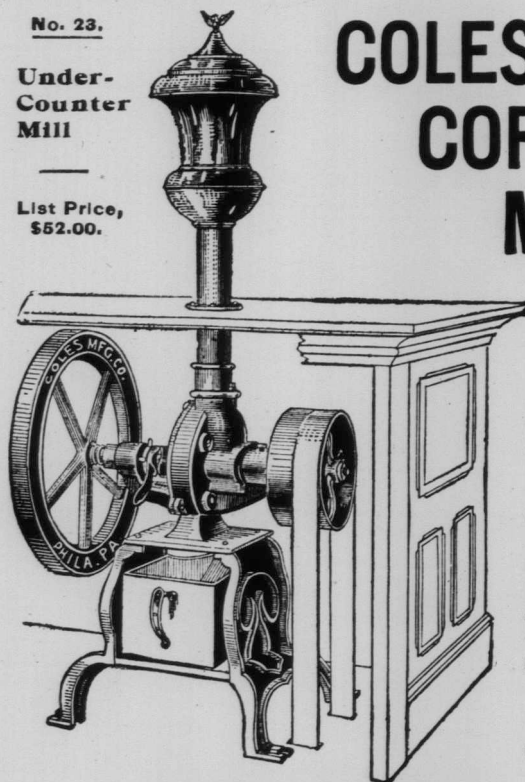
Windsor Salt Will Help !

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

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

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

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

A GREAT
LABOR-SAVER.

Our Grinders
wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA,
PENN'A.



There is
Another Side
to the
Question.



Besides the mercenary, money-making side of business there is the satisfaction of it all that makes living and working worth while. Don't you like to sell satisfactory goods—satisfactory to yourself and to your customer ?

Paterson's Camp Coffee Essence

gives satisfaction. A customer once a customer
always.

ROSE & LAFLAMME,
AGENTS,
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THE CANADIAN GROCER

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

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

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

THE MANUFACTURERS' MEETING.

IT is very gratifying to Canadians who have the welfare of their country at heart to find that the manufacturers of the land have organized themselves into a broad, well-principled association, which to-day wields no small influence upon the future of the country.

The Canadian Manufacturers' Association is not an organization formed to secure a monopoly for certain firms, but its aim is to do all in its power to strengthen Canadian industries and gain for them a firm footing in the markets of the world.

While for a single firm or even for the Government of the country to take the needful steps to push on foreign trade would be of little avail, yet, when it comes to a union of all the powerful manufacturing interests of the country, then results may be more easily secured and at a lesser proportionate cost. It was with a firm belief that in union there is strength that the manufacturers of Canada have united together.

All this is but preliminary to a brief reference to the impending annual meeting of the Canadian Manufacturers' Association, to be held in Halifax on August 12, 13 and 14. It is safe to say that such a meeting a few years ago would have been an utter impossibility. It would have been out of the question to expect a representative gathering of manufacturers to take the time or afford the expense of journeying to the eastern extreme of the Dominion. But now all is changed. The Association has gained strength in all parts of Canada, and manufacturers everywhere have come to believe in its efficiency and usefulness. The possibility of a meeting in Halifax is, consequently, the outward sign of a growing strength.

At the Halifax gathering several important matters of deep interest are to be discussed. The three allied problems of transportation, viz., steamship communication with Britain and the sister colonies, the improvement of Canadian harbors and waterways, and railway regulation by means of a commission will all be treated. Then, the Association will formulate some definite plan of action with regard to the tariff. It will express its opinion about the appointment of special trade representatives. It will state its views concerning importation of alien labor and about the various phases of the postage problem, and among general matters it will discuss technical education, an all-Canadian exhibition, a new trade index and the educational campaign fund.

In this bill of fare many subjects deserving of attention are included, and it may be expected that all will be handled with the carefulness and the sagacity of the modern business man.

To predict what will be the outcome of these discussions would be impossible, but it is not beyond the bounds of possibility that the Association will not only speak out strongly, but will take action to secure an increase in the Canadian tariff. If such is the case this will undoubtedly be the most far reaching of the reforms that will be advocated. With improvements in trade facilities, all will be in sympathy, but any attempt to change the tariff will likely raise a good deal of opposition.

MARITIME PROVINCES AND THE WEST.

IF we may believe the press of the Maritime Provinces of the Dominion, there exists considerable feeling down in the east about the way in which the press of Ontario is alleged to be ignoring the existence of the Maritime newspapers and their news columns. The protest of two Nova-Scotian papers has received considerable attention in the editorial columns of several Ontario papers, which, on the whole, appear to regard the matter lightly and merely suggest that some better news service covering the whole Dominion should be inaugurated.

There is no doubt, however, that there exists a number of papers in Ontario which have always recognized the importance of the Eastern Provinces, and have given them much attention in their columns. These are the trade papers, and, in justification to them, some allowance should be made in the sweeping condemnation of the whole Ontario press. It will be found on inspection of the volumes of any respectable trade publication that for years the Maritime Provinces have figured prominently therein. Indeed, the good work of the trade papers may be credited, to a great extent, with bringing about the revival of interest in the east, which finds expression in the present meeting of the Canadian Manufacturers' Association in Halifax.

To take a concrete instance. Readers of THE CANADIAN GROCER will remember that for several years almost verbatim reports of the meetings of the Maritime Board of Trade have appeared in its columns. These services of THE CANADIAN GROCER have been appreciated, as is evidenced by the Maritime Board making this journal its official organ. This is but one of the ways in which THE GROCER has striven to keep all parts of the Dominion united in a common interest—the building up of a great mercantile nation.

In spite, however, of whatever defects there may be in the press, the people of the Maritime Provinces and Western Canada are being gradually brought closer together, and one of the fruits of it is the enlarged trade which is developing between these parts of the Dominion.

HINDRANCES TO CANADA'S TRADE WITH JAMAICA.

THE CANADIAN GROCER has, within the last few months, been in receipt of a number of complaints in regard to the transportation service between Canada and the British West Indies. And the question has been receiving some attention from the newspapers in the West Indies as well as in Canada.

A short time ago, Mr. Black, of The Pickford & Black Steamship Co., was interviewed by a Halifax paper on the subject of Canada's trade with the West Indies. In this interview, Mr. Black spoke hopefully of the prospects, but held that a process of education must go on in the West Indies in regard to Canadian products before the trade would warrant a weekly service being put on between the Dominion and that part of the world. In a word, there was a prejudice against Canadian products which ought to be removed.

This interview has since been dealt with at some length by The Daily Telegraph, of Kingston, Jamaica. The following is from The Telegraph's article:

As far as we know there is absolutely no "prejudice" against Canadian products in these colonies. The excellent qualities of Canadian flour, butter, cheese, etc., are fully and frankly appreciated in Jamaica; and we have no hesitation in saying that, if other things were equal, Jamaicans would prefer any day to trade with the Dominion rather than with the States. But there's the rub. Other things are not equal. And we think that the Canadian commissioner in this island, and every other friend of Mr. Black, should advise him to look at home for the causes of the unsatisfactory condition, or slow rate of progress, of the Canadian-West Indian trade, before casting his eyes to this quarter of the globe in order to discover the obstacles that are in the way. Let us illustrate our meaning by mentioning a few facts that have recently come to our knowledge.

An importing firm in this city—to be explicit, it was Messrs. MacNish Limited—ordered a consignment of cheese from Toronto in the latter part of February. The goods were despatched about the middle of March; the invoice was dated the 15th of that month. But the goods did not arrive here until April 30. A second lot was ordered on May 7. The receipt of the latter was acknowledged on May 15, and received here on May 23. A few days later the invoice and bill of lading, dated May 17, came to hand, and the firm was advised that the goods would be forwarded by the ss. Bauta, sailing from St. John, N.B., on the 28th. The steamer duly arrived here about the 10th inst., but judge of Mr. MacNish's disappointment and chagrin when he learnt that the goods were not on board! The dilatoriness or carelessness of the Canadian railway authorities had humbugged the shipment!

These facts tell their own tale only too clearly. It is idle to talk about the "prejudice" in the West Indies against Canadian products when the real stumbling block to Canadian trade is the carelessness of the Canadian railroads and the exorbitant charges made by those railroads. The excellent qualities of the flour, butter and cheese produced by the farmers and millers of the Dominion are not in question. Most people admit that Canadian goods all around are just as good as those of any other country; and some people contend that many of them are better than can be got

elsewhere. Messrs. MacNish Limited, are prepared to affirm that the first consignment of cheese they received from Toronto was better than they had ever handled. But how can merchants sell goods (and especially perishable goods) unless they can get them regularly and up to time? Local merchants never experience any difficulty in getting regular supplies from the United States; and it is an extremely rare thing for any of them to be disappointed through the non-arrival of goods on the date promised by American exporters.

Before us is a letter from the Messrs. MacNish Limited, referred to in the above extract from The Telegraph. It is dated July 11 and says: "SS. Bauta has again arrived and shipment of cheese May 17 is still wanting. The great loss to us is not so much the profit gone, but the breaking up for the time being of our trade in this article."

There is no doubt some prejudice against Canadian products in the West Indies; but it appears to be largely our own fault. In the first place, we were slow to comply with the conditions under which the people of the West Indies were prepared to purchase our products. We have special reference to style of package and other details over which we have control. As far as these particulars are concerned, Mr. Black was, at least to some extent, correct when he spoke of prejudice against Canadian products.

But there are undoubtedly defects in the transportation service between Canada and the West Indies. We do not mean the steamship service alone. We mean the whole service between points in western Canada to the West Indies. How far the steamship service is to blame we cannot say. One thing is certain, the steamship service from Halifax and St. John has greatly improved during the last few years, and some excellent boats have been put on the route. At present the service is fortnightly from Halifax and monthly from St. John. The complaints that have come to us from this end have been more in regard to the railway link in the transportation service. Last fall, for example, it was difficult to get cars to ship goods to the West Indies via Halifax and St. John. We know of instances where carloads of merchandise had to be sent from Toronto via New York simply because the cars could not be obtained to ship the goods through

our own ports. And yet at the same time steamers for the West Indies were leaving Halifax and St. John with incomplete cargoes.

Through an official source we learn that the attention of the Dominion Government has been drawn to the matter, and it is to be hoped a better state of affairs will prevail.

One thing is certain, where the transportation service is defective trade must be handicapped. Efficient transportation service is one of the chief foundations for the development of trade with the West Indies as well as with all other countries.

THE TRAVELLERS' HOLIDAYS:

THE two weeks' holidays of the travellers representing the wholesale houses in Western Ontario began this week.

While some of the houses allied to the grocery trade who participated last year are not doing so on the present occasion, these uniform travellers' holidays appear to have become a permanent institution, at any rate as far as the purely wholesale grocery trade is concerned.

The travellers certainly deserve the holidays, and business in the meantime will not suffer materially on account of their temporary absence from their accustomed routes. Transportation is rapid and the telephone and the telegraph are at nearly every merchant's door if the mail service is not rapid enough for his pressing wants.

On account of the holidays many of the wholesale houses are making a special feature of their advertisements this week, and our readers will be looking after their own interest by studying the announcements of the different firms even more closely than is customary, if that be possible.

OUR DAIRY PRODUCTS IN AFRICA.

It is anticipated that when the direct steamship service between Canada and South Africa is in operation that considerable more business will be done with that part of the world in cheese and butter than at present.

It is to be hoped that a proper system of refrigeration will be placed on these steamers.

The consensus of opinion among men who know the South-African market is that Canada has an excellent opportunity of developing an exceptionally large trade with Africa in dairy produce. Doubtless the opportunity will be taken advantage of, if good facilities for carriage are provided.



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THE YUKON AND ITS TRADE.

AN INTERVIEW WITH MR. GEORGE H. HEES.

THAT far-away corner of the Canadian Dominion which goes by the name of the Yukon Territory, still wears an air of glamor and mystery for the average easterner. Being so distant and so remotely connected with the arteries of travel and commerce, it has naturally become a good field for the propagation of all manner of political, moral and commercial exaggerations. Therefore when a traveller returns east after having endured the rigors of a journey thither, he is eagerly questioned as to his experiences and views, and people never seem tired of hearing about the Yukon Territory. Realizing this continued interest, a representative of THE CANADIAN GROCER called on Mr. George H. Hees, of Toronto, who has just returned from Dawson City, and asked him for a "story" of his trip.

"I went to the Yukon," said Mr. Hees, "for pleasure and also for business; to see the country and to examine the prospects for the manufactures of Canada. I visited the creeks and mines and found many Toronto people there, who were enthusiastic about the place. They had become accustomed to the climate, and say they could hardly live now in the quiet east. The output of gold last year amounted to \$24,000,000, but Mr. Senkler, the Canadian assistant gold commissioner, told me in an interview that the Government estimate for the coming year would not exceed \$14,000,000. The reason for this is that no important discoveries of gold fields have been made within the last year and a half, and the old creeks and finds are being worked out. It will take years—some 10 or 20—to work out the present fields, but it follows unless they discover new ones the product will grow smaller year by year. The hope is to find gold quartz.

"Dawson City, situated at the base of Dome Mountain, rising 2,000 feet above the city, has 5,000 inhabitants and is two miles long by one wide. The Government has shown its faith in Dawson by putting up large and substantial buildings. The barracks for the mounted police are large and commodious and capable of accommodating over 500 soldiers, and, whether mines increase or decrease, Dawson, being the headquarters of the Government and mounted police,

must always be a city of considerable importance. It is at the junction of Klondyke Creek and the Yukon River. The Yukon is navigable by light-draft boats from St. Michael's to White Horse, a distance of 1,800 miles. The city has four churches; several schoolhouses, all well built and well supported; two banks, charging interest at the rate of 18 per cent. per annum; two theatres and numerous dance halls, where varied entertainments are provided. Gambling has been lately suppressed, and Dawson is the most orderly and quiet place in Canada."

"How about American business invasion?"

"Most of the merchants doing business are Americans, and, having come out in the early days and having connections with business houses in the United States, they naturally obtain supplies from jobbers where they are best known. They were able to get travellers' prices for anything they had to sell, and the small matter of 35 per cent. duties did not interest them. But now Vancouver and Victoria jobbers are looking well after the trade of Dawson. There are several large transportation and trading companies in Dawson that carry large stocks. They conduct departmental stores, and sell almost anything required by the citizens or miners. These companies own their own ships and carry freight up to St. Michael's in them, thence transfer to lighter craft, which go up to Dawson, thereby saving the extremely high rates by way of Skagway, Alaska, over the White Horse and Yukon Railway, thence by the Yukon to Dawson, which the small trader who gets his supplies thus is obliged to pay.

"Governor Ross told me that but a year or so ago \$1 in the east would buy as much as \$6 in Dawson, but lately, checking over bills, he found the difference now is about \$1 to \$4.50. No coin less than 25c. is used in the Klondyke. The three daily papers—smaller than our 1c. papers—sell at 25c. each, \$4 a month, \$40 per year in advance. All drinks, hard or soft, 25c., but all mixed liquors 50c., poor cigars 25c. or three fair ones for \$1. A leading barrister told me he thought he had passed the period of being surprised at Dawson prices, but that morning when he was charged 25c. for a pair of common shoelaces he thought the price rather steep. Rents are very high. An office that rents in Toronto for \$30 per month would bring \$130 in Dawson. Small shops rent from \$10 to \$20 a day in advance. Dining-room girls get \$100 per month and house servants from \$75 to \$125 per month. Hotel charges are more reasonable. A small room \$2.50 per day, breakfast or lunch 75c. and dinner \$1; the meals are better than you would expect under the cir-

cumstances. Sample-rooms from \$5 to \$10 per day; hauling baggage \$1 per piece.

"There is now in Dawson a great surplus of laborers, who are ready and eager to go to work. I am told there are 10 applicants for every job available, and yet boat load after boat load of adventurers are arriving almost daily to swell the crowd of idlers. Knowing these conditions, and seeing in almost every issue of the Seattle, San Francisco and other papers the glowing accounts of the Klondyke, one cannot help feeling that the transportation companies are responsible for those alluring stories. Dawson is about 4,500 miles from Toronto. From St. Michael's to Vancouver is about 2,800 miles, and from St. Michael's up the Yukon to Dawson about 1,400 miles. The Yukon is navigable for light draught boats 1,760 miles. The cost of a two months' trip would be between \$500 and \$600."

Dawson is within a little more than one degree from the Arctic circle, and when Mr. Hees was there in June it was almost as light at midnight as at noonday. Saloons, restaurants and fruit shops kept open all night, and out-door games, like cricket or tennis, were often played after midnight.

LOWER PRICES ON GALLON APPLES.

GALLON apples, for delivery from spot stock, are quoted at \$2.50 per dozen this week, which is a decline of 45 to 50c. below last week's prices.

This reduction was made in view of the outlook for the new crop of apples, which promises to be a very heavy one, though it is apparent that, on account of the cold, wet weather which prevailed during the early part of the season, the crop will be somewhat later than usual. But, however late it may be, we have every reason to expect a large crop, and gallon apples, along with other varieties of preserved apples, are likely to be correspondingly low in price.

The prices quoted on the new pack of gallon apples for future delivery are \$2.10 to \$2.20, so there is still a good deal of room for further reductions in the price of spot stock if jobbers are anxious to dispose of all their old goods before the new are placed on the market. At present the market exhibits rather a downward tendency, and one jobber hints that still lower prices may be expected before long. The demand for gallon apples is not great, and though wholesale stocks are by no means heavy, still they are sufficient to cope with the present demand until the new goods arrive.

"GUARANTEE."

Any dealer that will return to us the whole or any portion of a shipment of

"SALADA"

Ceylon
Tea
(Black
or Green)

with a written statement that it has proven unsaleable or unsatisfactory in the slightest degree, will receive a cheque covering the full first cost per pound.

Here's an evidence of our faith. Where is Yours?

What a happy position you would be in could you buy all goods, and especially all teas, on like conditions!

IT'S ONLY TRULY GILT-EDGED VALUES THAT DARE BE OFFERED ON SUCH TERMS.

"SALADA," TEA CO., Toronto and Montreal.



Have **YOU** bought the

Old Reliable?

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.

**LILY WHITE
GLOSS
STARCH**

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

This beautiful and useful package will be appreciated by every householder.

Try a case or two with your next ten-box order.

**The Brantford Starch Works,
LIMITED,
Brantford, Ont.**

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TORONTO COLD STORAGE

9-11-13 Church St., - - - TORONTO

Under new management.
Chill rooms now being repaired. Service improved.
Storage solicited.

W. HARRIS & CO., - PROPRIETORS
Telephone Main 1831

Butter and Eggs

We have good demand for choice Butter.
We buy Eggs F.O.B.—Write us.
Consignments and Correspondence Solicited.

SMITH & CARMICHAEL

70 COLBORNE ST., TORONTO.

References: Imperial Bank of Canada,
Mercantile Agencies, your local banker.

**Butter Cheese
Eggs Poultry**

Consignments Solicited.
Highest Prices. Prompt Returns.

The Wm. Ryan Co.,

... Limited.
70 and 72 Front St. E., Toronto.

EGGS—BUTTER

WE ARE BUYERS—F.O.B. your
station. Phone, write or wire us, stating
quantity you can sell for delivery next week.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
68 Front Street East, Toronto.

The **DAWSON** Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets, TORONTO

CLEMES BROS.

Wholesale
Fruit and Commission Merchants.

Special attention given Mail and
Telephone orders.

Your consignments, produce and fruit
carefully handled.

WRITE US FOR PRICE LISTS.

QUEBEC MARKETS.

GROCERIES.

Montreal, August 7, 1902.

THE trade done in groceries during the past week has been fairly satisfactory, all jobbers reporting a good movement in seasonable lines. Pot barley has taken another advance, this time of 25c. per barrel; the prices now are \$1.60 per barrel and \$2.25 per bag. Pearl barley remains at \$1.60 per half barrel. Boiling peas are very scarce, and what is left is of a poor quality. The price, however, is up to \$1.15 to \$1.20 per bushel, and there is a fairly good demand at these figures but checked to a certain extent by the inferior quality. "Anchor" brand compound lard has declined 1/4c. Prime white pea beans have advanced to \$1.60 per bushel, and are scarce. The market shows a still higher tendency and the opinion obtains that the price of canned beans with pork will be affected. Oatmeal and rolled oats are higher and firmer. Jobbers are now quoting for rolled oats \$5.80 per barrel and \$2.82 1/2 per bag. In oatmeal, in bags, the price of standard is now \$2.87 1/2, granulated, \$2.92 1/2, and fine oatmeal, \$2.92 1/2, with the usual advance for barrels.

SUGAR.

The demand for sugar from local buyers is fairly satisfactory. A big business is expected during the next month or so for fruit preserving operations. No change has been made in the price as yet. The foreign market for raw beet sugar has been easy, but it is thought that better conditions will prevail from now on. The price of granulated sugar remains at \$3.65, while yellows sell from \$3 to \$3.55.

TEAS.

The demand from local and country buyers for teas has been improving somewhat, though as yet trade is no more than fair. Holders of old Japan teas have quoted at lower prices recently, and one large jobber has refused to buy of the new crop, preferring to take the old crop at a lower price and wait until the new teas come down, which, he states, is sure to take place. Other operators, however, do not share these views. Prices in Japan are well maintained and from their point of view no decline is probable.

SYRUPS AND MOLASSES.

There is no change in this market. Corn syrups, which are quiet, are quoted as follows: 3 1/2c. in barrels; 33c. in half barrels; 3 1/2c. in 1/4 barrels; \$1.60 in 38 1/2 lb. and \$1.20 in 25 lb. pails. Barbados molasses continues to move but slowly, and the price quoted is 23 to 24c., according to the quantity taken. Antigua molasses is quoted at 24c. and Porto Rico at 38c.

CANNED GOODS.

Canned goods, in general, are an active feature of the grocery market. The only quotable change to report this week occurs in gallon apples on spot, which are considerably lower, the price now being \$2.50, with an easy feeling in the market. Prices on canned fruits and vegetables, for future delivery, are now quoted as follows: Tomatoes, 90 to 95c.; corn, 80 to 85c.; peas, 80c. to \$1.20; string beans, 80 to 85c.; strawberries, \$1.45 to \$1.60; raspberries, \$1.45

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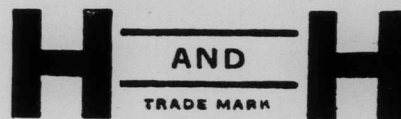
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to \$1.60; gooseberries, \$1.45 to \$1.60; pears, 2's, \$1.60 to \$1.70; 3's, \$2.10 to \$2.15; peaches, 2's, \$1.65 to \$1.70; 3's, \$2.50 to \$2.75; 3-lb. apples, 85 to 90c.; gallon apples, \$2.10 to \$2.20; 2-lb. sliced pineapples, \$2.20 to \$2.30; grated pineapples, \$2.50; pumpkins, 95c. to \$1; spinach, \$1.50; sugar beets, 95c. to \$1. We quote spot goods as follows: Peas, 82½c. to \$1.15; corn, 82½ to 85c.; tomatoes, \$1.12½ to \$1.17½; gallon apples, \$2.50; salmon, pink, 92 to 95c.; spring, \$1.25; Rivers Inlet, red sockeye, \$1.30; Fraser River, red sockeye, \$1.10.

SPICES.

There have been no changes in prices during the week. Most lines are moving briskly, particularly cinnamon, peppers and gingers. We quote: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA.

Tapioca is now quoted at 27c., at which low figure there is a very good business doing. In rice there is no change whatever to report. We quote: B rice, in bags, \$3.02½; in half bags, \$3.07½; in ¼ bags, \$3.12½; in pockets, \$3.17½. In 10 bag lots an allowance of 10c. is made. CC rice, \$2.92½ in bags; \$2.97½ in ½ bags; \$3.02½ in ¼ bags and \$3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 27c.

FOREIGN DRIED FRUITS.

CURRENTS.—A fairly good demand is experienced for currants, and trade is reported to be improving. We quote: Fine Filiatras, 5½c. to 5½c. in ¼ cases; cleaned, 5½ to 5½c.; 1 lb. cartons, 6½ to 7c.; finest Vostizzas, 7 to 7½c. per lb.

VALENCIA RAISINS. While the loss in the raisin-producing district has not been estimated to any degree of exactness, there is no doubt but that it is very serious. On the local market, nothing new has occurred. We quote: Finest off-stalk, 6½c. and selected, 7½ to 8½c.

SULTANA RAISINS. The demand is keeping up well and the market is fairly active. The price remains at 9c. per lb.

CANDIED PEELS. These are in fair demand at unchanged prices, which are as follows: Citron peel, 15c.; orange, 11½c. and lemon, 10½c. per lb.

MALAGA RAISINS. There is a good inquiry for these, and trade continues at unchanged prices. We quote: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.95 to \$1.10; "Excelsior Windsor Clusters," \$1.50 to \$1.60; ¼'s, \$1.30 to \$1.40.

DATES.—Nothing further has been learned in regard to the new crop, which, by all accounts, will be at least an average one. Locally, business is quiet. We quote Halloweas at 1½c. per lb.

FIGS.—An advance of 1s. per cwt. was quoted by cable from Smyrna on new crop figs. This is said to be due to the news in regard to the condition of the crop.

CALIFORNIAN EVAPORATED FRUITS.—The market is unchanged. We quote:

Pears, 10c.; peaches, 10½c. and apricots, 14½c.

CALIFORNIAN RAISINS.—On the local market there is a moderate demand for seeded raisins, which are quoted at 9½ to 10½c. per lb. Reports from the primary market state that raisins will not be delivered for a month or more yet, and that packers are receiving eastern orders, subject to prices to be named, whatever they will be.

PRUNES.—There has been no change in this market, and a good steady demand is reported at unchanged prices. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7½c. for 60-70's; 7½c. for 70-80's; 6½c. for 80-90's; 6½c. for 90-100's.

NUTS.

Business in all kinds of nuts is very satisfactory. Grenoble walnuts are quoted a shade higher, and shelled walnuts are ¼ to 1c. higher. Both lines are firm with a tendency to still higher prices. Lower prices are quoted on Tarragona almonds, but the market has become firmer and it is expected that the former figures will shortly be regained. We quote as follows: Walnuts, 10 to 11c.; Tarragona almonds, 11c.; shelled walnuts, 18c.; shelled almonds, 25 to 26c.; filberts, 9c.; pecans, 15 to 16c.

GREEN FRUITS.

The past week has been an active one in the green fruit business. Receipts have been large in most lines. Canadian peaches and plums have commenced to arrive, both selling at 50c. per basket. Jamaica oranges are quoted at an advance of 75c. to \$1. Strawberries have practically disappeared from the market, and several lines of imported vegetables have given place to the Canadian-grown article. We quote: Jamaica oranges, in barrels, \$5.50; in boxes, \$2.75; Messina lemons, \$2 to \$3 per box; pineapples, 13 to 20c.; cocoanuts, \$3.25 per bag of 100; bananas, No. 1, \$1.25 to \$2 and eight hands, \$1 to \$1.50; a-paragus, 40c. per bunch; Boston lettuce, 35c. per dozen; cucumbers, 15c. per dozen; Californian cherrys, \$2 to \$2.50 per box; Canadian cabbage, 75c. per barrel; potatoes, \$1.15 to \$1.30 per barrel; tomatoes, 4-basket carriers, 90c. to \$1; watermelons, 25c.; muskmelons, \$3.50 per crate; raspberries, 8c. per box; gooseberries, 65c. per basket; blackberries, 6 to 7c. per box; Californian apples, \$2.50 per box; peaches, \$1.25 per box; plums, \$1.25 to \$1.75 per box; pears, \$2.25 per half box; limes, \$1.50 per box; red currants, 6c. per box; Canadian peaches, 50c. per basket; and plums, 50c. per basket; apricots, \$1.25 per box.

FISH.

As the season advances the demand for all sorts of preserved fish improves. The trade in this line is brisk at present, though arrivals are hardly sufficient to cope with the demand. In regard to the new Scotch and Holland herrings, reports state that the catch was about the average. A few lots are on their way to this market. Our quotations are as follows: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 3½ to 4c. per lb.; whitefish, 7½c.; dore, 7½ to 8c.; pike, 6c.; halibut, 10 to 12c.; salmon, 14c.; trout, large and medium, 8c.; No. 1 herring, Nova Scotian, \$4.75 to \$5.25 per bbl., and \$2.50 per ¼ bbl.; No. 1 Holland herring, \$6.50 per ¼ bbl.; No. 1 Scotch herring, \$6.50 per ¼ bbl., and 95c. per keg; Holland herring, 75c. per keg; No. 1 green codfish, \$5 per

bbl.; mackerel, \$12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, \$4.75 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces, and in barrels, \$12.50; No. 1 British Columbian salmon, \$6 per ¼ bbl., and \$12 per bbl.; standard bulk oysters, \$1.50 per gallon; Marshall's kippered herring, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

FLOUR AND GRAIN.

FLOUR.—The market has become firmer of late on account of the light offerings. A good trade is being done, both for local and export account, in Manitoba flours. There is a good inquiry for low-grade flours, but owing to a scarcity, buyers have found it difficult to obtain all they require. We quote: Manitoba spring wheat patents, \$1.10 to \$1.20; strong bakers', \$3.70 to \$3.90; straight rollers, \$3.60 to \$3.70; winter wheat patents, \$3.90 to \$1.10.

GRAIN.—Business in oats has not been very active during the week and both Manitobas and Ontarios are quoted lower. Since the decline, however, the market has become steadier. We quote: Manitoba oats, No. 2 white, 48½ to 49½c.; No. 2 Ontarios, 48½c.; No. 2, 48 to 48½c.; rye, 67c.; peas, 86½ to 87c.; corn, 72c.; buckwheat, 68½ to 69c.; barley, 58 to 59c. in store.

FEED.—The demand has improved of late and an advance of \$1 is quoted on Manitoba bran, while Ontario bran is 50c. higher. Shorts retain all their firmness but have not changed in price. We quote: Manitoba bran, \$17 to \$18; Ontario bran, \$15.50 to \$16; Manitoba shorts, \$23; Ontario shorts, \$24.

OATMEAL.—Jobbers have advanced the price of rolled oats by 50c. per barrel and are now quoting for small lots, \$5.80 per barrel and \$2.82½ per bag. The market is firm and tending to higher prices, owing to the small offerings from the west of old oats.

BALED HAY.—The market has become much more active, and at present a good trade is doing at an advance of 25c. per ton over last week's prices. We quote: No. 1, \$8.75 to \$9.25; No. 2, \$7.75 to \$8.25; clover, \$7 to \$7.50 per ton in carlots.

BUTTER AND CHEESE.

CHEESE.—A downward tendency in prices is to be noted in the cheese market this week. Since the announcement of last week the market has been heavy and a lowering over prices of the previous week the result. Reports from England are of a very satisfactory character, the inquiry continuing good.

Prices this week are as follows: Finest Ontario, colored, 9½ to 9½c.; finest Ontario white, 9½ to 9½c.; finest Townships, colored, 9½ to 9½c.; finest Townships, white, 9½ to 9½c.; finest Quebec, colored, 9½ to 9½c.; finest Quebec, white, 9½ to 9½c. per lb. Last week finest Ontarios were quoted at 10½ to 10½c.; finest Townships, 10 to 10½c.; finest Quebecs, 9½ to 9½c. per lb.

Shipments from the port of Montreal last week were 129,216 boxes. Compared with the same week last year an increase of 61,234 is shown.

BUTTER.—The butter market seems to have been sympathetic with the cheese market this week, for it also has been comparatively dull. That prices will not



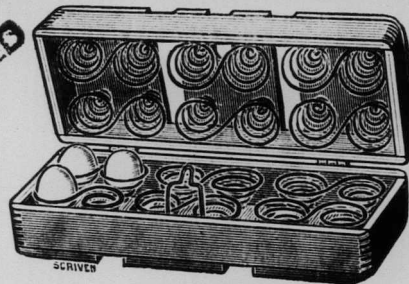
Seal Brand
In 1 and 2-lb. Cans
only.
(AIR-TIGHT.)

Goliath was much surprised when David hit him with a stone. He said that such a thing had never entered his head before! So you may be surprised when we tell you that low-priced coffee isn't really low-priced. It wholly lacks flavor. And it takes a lot more of it to produce satisfactory strength. **One cent a cup** is all the cost of Chase & Sanborn's Seal Brand Coffee by actual test. And that is the finest coffee grown.

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Handy Pails (for oysters, lard, butter, berries, syrup, vinegar, pickles, ice cream, etc.), 20th Century Pails, Granite Scoops, Diamond Scoops, Handy Scoops, Cheese Safes, Egg Carriers, Egg Cases, Faucets, Vinegar Measures, Wooden Measures, Wooden Barrel Covers, etc.

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decrease much further seems to be the general opinion.

Prices are as follows: Fancy Townships creamery, 19 $\frac{1}{2}$ to 20c.; finest do., 19 $\frac{1}{2}$ to 19 $\frac{3}{4}$ c.; finest Quebec creamery, 19 $\frac{1}{2}$ to 19 $\frac{3}{4}$ c.; finest Ontario, 19 to 19 $\frac{1}{4}$ c.; fine creamery, 18 $\frac{1}{2}$ to 18 $\frac{3}{4}$ c.; dairy butter, 16 $\frac{1}{2}$ to 16 $\frac{3}{4}$ c.

COUNTRY PRODUCE.

EGGS. Market is strong for candled. As a consequence of increased receipts and warm weather, a slightly easier feeling prevails. We quote: Selected, 17 $\frac{1}{2}$ to 18c.; candled stock, 15 $\frac{1}{2}$ to 16c.; straight receipts, 14 $\frac{1}{2}$ to 15c.; No. 2, 12 $\frac{1}{2}$ to 13 $\frac{1}{4}$ c.

POTATOES. An advance has taken place in the price of potatoes since our last report, farmers now asking \$1.50 per barrel. The stock is said to be of a very poor quality, rot being very apparent.

HONEY. It is reported that no new stock is being received. Business is quiet. We quote: White clover comb, 12 to 13c.; tinged, 10 to 11c.; strained, 9 to 10c.; buckwheat honey in comb, 8 to 10c. and extracted, 7 to 7 $\frac{1}{4}$ c.

MAPLE PRODUCTS. There is no improvement to report. Prices are unchanged. We quote: Syrup, in large tins, 70 to 80c.; small tins, 59 to 60c.; in wood, 57 to 58c. per lb. Sugar, 7 to 8c. per lb.

POTASH. The market still continues weak. We quote: Firsts, \$1.10 to \$1.15; seconds, \$3.25 to \$3.45; pearls, \$6 per 100 lb.

MONTREAL NOTES.

Roll'd oats are higher.
Pot barley has gone up again.
Gallon apples are 45 to 50c. lower.
Canadian cabbage is 50c. per barrel lower.
Grenoble and shelled walnuts have advanced.
Jamaica oranges have advanced 75c. to \$1 per barrel.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

CALIFORNIAN fruit interests say that shipments of fruit this year will surely reach 100,000 carloads. Orange trees have suffered somewhat, but every other crop is larger than in many years, although the crop is somewhat late. The estimate on prunes is 145,000,000 lb.

There are reported to be orders in the New York market for 15,000 cases State corn that have been turned down by packers. A bid of 75c. for a considerable block is said to have been rejected by the principal packers in the State. There are said to be orders for round lots for shipment to the far West, and some packers who have sold heavily of futures are endeavoring to buy with the idea of covering prospective short sales.

THE U. S. SALMON PACK.

According to advices received from the Coast, George & Baker, Puget Sound salmon packers, have named prices on the 1902 pack as follows: Talls, \$1.05; flats, \$1.15, and $\frac{1}{2}$ -lb, 80c. f.o.b. the Coast. The price on $\frac{1}{2}$ -lb. is 10c. lower than the figure given out by The Straits Packing Co. Coast advices, referring to Alaska salmon, 1902 pack, say: "The reports from Lynn Canal and the Alaska coast indicate that already the run of the earlier varieties has commenced, and, that judging from present indications, the season's run will equal, if

not exceed, the phenomenal one of last season, when the Alaska canneries put up the largest pack in the history of the industry. Most of the canners in Southeastern Alaska have increased their capacity over that of last year, and every effort will be made to handle the larger catch, which was impossible at times last season.

CURRENTS IN NEW YORK.

The Hills Bros. Co., New York, say of currants: "The arrival of the cargo of currants on the Milos has made no change in the position of the market; fine Amalia grades continue to offer at former figures. Early in the week there were rumors of some damage to the growing crop from hot winds, but the latest cables make no mention of such damage, and it is supposed, therefore, that the crop is progressing favorably. The trade seems to appreciate the fact that our market is now on a very low basis; consequently inquiries are more numerous."

DELAWARE TOMATO PACK.

Mail advices from a Delaware tomato packer state: "We are not getting enough tomatoes to keep the cannery going more than four days in a week. From our observation there will not be over 60 per cent. of an average yield in our section, and we are not anxious to follow the market at present." According to other advices from the South

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the disposition among selling interests is fairly steady on full standard 3s, with offerings quoted at from 85 to 90c. regular f.o.b. as to pack.

LONDON COCOA MARKET.

The market continues in the same quiet state, and scarcely any business has been done, but previous prices are maintained. At Tuesday's auctions the good supply of 7,262 bags was offered, consisting of 6,271 bags colonial and 991 bags foreign. A slow demand prevailed throughout, and only 3,250 bags sold at and since the sales at prices generally ruling in favor of buyers. Trinidad: Only a small part sold at late rates. Grenada shows a decline of fully 1s. Other B. W. I. quiet and about steady. Foreign kinds dull of sale. Ceylon slow, but prices show little change.—Grocers' Journal, July 26.

THE INDIAN TEA TRADE.

The annual returns of Indian trade by Mr. J. E. O'Connor, C.E.I., Director-General of Statistics to the Government of India, afford clear indication of the recovery of India from at least the worst evils of drought and plague. It is shown that the tea exports from India in 1901-02 were 180,000,000 lb., a reduction of over 10,000,000 lb., with a more than proportionate diminution in values. The chief purchasers of Indian tea, England and Australia, bought less in 1901-02, Russia and Persia being the only countries of note that took more. Part of England's quantity of 159,000,000 lb. was re-shipped to Germany, the Cape, the United States, and elsewhere. In 1901, 54 per cent. of England's tea imports came from India. A new feature of the year was the shipment of 15,000,000 lb. of tea from Chittagong by special direct steamers. The statistical position and the prospects of the tea industry are better than they were a year ago, and prices have improved, but great care is necessary to prevent production in excess of the needs of the market, which expands only very gradually.—Home and Colonial Mail.

TOMATOES LOWER IN BALTIMORE.

So favorable are the tomato crop conditions that it has caused another break in quotations, and new pack tomatoes are selling in this market at 85 to 90c. There were reports in this city that western packers were delivering new pack western tomatoes in Chicago at 85c. But inquiry fails to find any truth in the report. On the other hand, sugar corn is suffering to such an extent that packers in some of the more northern States are turning their eyes towards tomatoes with the expectation of being so short in corn that they will need to take hold of the

Clark's Meats

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They command Quick Sale with little trouble

EPPS'S

GRATEFUL.
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IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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It is the best seller in the market.

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GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
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"Sarnia" OIL

LAMP

Equal to best American Oil.

GROCERS ALL SELL IT.

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SAMUEL ROGERS, President.

love apple to keep their factories going on full time.

If the peach receipts pan out to the full extent of present promises, packers will soon be neglecting tomatoes for this fruit, which, in turn, may cause some reduction in the value of basket tomatoes, and perhaps another slight decline in the price of the canned article. The peach season in this section opened about a week earlier than the average time at this port, and receipts are undoubtedly heavier than they were for the same season one year ago.—The Trade, August 1.

CHINA TEAS.

Statistics bearing on China tea shows that normal conditions exist. The settlements of Pingsueys in the Shanghai market to August 1 were 70,000 half-chests and of country greens 41,000 half-chests; total 111,000 half-chests; last year same time settlements of Pingsuey were 73,000 half-chests; country greens, 14,000 half-chests; total, 87,000 half-chests; stock of Pingsuey unsettled, 28,000 half-chests, making total arrivals to August 1, 98,000 half-chests; last year same time stock unsettled was 16,000 half-chests, making total arrivals 89,000 half-chests; stock of country greens on August 1 was 5,000 half-chests, against 8,000 half-chests last year, and total arrivals were 46,000 half-chests, against 22,000 half-chests August 1, 1901; total settlements of Pingsuey and country greens were 111,000 half-chests, against 87,000 half-chests same period last year, and shipments were 3,300,000 lb., against 1,500,000 lb. last year. Settlements of Formosas to August 1 were 265,000 half-chests, against 188,000 half-chests to same date in 1901; stock, 20,000 pkgs. against 52,000 pkgs., and shipments, 122,730 pkgs. against 92,000 pkgs. Shipments of Shanghai, Congous, to August 1 compare as follows: 1902, 5,000,000 lb.; 1901, 2,100,000 lb.; 1900, 9,700,000 lb., and 1899, 4,000,000 lb.

PERSONAL MENTION.

Mr. E. D. Marceau leaves on Saturday, August 9, for Old Orchard Beach, where he will spend a holiday of 10 days or so.

Mr. Bowes, traveller for The J. A. McLean Produce Co., Limited, 77 Colborne street, Toronto, wholesale dealers in butter, eggs, pickles, etc., has just returned from a most successful trip to the Old Country.

Mr. Emil C. Boeckh, of United Factories, Limited, has recently returned from a satisfactory trip through Manitoba and the Northwest. He reports the outlook for trade in general very good. The United Factories are rightly proud of their effort, and people are appreciating their push in the West as elsewhere.

H. P. Eckardt & Co. have a dark syrup that is selling well.

COWAN'S A POINTER ON PURITY. COCOA *Hygienic and Perfection.* CHOCOLATE *Queen's Dessert, Royal Navy and Perfection.* CAKE ICINGS *Chocolate, Pink, Lemon Color and White.* CONFECTIONS *Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.*

KEEP THESE IN STOCK AND YOU WILL HAVE ABSOLUTELY PURE GOODS.

THE COWAN CO., Limited, - TORONTO.

GROCCERS

THERE IS NO TIME LIKE THE PRESENT, for selling the celebrated

Pure Lime Fruit Juice

MONTSERRAT

It is acknowledged by all who use it to be the best. Analysis proves this to be a fact. Guaranteed 25 per cent. stronger than any other juice. Purchaser therefore obtains better value for money. Small bottle contains 40 drinks, and is equivalent to 30 lemons, and much more convenient.

A noteworthy fact about "MONTSERRAT" is that grocers can feel safe in keeping any quantity left over from one season to another without fear of affecting its saleableness. This is only possible with "Montserrat."

"MONTSERRAT" is made from Cultivated Limes.

EVANS and SONS, Limited, MONTREAL and TORONTO



A GROCER

can scarcely consider his stock to be complete unless he has a reserve of

DWIGHT'S "COW BRAND"

Baking Soda. He may have others, but he **MUST** have Dwight's.

JOHN DWIGHT & CO.

34 Yonge Street,

TORONTO, ONT.

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AGENTS
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THE ONLY YEAST WITH
CREAM IN IT—JERSEY CREAM.

Graham's Jams, Jellies and Marmalade

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

AGENTS:

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

Canada Preserving Company,

HAMILTON.

LISTEN!

We are offering goods at the uniform Association prices.

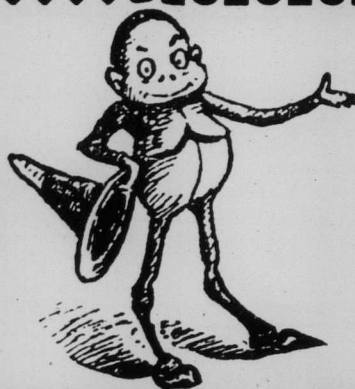
We solicit your patronage on **the merit of our goods.**

We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be side-tracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

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



The THISTLE Brand

ARE

HIGH-GRADE

TOMATOES - CORN - PEAS - Etc.

GUARANTEED
SECOND TO NONE.

BRIGHTON CANNING CO.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

TRAVELLERS' HOLIDAY SNAPS

For Mail Orders Only.

A line of sweet New Season Congou Tea	-	10c.,	worth 15c.
A line of sweet New Season Ceylons	-	10½c.,	worth 14c.
A line of sweet New Season Indian	-	10½c.,	worth 14c.
A good Santos Coffee—roasted	-	10c.,	worth 12½c.
A good blend Coffee	-	15c.,	worth 18c.

We will also allow a special trade discount of 10 per cent. on all goods ordered like Quickshine Stove Polish, Nonsuch, Etc.

For **CANNED GOODS** wait for us. We expect large pack and will quote low.

You can make no mistake in ordering our Teas.

YOU WILL FIND THEM GOOD.

82, 84, 86 McNab St., HAMILTON.

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

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH
CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH
CREAM IN IT—JERSEY CREAM.

OTTWA TRADE GOSSIP.

August 5, 1902.

THE tone of the grocery trade the past fortnight has been fairly good, although some are complaining, as in parts of the city, where most of the people leave for the summer resorts, the effect on the merchants is worse than on the outskirts where a good percentage remain at home.

The price for canned goods is understood to be set as follows: Tomatoes, 90c.; corn and peas, 80c. A good many grocers are commencing to think that the Packers' Association are wanting the whole thing. There is no doubt that tomatoes cannot be retailed for any higher than three for 25c., and the above figures make profits worse than they ever were. Last year, prices at this season, although higher than the previous one, seemed to be fair to all. It is discouraging to those who buy their winter stock now to face such prices.

SUGAR. The local sugar market remains the same with a fair demand. Prices are \$3.72 for Redpath and St. Lawrence granulated; \$3.97 for yellow, and \$3.67 for Acadia granulated.

CURRANTS. Few fine Filiatras currants are being offered to arrive here at 1½c. The market is said to be firmer.

PRUNES. Prices of prunes to arrive are about for 90-100's, 5c.; 80-90's, 5½c.; 70-80's, 6½c.; 60-70's, 7c.; 50-60's, 7½c.; 40-50's, 8c.

GREEN FRUITS. The receipts of raspberries have continued almost the same every day, so that prices have been pretty even until to day, when there was a big sale this morning at the Ottawa Fruit Exchange, and berries sold from 1½ to 7c. Black Lawton's are commencing to arrive, and brought 9 to 9½c. to day. Green apples, in 12 quart baskets, sold from 20 to 30c.; black currants, 70 to 80c.; blueberries, 81 to 81.25; tomatoes, 81 to 81.25 a basket. At the afternoon sale a car of Californian fruit was put up, and prices were extra good for peaches and plums. Pears did not do as well, but the market has been pretty well supplied for a week back, and they are harder to keep. In peaches, Early Crawfords brought \$1.10 to \$1.50; St. John's, \$1.50; Hales' Early, \$1.25 to \$1.30; Strawberry Free, \$1.35; Tragedy plums, \$1.10 to \$1.55; Burbank plums, \$1.35; Bartlett pears, \$2 to \$2.25; Californian pineapples, 21's, sold at 11c.; 20's, 13 to 13½c.; 36's, 10 to 10½c. Part of a car of new lemons brought \$3 to \$3.15. A car of bananas sold as follows: For 8 hands, \$1 to \$1.05; No. 1's, \$1.30 to \$1.15; red bananas, 8 hands, \$1.35 to \$1.75. A car of watermelons sold from 20 to 25c. A consignment of 20 cases of eggs brought 16c. at quick sales. G. W. Langdon was

the auctioneer, and he did not take long to clear the floor. G. W. Hunt, the proprietor, states they have on track to arrive to-morrow 1 car watermelons, 3 cars bananas and a car of Californian fruit.

C. E. Plain & Co. tried to sell a car of melons and a dozen barrels of apples at the back door of the Ottawa Fruit Exchange, but as there was such a large sale of small fruits consigned to the Ottawa Fruit Exchange, the prices received for the melons did not let the firm out, 15 to 18c. being the highest bid. The apples brought about \$1.15 per barrel.

VEGETABLES.—The trade in vegetables with grocers and fruiterers this year is much poorer than ever before, all on account of so many pedlars. The city is overrun with them, so much so that the business with the legitimate merchant is almost nil. There is no doubt that something will have to be done to put this trade on a better basis.

EGGS. The market continues steady. For good stock, prices are 16 to 17c., and the demand is fair.

POTATOES. The price is 50c. a bag now with a likelihood of a drop when farmers get over the haying.

BUTTER. The market remains nearly the same. Pails, 15 to 17c.; prints, 17 to 20c.; creamery, in 1 lb. blocks, 21c.

CHEESE.—At the board here last Friday prices dropped ¼c. a lb. less than a week before, the price obtained being 9½c. The offerings were pretty large, totalling 1,573 boxes—1,070 white and 503 colored. The following buyers were present:—Messrs. Wotherspoon, Betts, Weir, Prunier, Keenow, McGregor and Weigar.

OATS. These are worth about 50 to 52c. by the load on the city market.

THE GEO. MATTHEWS CO.'S PICNIC.

The first annual picnic of The Geo. Matthews Co., of Ottawa and Hull, took place on Ottawa's Civic Holiday to Chelsea on the Gatineau. The day was an ideal one for an outing and the hearts of all were filled to the utmost with joy, owing to the generosity of the firm in providing everything in connection with the picnic free of charge. The transportation, the prizes, and a band for the day exceeded expectations.

A special train left the Union Depot at 7.30. At Hull, coaches containing the employes there were picked up. About 500 employes with their families and friends were in attendance, and all enjoyed themselves to the full. A baseball match between the men from the shops and from the packing house took place, and the packers won by a score of 24 to 6. The programme of contests was carried out as follows:

After the contests all the children paraded and were each presented with a box

of candy by Mrs. W. E. Matthews and Mrs. A. E. Matthews. Mrs. W. E. Matthews presented the prizes in the other events. A hearty vote of thanks was moved the management by J. McPherson and seconded by W. H. Coombs, in English, and I. St. Pierre, in French, and was enthusiastically carried by all present. W. E. Matthews made a suitable reply.

Altogether the affair helps a long way towards increasing the good feeling already existing between the management and the employes. The picnic will likely be an annual affair.

NOTES.

The Ottawa Retail Grocers' Association meet next Monday night in their rooms in the Ottawa Fruit Exchange Building, Nicholas street.

Civic Holiday was kept on Monday, the 11th inst.; a great number of people left the city. All stores were closed. The day was fine and passed off pleasantly.

The Central Canada Exhibition will be held this month here. It opens on the 22nd inst., and every thing points to it being the banner year in the history of Ottawa. Entries are coming in fast. The grounds are in splendid shape. They have been greatly enlarged and the driveways improved.

EXHIBITION AT CAPE TOWN.

AN excellent opportunity to promote trade with South Africa will in all probability be afforded manufacturers throughout the British Empire by the proposed Cape Town Exhibition. This industrial display, inasmuch as the Exhibition is confined to exhibits from the British Empire, will tend to increase the commercial relations between the South African colonies and the other sharers in the British Empire. The Chamber of Commerce and Town Council of Cape Town will appoint an advisory board, in order to forward the arrangements and interests of manufacturers participating in the exhibition.

Manufacturers desirous of participating in a scheme which offers so unique an opportunity of bringing their products before the South African public should hasten their applications for space.

The time fixed for the holding of the exhibition, November, 1903, to February, 1904, is certainly very opportune. The various paralyzed industries, and especially those of farming, dairying and wine-growing will then be busy in schemes for a fresh start, and the tangible and visible exhibition of the latest and most up-to-date appliances, tools, mechanism and machinery, cannot but lead to very extensive and profitable dealings, and the opening, doubtless, of new and permanent trade outlets for manufacturers.

Alfred P. Baker, F.R.C.I., is general manager, and among the patrons are Lord Milner, Right Hon. Sir J. Gordon Sprigg, Prime Minister of Cape Colony, and the Chamber of Commerce, Cape Town.

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Royal Baking Powder

ABSOLUTELY PURE

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

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

Opportunities for Young Men To-day.

By WILLIAM F. KING, New York.

THE need of the hour is young men who have a purpose in life and are willing to work hard to accomplish it.

The trouble with most young men is that they want to come down through the roof instead of up through the basement. When I started to learn the dry goods business I swept out the store, cleaned cuspidors and washed the windows, began work at 7 a. m. and got through at 7 p. m., for which service I received very small pay, but I was learning the foundation principles of business.

The young men of to-day, when they leave school, are averse to manual labor. They consider it undignified, because they get their hands dirty and must wear overalls or old clothes while they are doing it. They want to start as superintendents, heads of departments or in equally responsible positions for which they are not fitted, from lack of experience and training.

Their hours are comparatively short, the rough work of the store is done by the porters and the cleaners, and they have ample time for luncheon. Nevertheless, they think they are overworked and are having a hard time, and are always ready to throw up their places for anything that promises them a dollar more a week than they are receiving.

I am inclined to believe that the parents are largely to blame for this condition of affairs. If the boy was taught that hard work and close application are necessary to success in life, that any honorable occupation is better than idleness, and that the world owes no man a living unless he earns it, then I am sure that there would not be so many young men who are failures in life as there are at present.

As I said in the beginning, there is need of young men who are willing to work. This is shown by the pages of want advertisements appearing in the daily papers; by the fact that the express companies find it necessary to advertise for help instead of depending upon the waiting lists, which were formerly always full of the names of applicants desiring positions.

It seems to be the ambition of many young men to live without work, to spend their days at the racetrack and their nights in seeking amusement in the theatre and the music halls; to have someone—a hard-working father or an indulgent mother—keep them supplied with spending money. Such young men cannot succeed in life.

They have no ambition, are not prepared for any kind of employment, and when thrown upon their own resources are absolutely helpless.

The absence of the old-fashioned home life has much to do with the loose habits of our youth. The clubs and social organizations take up much of their leisure time which was formerly spent in reading and in the acquisition of knowledge. Frugality and economy are unpractised virtues. The young man who received \$10 a week a few years ago would save \$3. To-day he spends the \$10 and borrows \$3 from his parents or friends.

Lack of purpose and hatred of work are responsible for the number of men between 20 and 40 who are working on pitifully small salaries. You would be surprised to see how many men there are, should you advertise, who are willing to work for \$7 a week. They have failed at everything they have undertaken, and are now willing to accept anything that is offered.

There is plenty of work for the ambitious young man. The banking houses, the wholesale merchants, the great retail establishments and the manufacturers are on the lookout for bright, capable young men to whom, when they have learned the business, they are willing to pay large salaries; but large salaries can never be earned by those who watch the clock, who avoid all the hard work they can, and who take no interest in their occupation.

AGED BUSINESS MAN DIES.

On Friday, July 25, there passed away at Rougemont, Que., Mr. George Whitfield, at the age of 75. Mr. Whitfield was born at Rougemont. As a boy he spent some years clerking with an uncle of the same name, a leading merchant in Barbados, W. I., but he subsequently returned to Canada and engaged in the store and milling business at Farnham, Que., with a considerable measure of success. In 1864 he again went to Barbados to assume a partnership interest in the old-established house of George Whitfield & Co., but he was a Canadian to the core, and always said that when he had acquired a competence he would return to buy the old homestead and end his days on Rougemont mountain. Some 20 years ago, though still in business in Barbados, he bought a farm at this

place, which he stocked with the finest strains of blooded stock, bought in Britain. Some five or six years ago he withdrew altogether from business in Barbados, devoting his attention to his interests here and in Nebraska, where he had made large purchases of land, and he had only returned from a visit of inspection of these latter interests a few weeks before he died.

MR. STACKHOUSE ON THE ROAD.

Mr. A. L. Stackhouse has severed his connection with F. J. Castle, wholesale dealer in tea, Ottawa. Mr. Stackhouse will now represent the interests on the road of H. N. Bate & Sons, wholesale grocers of the same city.

A WESTERN MARRIAGE.

At the home of Dixon Bros., who operate a general store in Maple Creek, N. W. T., a very pretty wedding was celebrated on Wednesday, July 23, when Miss Harriet Crela, formerly of Peterboro', Ont., and Mr. F. W. Porter were united in the bonds of holy matrimony. The groom was supported by Mr. J. R. H. Dixon.

A TRAVELLER'S BIG CATCH.

Mr. D. W. Douglas, representative in the Province of Quebec for E. W. Gillett Co. Limited, Toronto, besides being a first-class hand at landing orders for his company is also fast securing a more than local reputation as a fisherman. This week he forwarded to Mr. Wm. Dobbie, general manager and treasurer of his company the latest trophy of his rod and line in the shape of a magnificent Metapedia salmon, weighing 32½ lb. Needless to say that a day off in the land of big fish and game with such satisfactory results can only serve to stimulate the salesman to land orders for his house proportionate to the size of the fish, and Mr. Douglas must feel encouraged exceedingly. The salmon was shipped to Toronto from Rimouski, Que., five or six hundred miles away, and arrived in perfect condition.

A TWEED MERCHANT'S NEW STORE.

Wm. Wright, who has a general store in Tweed, Ont., started excavating for a 30-ft. addition to the rear of his store. The addition will be of brick and two storeys high. The ceiling at the rear of the present store will be raised to the same height as at the front, and the ceiling of the new addition will also be of the same height. This will give Mr. Wright considerably more room for his large stock, and he will have a much brighter and a more commodious store.



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ANNOUNCEMENT

BORDEN'S CONDENSED MILK COMPANY has established a branch factory at Ingersoll, Ontario, and is now prepared to fill all orders for the Canadian Trade promptly.



THIS COMPANY IS THE PROPRIETOR OF THE CELEBRATED
Eagle Brand Condensed Milk
Gold Seal Brand Condensed Milk and
Peerless Brand Evaporated Cream



(UNSWEETENED)

These products have received the Highest Awards wherever exhibited.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling Representatives in Canada: **F. W. HUDSON & CO., TORONTO, WM. H. DUNN, MONTREAL**

A SUGGESTION.

You have only to suggest to your customers to once try

JAMES' "DOME" LEAD

and it will please them sufficiently well to save you the trouble again, for they will always come back.

W. G. A. LAMBE & CO. Agents for Ontario.

THE TIME TO INSURE IS

NOW

While you are WELL, STRONG and INSURABLE.

THE

**Confederation
Life**

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

PROTECTION FOR YOUR FAMILY.
 PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

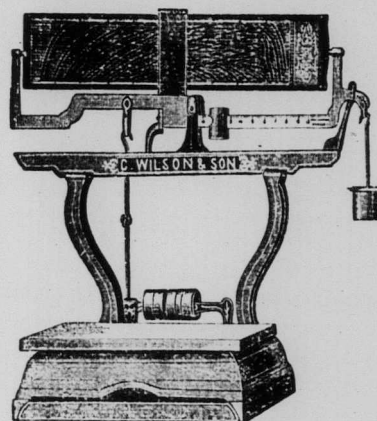
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PRESIDENT.

W. D. Matthews, Esq., Frederick Wyld, Esq.,
VICE PRESIDENTS.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.



One "R" Knocked Out

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

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

CANADIAN
MANUFACTURERS
FOR CANADA

C. WILSON & SON

69 Esplanade St. E., TORONTO.

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

WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.

Saturday, August 9th,

BEING

“CORONATION DAY”

Our establishment will be closed.

LAPORTE, MARTIN & CIE.

MONTREAL.



This list is
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 All quotati
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**BUTTER,
AND**

Dairy, choice,
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 Eggs, new laid

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Apples, 3's...
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 Corn, 2's.....
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 Pumpkins, 3'
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Raspberries,
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 No 1 yel

English Malt Vinegar

SIR ROBERT BURNETT & CO., LONDON, ENGLAND.

Shippers of the Finest English Malt Vinegar.

JOHN HOPE & CO., MONTREAL. Sole Agents for Canada.

By Special Appointment to His Majesty
King Edward VII.

CANTRELL & COCHRANE,

DUBLIN and BELFAST.



C. & C.
"Ginger Ale"

C. & C.
"Club Soda"

C. & C.
"Royal Seltzer"

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

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

	Montreal.	Toronto.	St. John, Halifax.		Montreal.	Toronto.	St. John, Halifax.
COFFEE				PETROLEUM			
Green—				Photogene			
Mocha.....	24	23 28	25 30	Canadian water white.....	14½	15½	17
Old Government Java.....	27	22 30	25 30	Sarnia water white.....	16	17	16½
Rio.....	10	7 12	12 13	Sarnia prime white.....	18	15	15½
Santos.....		9½ 10½		American water white.....	19	17½	18
Plantation Ceylon.....	29	26 30	29 31	Pratt's Astral (barrels extra)	18½	19	17 17½
Porto Rico.....		22 25	24 25				
Gautemala.....		22 25	24 26				
Jamaica.....	18	15 20	18 22				
Maracaibo.....	18	18 18	12 13				
				Black— TEAS			
NUTS				Congou—Half-chests Kalsow, Moning, Paking.....			
Brazil.....	11¼ 12¼	15 16	15 15	13 60	12 60	11 40	40
Valencia shelled almonds.....	25 26	30 35	30 35	Caddies Paking, Kalsow.....	17 40	18 50	15 4
Tarragona almonds.....	11	11½	12 13	Indian—Darjeelings.....	35 55	35 55	30 50
Formegetta almonds.....		10½		Assam Pekoes.....	20 40	20 40	18 40
Jordan shelled almonds.....	42	40 43		Pekoe Souchong.....	18 25	18 25	17 24
Peanuts (roasted).....	8½ 13	8 10	9 10	Ceylon—Broken Pekoes.....	35 42	35 42	34 40
" (green).....	6¾ 7¾	7 9		Pekoes.....	20 30	20 30	20 30
Cocanuts, per sack.....	3 25	3 75	3 50 4 00	Pekoe Souchong.....	17½ 40	17 35	17 85
" per doz.....			60 70	China Greens—			
Grenoble walnuts.....	10	10½	11 12	Gunpowder—Cases, extra first	42 50	42 50	
Marbot walnuts.....	10	9½ 10½		Half-chests, ordinary firsts	22 28	22 28	
Bordeaux walnuts.....	9	8 9	8½ 9	Young Hyson—Cases, sifted			
Sicily filberts.....	9	9½ 10½		extra firsts.....	42 50	42 50	
Pecans.....	15 16	13 15	13 14	Cases, small leaf, firsts.....	35 40	35 40	
Shelled Walnuts.....	18	18 23		Half-chests, ordinary firsts	22 28	22 28	
				Half-chests, seconds.....	17 19		23
				" thirds.....	15 17	16 18	
				" common.....	13 14	14 15	
SODA				Pingsueys—			
Bl carb, standard, 112-lb. keg	1 65 1 80	2 00 2 25	1 70 1 75	Young Hyson, ½-chests, firsts	28 32	38 32	30 40
Sal soda, per bbl.....	70 75	80 90	85 90	" " seconds	16 19	16 19	
Sal Soda, per keg.....	95 1 00	1 00	95 1 00	Half-boxes, firsts ..	28 32	28 32	
				" " seconds	16 19	16 19	
SPICES				Japans—			
Pepper, black, ground, in kegs			18 15	½-chests, finest Maypickings	38 40	38 40	
" palls, boxes.....	16 18		19 15	Choice.....	32 36	33 37	
" in 5-lb. cans.....	14 17		12 13	Finest.....	28 30	30 32	
" whole.....	15 17		20 22	Fine.....	25 27	27 30	
Pepper, white, ground, in kegs			24 26	Good medium.....	22 24	25 28	
" palls, boxes.....	26 27	26 27	20 22	Medium.....	19 20	21 23	
" 5-lb. cans.....	25 26	25 26	24 26	Good common.....	16 18	19 20	
" whole.....	23 25	23 25	20 22	Common.....	13 15	17 19	
Ginger, Jamaica.....	19 25	22 25	20 25	Nagasaki, ½-chests, Pekoe...	16 22		
Cloves, whole.....	12 30	14 35	18 20	" " Oolong.....	14 15		
Pure mixed spice.....	25 30	25 30	25 30	" " Gunpowder	16 19		
Cassia.....	18 18	24 25	20 22	" " Siftings.....	7½ 11		
Cream tartar, French.....		25 30	25 30				
" best.....		28 30	25 30	RICE, MACARONI, SAGO, TAPIOCA.			
Allspice.....	10 15	13 16	16 18	Rice—Standard B.....	3 00 3 10		3½ 3 25 3 40
WOODENWARE				Patna, per lb.....			
Palls No. 1, 2-hoop.....	1 65	1 55	1 90	4 25 4 50		4½ 5 6	
" " 3-hoop.....	1 80	1 70	2 05	4 40 4 90		5½ 6 6	
" half, and covers.....	1 65	1 60	1 75	Imperial Seeta.....	4 60 4 90	4½ 5½ 6	
" quarter, jam and covers	1 15	1 10	1 45	Extra Burmah.....		4½ 5 6	
" candy, and covers.....	2 50 2 90	2 40	3 20	Java, extra.....		4½ 5 6 7	
Tubs No. 0.....	10 00 10 15	8 50	11 00	Macaroni, dom'ic. per lb., bulk	3¾ 4¼	6 7½	
" " 1.....	8 00 8 15	7 03	9 00	" imp'd, 1-lb. pkg., French..	8 12	9 10	
" " 2.....	7 00 7 15	6 03	8 00	" " Italian.....	8 10	11 12½	
" " 3.....		6 15	7 00	Sago.....	3¾ 3¾	3¾ 4	4¾ 5
				Tapioca.....		2¾ 3¾	4¾ 5

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A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cen's, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

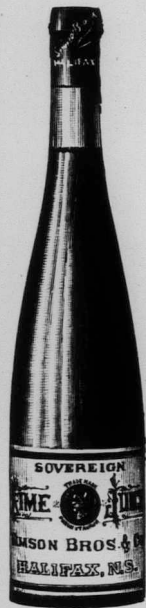


If a Man Wants Credit

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

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

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.



Hock Style
(Imperial Pint)

14 Years' Experience

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

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

"Sovereign" Lime Juice

Beware of imitations. Our Toronto agent bought two bottles of a so-called lime juice, put up in Toronto, and sent it to Ottawa under seal to the Government analyst, who tested it, and replies: "It is evident this sample — Brand is quite abnormal, being made from phosphoric acid and tartaric acid."

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



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



Gillard's Sauce Gillard's Pickle

Is still the best and cheapest.

The most delicious English pickle made.

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

GILLARD & CO., Limited, LONDON, ENG.

FEATURES OF TRADE UNIONS IN GERMANY.

IN GERMANY not only the independent workers have banded themselves together for the promotion of general as well as special industrial interests, but the movement has spread and now includes unions of officials, commercial unions and associations of workmen of every description. The cartel, or union of masters has been formed chiefly for the promotion of industrial objects; we have, as well, associated enterprises of unions, groups, and classes, and, finally, the co-operative societies of the working classes.

Up to the present time Germany has 145 chambers of commerce and trade and 10 of agriculture. Around these are grouped the people's industrial council, the German agricultural council, and the land economy colleges. The home railways' council represent the interests of traffic. Councils of doctors and lawyers regulate the learned professions. There are, besides, various independent associations to protect the interests of manufacturers, trade and traffic, and other unions to represent special classes and callings, namely, the union of German smelters, the great associations of architects and engineers, the German fishery union, the inland shipping union, the householders' and tenants' unions—all of which have been established throughout the land for all the more important occupations and branches of industry.

Co-operative societies German co-operative societies and associations can look back upon half a century of successful activity. At present the self-aided trades and industrial co-operative societies number altogether upward of 17,000 local societies, of which 9,000 are agricultural, and include more than 1,000,000 peasants. Fourteen thousand co-operative societies are comprised in 29 unions. In 1898, the 1,371 associations connected with the Charlottenburg union had 941,000 members. Their share capital amounted to \$31,713,500, while the reserve fund was equal to one-third of the capital. The associations lent their members \$481,236 worth of raw materials, necessities of life, dwellings, etc., during 1898.

SPHERE OF ACTIVITY.

A general view of the activity of the entire number of 17,000 German associations will show that on March 31, 1899, they were classified in the following manner: 10,800 credit co-operative societies, people's and industrial banks, societies for advancing loans, savings and credit bank associations were carrying on business with the aid of 10 central banks. Most of the others were employed chiefly in buying and selling; some, also, in producing goods. They were divided into 376 industrial associations (half of these being producers) and 3,900 agricultural associations, the majority of which were occupied in production on their own account, such as dairy work, vine and fruit culture, etc. In round numbers, 1,200 were for the purchase of raw materials, about 100 were occupied in the sale of goods, and nearly 500 were work associations. Of other associations, the most important are the 1,375 co-operative supply associations and the importance of

the steadily increasing building and dwelling societies (about 250) must not be underrated.

INDUSTRIAL UNIONS.

In 1898 there were 59 industrial unions in Germany with 500,000 members. Each organization was in turn connected with 16,000 other local organizations. The budget of this immense union amounted to \$2,500,000, and \$1,000,000 fell to the expenditures. This latter sum was paid out for relief of the needy, funds for strikers, and for the press. The largest list of members belonging to industrial unions is among the metal workers (75,000), the wood workers (60,000), the textile workers (27,000), and the miners (28,000). The most perfect of these work unions, is that of the book printers, consisting of 21,000 members.

TRADE UNIONS.

The second group, the so-called Hirsch-Duncker trade unions, includes at the present day 86,500 members in 1,700 local unions. Of these, 31,000 belong to unions of engineers and metal workers, and 16,500 to those of handicraftsmen and workers in manufactories. The entire property of the trades' unions amounted, at the end of 1898 to \$700,000. Since their foundation and up to 1895, they had distributed nearly \$5,000,000 for sickness and burial money, in relief for the disabled and needy, for legal protection, and for educational purposes.

JOURNEYMEN'S SALARIES.

Toward the end of the nineties there were 110 journeymen's societies with half a million members. Their funds amounted to nearly \$20,000,000, and they had given away \$8,000,000 for charitable purposes.

SHOPKEEPERS.

Social and educational interests play an important part in the associations of officials and mercantile people. The largest of the latter is the German mercantile association, with 127,000 members, of whom 25,000 are employees. The chief object of this, together with three other large associations with a total membership of 67,000 is, besides the social side, to procure information as to situations, to distribute relief, and to provide funds for technical and other instruction. In addition, there are four large associations of shopkeepers' assistants.

UNION OF THE EMPLOYERS OF LABOR.

For the protection of special interests as opposed to the workmen, there are unions for the employers of labor. In the foremost rank is the Hamburg league with 17 large associations, which comprises the most varied industries and extends to a number of places. Three are for mining and smelting concerns, 4 for metal manufacturers, 4 for brewers, 4 for the textile trades, 9 local and 1 central league for the building trade, 2 for the hat trade, and 1 for the manufacture of tapestry, besides 3 leagues of masters in the manufacture of wood.

OTHER LEAGUES.

Kindred leagues, representing especially the industrial side of professional interests also exist in the liberal and learned professions, as, for example, the various

German authors' societies, associations of journalists, musical societies, the German stage union, the artists' society, banks for the relief of teachers, and societies for female teachers. These not only watch over the interests of the different classes, but also promote charitable objects and offer their collective services for the organization of exhibitions and performances.

FRENCH CURRANT WINE.

THE currants mostly employed in France for making wine, according to a recent report by the United States consul at Rouen, are the Corinth, which come directly from the famous Peloponesian Peninsula; the Thyra, which is exported from Asiatic Turkey, especially Smyrna; the Samos, from the Greek island of the same name; and the Vourla.

Wine made from currants is always of a pale color, though the currants are red. The reason is that desiccation tends to destroy the coloring matter.

In France, the Corinth currants are considered the best for wine, and the process is as follows: The fruit is placed in water in order to recover the moisture lost by drying. The quantity of water is determined by the degree of alcohol desired. It is said that usually 100 kilograms (220.46 lb.) of dried Corinth currants contain enough sugar to give 30 deg. or 32 deg. of alcohol. When 100 kilograms are used, 150 liters (39,615 gallons) of water give 19 to 22 deg.; 175 liters (46,219 gallons) of water give 16 to 18 deg.; 200 liters (52,834 gallons), 14 to 15 deg.; 225 liters (59,438 gallons), 13 to 14 deg.; 250 liters (66,042 gallons), 12 to 13 deg.; 275 liters (72,646 gallons), 11 to 12 deg.; 300 liters (79,251 gallons), 10 to 11 deg.; 325 liters (85,855 gallons), 8 to 10 deg.

The water is placed in the vat and the currants are poured in, care being taken to scatter them well, as otherwise the water cannot penetrate the coagulated fruit, and considerable alcohol is lost. The temperature of the room should be from 15 to 20 deg. C. Fermentation begins at once, and during the first two days it is only necessary to stir the fruit, scattering the masses and immersing the covering of currants which comes to the top, called the hat. This porous mass acidifies rapidly when in contact with the air, and should never be allowed to remain exposed; the vat should be covered with cloth.

The fermentation is finished in 10 or 15 days; in winter, the time is usually longer. When the temperature of the must in the vat is no more than 21 deg. C., fermentation usually ceases. To be mathematically sure, however, there is employed in France an instrument called the Salleron mustimeter, by which one can tell exactly how much sugar remains. Usually, after the fermentation ceases, the wine is left for 24 hours.

After the liquid is drawn off, it undergoes a slight fermentation, which finishes the operation. All the water that has been absorbed by the currants should be pressed out quickly, in order that the skins may be in contact with the air as short a time as possible. The wine from the press, when clarified, can be mixed with that of the first jet. The skins themselves, it is said, make an excellent brandy.

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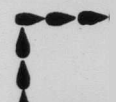
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WE CARRY IN STOCK A FULL ASSORTMENT OF

Armour's and Libby's Meats
Campbell's Soups and Tomato Ketchup
Ross' Belfast Ginger Ale and Lime Juice.

F. J. CASTLE,

OTTAWA.

P.S.—JAPAN TEAS WE ARE STILL OFFERING AT SAME PRICE AS BEFORE THE ADVANCE.

Established 1845.

MODERN MACHINERY. UP-TO-DATE METHODS.

Established 1845.



1 and 2-lb Tins.

S. H. & A. S. EWING'S

High-Grade COFFEE and SPICES, Etc.

The perfected products of 57 years' study and experience.

IMPORTERS, ROASTERS AND BLENDERS OF COFFEE; MANUFACTURERS OF SPICES, CREAM TARTAR, BORAX, MUSTARD, BAKING POWDERS, ETC.

S. H. & A. S. E. MOCHA AND JAVA COFFEE, in 1 and 2-lb. tins (as cut), 30-lb. cases.

"WILLISON'S TURKEY COFFEE," in 1-lb. tins, 48-lb. cases.

"PRINCE OF WALES" BRAND SPICES, in ¼-lb. packages (a new and attractive package, write for sample).

"VIENNA" BAKING POWDER, Etc., Etc.

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

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

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,

Toronto, St. John, N.B., and Montreal

SEASON 1902.

**Butter
Tubs**

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

WALTER WOODS & CO.
HAMILTON.

Established 1862.

E. THOMPSON & CO.

LIVERPOOL,

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

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

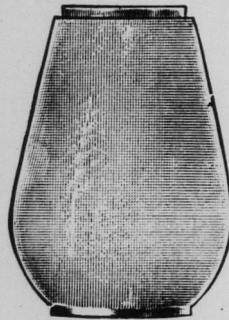
REFERENCE—Canadian Bank of Commerce.

American Agent—

G. H. THOMPSON,

107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

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

Toronto Fruit Merchants.

**McWilliam &
Everist**

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.
Warehouse Phone Main 3394.

Raspberries

Watermelons. Tomatoes

Fresh arrivals daily at lowest market price.

Full stock of Oranges, Lemons and Bananas always on hand.

**HUSBAND Bros. &
Co.**

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

EXAMPLES OF SOME FEATURES.

SNOOKS had \$5,000 a year as manager of a department in a big manufacturing house. A new directorate, believing that expenses could be reduced without detriment to the business, lopped off some helpers, and reduced all salaries. Snooks was offered \$3,500, but he thought he was indispensable, and had been there so many years that he could afford to decline, and offered his resignation. It was accepted. Snooks lost his savings in endeavoring to inaugurate a new business, then hunted for a situation, and changed occupations half a dozen times in two years, and is now a broker (?)

Snooks monkeyed with a buzz-saw.

Moral: Don't get the "big head," and think you are the whole shooting match. If you died suddenly, someone would be found to take your place, and the world would soon forget that you lived.

Leaky occupied a position of trust, and was familiar with the secrets or inside workings of the business. He talked too much, and told things about the firm that he should have kept sacredly secret. They reached competitors, and made mischief.

Leaky monkeyed with a buzz-saw.

Moral: Be more true to your employer than to yourself, and never betray a confidence.

Lyhur thought he was smart. He sold Scruggs & Co. six dozen red currant jelly which he vowed was absolutely pure currant juice and granulated sugar. The price was \$2.75 per dozen. Lyhur delivered an imitation jelly that had a fraction of currant juice, and which cost \$1.05 per dozen. Scruggs & Co. discovered the swindle, and closed an account that amounted to \$16,000 a year.

Lyhur monkeyed with a buzz-saw.

Moral: It doesn't pay to be a liar—not even in the jobbing grocery trade.

Snippy was a spruce young chap, somewhat of a dude in appearance. He wore a 3 $\frac{1}{4}$ -inch collar, and a stock; parted his hair in the middle; ironed his trousers three times a week; smoked cork-tipped cigarettes; did his work mechanically, and persistently trespassed on the allotted hours of work. He took one hour and a quarter for luncheon, was invariably late in the morning, and quit a little ahead of time. He was kindly admonished to mend his ways, but he did not take the reproof to heart, and after a day or two of doing well, he fell into his old tricks. On the next pay day he was informed: "Your services are no longer required."

Snippy monkeyed with a buzz-saw.

Moral: Be exact and obedient, even in the most trivial details, and thereby win confidence.

Sporty was bright, pert, quick to work, and did everything well, but there was

sporting blood in his veins, so that he read the sporting news on his way to business, and on the way home at night. Everybody about the store liked him because he was genial, good natured, told funny stories, and was hail fellow well met. He knew just how the baseball record of games stood, and the score of all the clubs. He kept track of the races, and on Sunday morning went to church on the Speedway. He bet on Remorse, and lost \$10; made \$15 on a two-year-old, and then lost \$30 on the favorite. After the races he drank beer, smoked Perfectos, and wound up the day at a roof garden vaudeville. He had \$10 a week, spent \$20 or more, and, when pressed, borrowed from his friends; and later, when in dire straits, made himself a loan without authority of the firm, and was found out and bounced.

Sporty monkeyed with a buzz-saw.

Moral: Business and sport are not twins. "No man can serve two masters."

Ti-ar-di was of Italian parentage, but, unfortunately, was born tired. The time book proved that he was slow to come and slow to go. If he was sent on an errand that ought to have been done in ten minutes, he managed to take an hour. Every dead horse he saw in the street kept his gaze for a long while. He couldn't pass a bulletin board without reading and studying it. He couldn't move quick, or wouldn't, which is just as bad. One of the firm caught him sound asleep on a pile of coffee bags, on the fourth loft, on a muggy July day, and told him that if he didn't get a move on, and keep moving better in the future than in the past, he could try and earn his eight dollars a week somewhere else. Ti-ar-di promised to mend, but his sluggish blood knocked his good resolution endwise, and he was "fired."

Moral: Time is money.

Ti-ar-di monkeyed with a buzz-saw.

Fourgot came down town one morning without his keys. That might happen to anyone, but he frequently did it, for forgetting things was his weak spot. Now it happens that a good memory is an indispensable qualification in a helper, while a bad memory causes loss of time, money, and patience, besides aggravating customers and worrying creditors. He once carried a check for \$605 in his pocket for a week, and might have carried it longer, had not the house been dunned for the amount, and thus discovered Fourgot's lapse of memory. He neglected to charge goods; make credits; did errands wrong; passed over specified duties. Reprimands did no good, and Fourgot was given a permanent vacation.

Fourgot monkeyed with a buzz-saw.

Moral: Bad memory has its root in bad attention.

Friskie had curly hair, which was always scented and shiny; he wore Dolly Varden ties and Oxford shoes. His eyes were sheltered from the sun by a \$2.50 imitation Panama parachute. His salary was \$4 per week as a general utility boy—a position that gave him a splendid chance to learn all the details of a prosperous firm, and lay a superb foundation for the future. Friskie meant well, but he was careless. He dropped a two-pound weight through a showcase on the sample floor, and once upset his boss' inkstand, whereby the morning correspondence was deluged with ink, and a dozen letters blotted that were awaiting signature. He continually put things in the wrong place, was inattentive when receiving orders, and hence made innumerable mistakes. Orderliness had no place in his make-up, so that forty times a day he did some trivial, careless thing whereby work was demoralized, and routine demolished. Admonition failed, and he was sent to hunt a new job.

Friskie monkeyed with the buzz-saw.

Moral: A careless watch invites the vigilant foe.

—American Grocer.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,

LIMITED

MONTREAL, QUE.

The merits and superiority of
CEYLON TEA

**BLACK
AND
GREEN**

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

**healthy,
pure,
clean,
delicious**

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

LEADER

it now holds.

WHY ARE Southwell's Jams

superior to all other Imported Lines ?

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

Many imported Jams taste all alike.

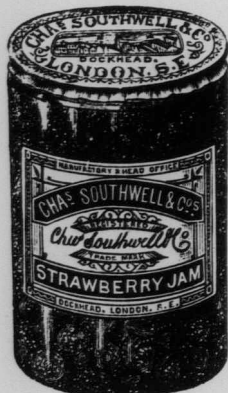
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WRITE FOR PRICE LIST, ETC.

FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS



Austrian Sugar

ON SPOT—TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

ALEX. WILLS,

27 St. Sacrament Street, - - - MONTREAL.

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

Agents for STRICTLY UNCOLORED

Anglo-Saxon Ceylon Green

Same Drawing Qualities as Japan

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

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

Sale Guaranteed or can be returned at our expense.

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

Current Market Quotations for Proprietary Articles

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.

Table with columns: Case, Size of Can, Per Doz. Includes Baking Powder (Cook's Friend, Imperial), Magic Baking Powder, and Jersey Cream Baking Powder.

Table with columns: Case, Size of Can, Per Doz. Includes various sizes of Baking Powder and Jersey Cream Baking Powder.

Table for VIENNA BAKING POWDER and BLACKING SHOES POLISH. Includes items like Keen's Oxford and Reckitt's Square Blue.

Table for BLUE and BLACK LEAD. Includes items like Keen's Oxford and Reckitt's Square Blue.

Table for CORN BROOMS. Includes items like Bockh Bros & Company and various sizes of brooms.

Table for BISCUITS. Includes items like Cafe Noir, Ensign, and Metropolitan mixed.

Table for CANNED GOODS. Includes items like Mushrooms, Rionel, and French Peas.

Table for FRENCH PEAS-DELOREY'S. Includes items like Moyon's No. 2, No. 1, and various sizes of peas.

Table for FRENCH SARDINES. Includes items like Trefavennes, Rolland, Delory, and Club Alpines.

Table for CHOCOLATES & COCOAS. Includes items like Hygienic, Perfection, Cocoa Essence, and Queen's Dessert.

Table for JOHN P. MOTT & CO.'S. Includes items like R. S. McIndoe, Mott's Broms, and Mott's Prepared Cocos.

Table for FRY'S. Includes items like Caracacas, Vanilla, Gold Medal, and Pure, unsweetened.

Table for Epps's cocoa and CADBURY'S. Includes items like Epps's cocoa, Frank Magor & Co. Agents, and Mexican chocolate.

Advertisement for CHOCOLAT-MENIER featuring an illustration of a woman holding a chocolate box and text describing the product.

Table for WALTER BAKER & CO., LIMITED. Includes items like Premium No. 1 chocolate, Vanilla chocolate, and German sweet.

Table for CHEESE. Includes items like Imperial-Large size jars, Medium size jars, and Small size jars.

Partial advertisement on the right edge of the page, including 'T', 'Are v', 'ASSO', 'MEN', '164 St.', and 'JAM'.

Partial advertisement on the right edge of the page, including 'COND', 'Borden', 'Gold Seal', 'Peelless', 'UNITE', 'Clothes Plus', 'case, per', '4 doz. packag', '6 doz. packag', 'COUPON', 'For sale in U', 'Limited,', 'Filz, Mon', '\$1, \$2, \$', 'In lots of 1', 'books, 1 ki', '100 to 500 bo', '500 to 1,000 b'.

Scotch Whiskey in Wood. Table with columns: Gals, Oct's, Oct's, Bbls, Special Reserve, Heather Dew, Extra Special, Liqueur, Old Scotch.

Whiskey in Cases. Table with columns: Mitchell Bros. Limited-Irish, Cruick en Lawn, Old Irish, Special, round bottl's, round 1/2 bottle, 10-o fls, 5-oz flasks.

Irish Whiskey in Wood. Table with columns: Mitchell, Old, Special, B, C.

Champagne Wine in Cases. Table with columns: Due de Pierland, Cardinal, Vve. Amiot, d Argent.

Blandy Bros Wine. Table with columns: Blandy's Madeira Wine, Very Superior, Special Selected, London Particular.

Blandy's Sherry, in cases. Table with columns: Manzanilla, Morosa, Blandy's Port Wine.

Blandy Bros. Wine in Wood. Table with columns: Madere, No. 1/2, No. 3/4, Malaga Pale Sweet.

Canadian Whites. In barrels. Table with columns: Gooderham & Worts, Hiram Walker & Sons, J. P. Wiser & Son, J. E. Seagram, H. Corby.

Canadian Whites. In barrels. Table with columns: Rye, G. J. W. Hiram Walker & Sons, J. P. Wiser & Son, J. E. Seagram, H. Corby.

Canadian Whites. In barrels. Table with columns: Imperial, Walker & Sons, Canadian Club, Walker & Sons.

MINCE MEAT. Table with columns: Wethey's Condensed, per case of doz. net.

MUSTARD. Table with columns: COOLMAN'S OR KEEN'S, D. S. F., Durham, F. D., Pony size, Imperial, Tumbler.

MUSTARD. Table with columns: Mugs, Pint jars, Quart jars.

CONDOR. Table with columns: Condor, 12-lb. boxes, 1/2 lb. tins, 1 lb. tins, 4-lb. jars, 1-lb. jars.

'Old Crow,' 12-lb. boxes. Table with columns: 1/4-lb. tins, 1-lb. tins, 4-lb. jars, 1-lb. jars.

OLIVE OIL. Table with columns: Barton & Guestier's quart, pint.

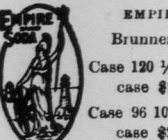
ORANGE MARMALADE. Table with columns: 1-lb. glass, 2 doz. case, 7-lb. pails and 5 and 7 lb. tins.

PICKLES. STEPHENS'. A. P. Tippet & Co., Agents. Paent stoppers, Corked.

SODA.—COW BRAND. Table with columns: Dwight's Soda, Case of 1 lb. con, Case of 1/2 lbs.



Case of 50. pkgs (containing 96 pkgs) per box, \$3.00.



EMPIRE BRAND. Brunner, Mond & Co. Case 120 1/2-lb. pkts. (60 lb.) per case \$2.70.



MAYPOLE SOAP. A. P. Tippet & Co., Agents. Maypole Soap, colors, Maypole Soap, black, Ortole Soap.

GLIOLI SOAP, per gross. Straw Hat Polish, per gross.

STARCH. EDWARDSBURG STARCH CO., LTD. Laundry Starches. No. 1 White or Blue, 4-lb carton, No. 1 3-lb., Canada Laundry, Silver Gloss, Edwards' Silver Gloss, Kegs Silver Gloss, Benson's Satin, Benson's Enamel.

Culinary Starch. Benson & Co.'s Prep. Corn, Canada Pure Corn.

Rice Starch. Edwardsburg No. 1 white, 1-lb. car, Edwardsburg No. 1 White or Blue, 4-lb. lumps.

BEE STARCH. Cases, 64 pkgs. 48's, 1/2 Cases, 32 pkgs. 24's.

BRANTFORD STARCH WORKS, LIMITED. Ontario and Quebec.

Laundry Starches. Canada Laundry, Acme Gloss Starch, Finest Quality White Laundry, 3-lb. Canisters, 4-lb., Barrels, Kegs.

Lily White Gloss. 1-lb. fancy cartons, 6-lb. toy trunks, 8 in case, 6-lb. enameled tin canisters, 8 in case, Kegs, ex. crystals.

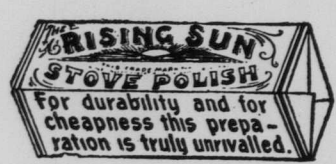
Brantford Gloss. 1-lb. fancy boxes, Canadian Electric Starch, Boxes of 40 fancy pkgs, Celluloid Starch, Boxes of 45 cartons.

Culinary Starches. Challenge Prepared Corn, No. 1 Brantford Prepared Corn, 1-lb. packages, Crystal Maize Corn Starch.

STOVE POLISH. Enameline, Liquid Enameline.



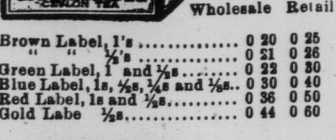
No. 4-3 doz in case, per gross, 6-3 dozen in case.



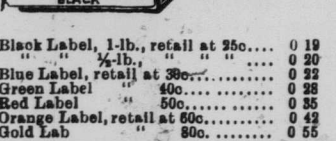
Rising Sun 6-oz. cakes, 1/2-gross boxes, Rising Sun, 3-oz. cakes, Sun Paste 10c. size, Sun Paste, 5c. size.



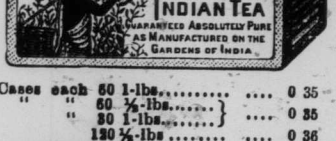
TEAS. SALADA OYELON. Wholesale Retail. Brown Label, Blue Label, Red Label, Gold Label.



CEYLON TEA, in 1 and 1/2 lb. lead packages, black or mixed. KOLONA PURE CEYLON TEA.



Black Label, Blue Label, Green Label, Red Label, Orange Label, Gold Lab.



Cases each 60 1-lb., 60 1/2-lb., 80 1-lb., 120 1/2-lb.

LUDELLA OYELON, 1's AND 1/2'S PKGS. Blue Label, Orange Label, Brown Label, Green Label, Red Label.

CROWN BRAND. Wholesale Retail. Red Label, Blue Label, Green Label, Japan, Teas.

Japan Teas. Condor, EMD AAA, Condor, XXXX, XX, X, LX, Assorted cases, Lead packet.

Black Teas. Nectar, Green label, Chocolate label, Blue label, Maroon label, Fancy tins.

Black Teas. Old Crow Blend. Bronze tins of 10, 25, 50 and 80 lb.

LIPTON'S TEA (in packages). Price per lb. No. 1, cases 50 lb., No. 2, cases 50 lb., No. 3, cases 50 lb., Green Ceylon.

THE EMPIRE TOBACCO CO., LIMITED. Smoking. Empire, Royal Oak, Something Good, Ch wing, Currency, Old Fox, Snowshoe, Pay Roll.

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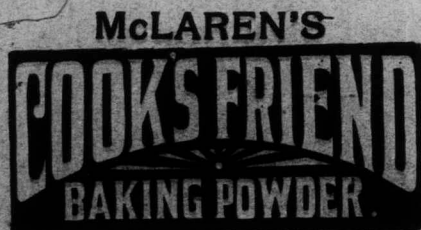
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