

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE CANADIAN GROCER

AND
GENERAL
STOREKEEPER

**SELL
ONLY
THE
BEST!**

In Competition with the World
we have received the
**Highest Awards
Made . . .**

These substantiate our claim
that : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

NOTHING HAPHAZARD ~~~~~

about the manufacture of

"IMPERIAL" White Wine Vinegar

No guesswork—no experimenting—but the scientific art of vinegar-making applied in the truest sense of the word—under the direct supervision of a processor who knows the business from A to Z.

That Accounts for the superiority of "IMPERIAL" over ordinary vinegar—made in the ordinary way—in flavor, appearance and uniformity. None just like "IMPERIAL"—none quite up to its high standard.

"IMPERIAL" WHITE WINE VINEGAR gets business—holds business—increases business—in fact, makes money for you from start to finish.



"Imperial"—the Pickle-Keeper that never disappoints.

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

Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,
Established 1886 Clinton, Ont.



LICORICE . . .

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

YOUNG & SMYLYE
Established 1845. BROOKLYN, N.Y.

TO LIVE GROCERS ONLY

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

"VICTORIA CROSS" CEYLON TEA

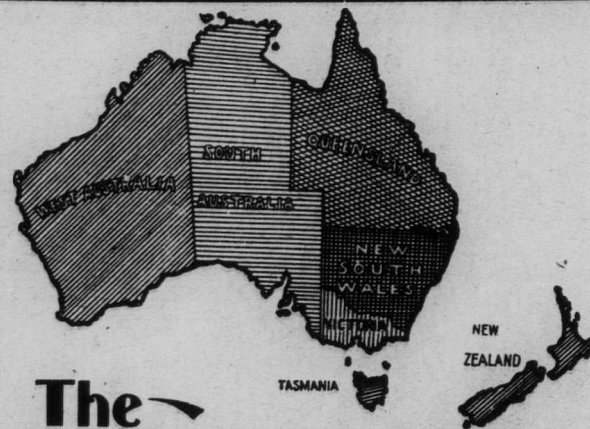


BLACK and MIXED.

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

Write us for Samples and Prices.

J. F. SMYTH & CO.
Tea Packers. WINDSOR, ONT.



The Australasian Grocer

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

Subscription \$2.50 per Ann.

post free to any part of the world.

A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
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Specimen Copies Free on Application.

Canned Where Caught.

The "Thistle" Brand of Canned Haddies, Kippered Herring, and Herring and Tomato Sauce are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish?
Impossible!

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. There is no dirt or slime—no uncleanness to be found in the "Thistle" Brand. The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" Brand. **Buy it and you buy the best.**

**"Thistle" Brand
Fish.**

Bottled in England.

Macurquahart's Worcester Sauce is bottled where it is brewed—in England. It matures for many months in the vats before it is ready for the bottles.

The fact that it is not brewed in a hurry, to sell in a hurry, and that unremitting care is exercised at every stage of the brewing gives it a richness, a full "body" and strength that makes it the most economical sauce your customers can buy.

**Macurquahart's
Worcester Sauce.**

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

23 Scott Street, Toronto.

**FRASER
GROWS
FRUIT**

WRITE OR WIRE
J. D. FRASER
Leamington,

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

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$1.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Try the **"Imperial"** Brand

— OF —

**Peaches, Pears, Apples,
Corn, Tomatoes, etc.**

They are packed from the choicest fruits and vegetables.

Packed by _____

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



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.

It's no Trouble to sell a man
more

"MARGUERITE"

CIGARS.



If he needed persuasion the first time, he jumps at the offer the second.

It's all in the cigar. We are as careful in the manufacture of "Marguerites", as a "chef" in the preparation of his special dish. If we went on the "anything-will-do" principle, our sales in 1901 wouldn't have been

3,566,565 as against **820,960** in 1897.

Send along for a trial lot. They run off beautifully at "three for a quarter" and leave a good profit.

The Geo. E. Tuckett & Son Company, Limited, Hamilton

Payne's
"Pharaoh"
 and ..
"Pebble"

are Good Cigars.
 They Win Trade and Hold
 Trade—for Me and for You.

—————
J. Bruce Payne,
 Cigar Mfr. GRANBY, QUE.

"Sterling"
Brand
Pickles.

Grocers should
 prepare for a busy
 Fall by stocking
 up in this brand
 of pickles, as a cus-
 tomer satisfied is
 a customer gained.

High-grade Canadian Pickles.

—————
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 mark-
 ed 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.

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 prevail—where the soil is most adaptable to the growing of such healthy, strengthening tea.

Japan Tea is a winner.

They Cost Something, Of Course!

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.



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.

IT IS NOT TOO EARLY TO BEGIN
YOUR INQUIRIES ABOUT THAT TRIP
YOU ARE GOING TO TAKE TO THE

British West Indies

this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.

THERE IS NO MORE DELIGHTFUL
WAY OF SPENDING SIX OR SEVEN
WEEKS THAN ON SUCH A TRIP AS
THIS. THE WHOLE COST FROM
HALIFAX AND RETURN IS \$130.00.

Pickford & Black - Halifax.



IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged
Superiority Admitted.**

YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
Montreal.

"IT MUST PLEASE"

in order that

IVORY GLOSS STARCH

gain the recognition necessary to make it a success. Our maxim from the beginning of its manufacture has been, "IT MUST PLEASE"—please the consumer, and thereby make it a profitable article for the retailer to handle.

The present popularity of IVORY GLOSS STARCH is altogether due to its many good qualities, recognized by all who use it.

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.



Choicest Productions from the Most Favored Districts in Greece. Fine Flavored, Full, Blue Fruit. Just the kind of currants to please your trade and win their confidence. Our contracts with growers enable us to offer these at about the price of ordinary currants. To sell Haycastle and Paradise means to give unequalled satisfaction. Our range of fruits is full and contains exceptional values. **W. H. GILLARD & CO., Wholesale Grocers, Tea and Coffee Importers, HAMILTON.**



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



A Constantly Growing Business

is the surest indication of Progress.



Never has more care been taken, or more careful research been made in an article of merchandise, than with our **Coffee**. No matter how large the quantity, or where the buyer is, we can sell him Coffee if he is an impartial buyer, and wants the best goods for the money. We have demonstrated this to the satisfaction of many merchants and earned a reputation for **Unity and Quality brand**.

Our system of doing business has already given satisfaction to our shareholders. It will do the same for you. The method is simple.

THE MAN WHO IS TOO OLD TO LEARN IS READY TO DIE.

GROCERS' WHOLESALE
COMPANY, Limited

HAMILTON.

CORRESPONDENCE SOLICITED

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MANAGING THE BUSINESS.

THE GOLDEN RULE IN BUSINESS.

PHILLIP PRESENT, Rochester, N.Y.

WE learn through history and experience that men through the instinct of self-preservation joined organizations. When two or more men found something in common, the same interests to protect, the same ideals to attain, they united, knowing well that in unity there is strength. We have also learned that through selfishness and the clashing of interests the strongest organization, whether civil, political, or religious, will be wrecked. So we have this lesson: if our organization is to be a power for good we must not base our existence entirely on selfishness, although the germ that produced it, like any other production of man, usually is selfishness. It must be built on the broad principle of a great moral and ethical platform, where all good men can support it. It is true that we are supposed to be watchdogs of our household; we bark frightfully, snap or bite according to the nature of the beast if someone attempts to steal that which it is our duty to protect. We would not be worthy of our trust if we did not strive to do so. We want our customers to meet their obligations when due so that we can meet ours. We want to impress upon them, that it is neither honest nor honorable to order goods from us, and afterwards cancel the order or return the goods; that it is plain stealing to take a discount of 10 per cent. when 6 per cent. was specified; and that 60 days does not mean six months. Too long have we allowed the tail to wag the dog. We place too little value on our goods when we sell merchandise to parties in amounts equal to ten times as much as we would be willing to loan in cash, and allow trade abuses to continue through the fear of competition. We ourselves have two kinds of ethical rules, one for those who steal money, and another for those who steal merchandise. Public opinion, therefore, is not shocked or outraged by dishonest failures in mercantile life as it is by any other transgression of morals, and for that reason the law-making bodies of our States have statutes entirely in favor of the debtor class. It is a natural consequence that we usually get no more than we deserve, considering we are the first to suffer under the present state of affairs. It follows, that the duty devolves upon us to educate the public to

a higher standard of ethics in business life. It is as rare now to see a smile on the face of a credit man as a 25 per cent. dividend in a bankruptcy case; and what can we expect? In every commercial death we occupy the mourner's bench on the first row; it is our funeral and no one else's. We used to have a laugh once in awhile when in a failure we would get ahead of the other fellow, but since the National Bankruptcy Law has come into existence we are deprived even of that. I have stated to you conditions which you all know by experience. You will ask, what is the remedy? First, let us eradicate selfishness and be what we wish the other fellow to be, honest and honorable. If the creditor class, manufacturers and jobbers, agree among themselves to abolish trade abuses and have an association for that purpose, they should live up to it, even at the cost of some sacrifice; the end will justify the means. Second, let us pledge ourselves to do all we can and drive the rascals out of business life by not supplying them with goods, even for cash; it will have a greater effect than a prosecution fund and be more justifiable. Third, having set a standard of integrity among ourselves we can have the courage of our convictions and educate others, as well as compel them, to be honest.

FAILURES AND THEIR CAUSES.

J. J. DOLPHIN, Buffalo, N.Y.

The subject is a very broad one, and in competent hands would afford a great fund of instruction for credit men. I confess inability to do the subject even moderate justice; however, I will present to you some statistics taken from Bradstreet's Record, which will give you a partial idea of the wide extent of the subject, and afford a beginning for further discussion.

Failures in the United States for the last four years are as follows, as to numbers in business and numbers failed:

	Number in Business.	Number Failed.
1898.....	1,093,373	11,615
1899.....	1,125,873	9,642
1900.....	1,161,639	9,912
1901.....	1,201,862	10,648
Totals.....	4,582,747	41,817
	Liabilities.	Assets.
1898.....	\$141,611,413	\$73,161,328
1899.....	119,775,255	60,140,250
1900.....	127,177,909	60,128,006
1901.....	130,109,678	61,098,831
Totals.....	\$518,674,255	\$254,528,415

Showing a net loss in the four years of \$264,151,840.

There are eleven causes assigned for failures, and placed under the following headings:

Incompetence, inexperience, lack of capital, unwise credits, speculation outside of business, neglect of business, extravagance, fraudulent disposition, specific conditions, failure of others, and due competition.

Under these headings we have the following percentages, first, as to members, and second, as to liabilities:

	1900. Per cent.	1901. Per cent.
Incompetence.....	17 9/10, 16 6/10	19, 16 6/10
Inexperience.....	7 7/10, 3 2/10	7 8/10, 2 8/10
Lack of Capital.....	32, 23 8/10	30 3/10, 22 1/10
Unwise Credits.....	2 9/10, 2 2/10	3 6/10, 6 4/10
Speculation.....	2 2/10, 8 3/10	2 3/10, 6 4/10
Neglect of Business..	3 4/10, 1 4/10	1, 1 6/10
Extravagance.....	9 1/10, 1	3, 1
Fraudulent Disposit'n	11 3/10, 8	4 4/10, 2 4/10
Specific Conditions..	14 4/10, 31 2/10	16 4/10, 30 1/10
Failure of Others.....	2 3/10, 4 6/10	1 3/10, 3 4/10
Undue Competition..	6, 2 3/10	10 2/10, 7 2/10

From these last figures it would appear that there are three conspicuous causes of failures, viz.: Incompetence, lack of capital, and specific conditions; the latter covering any happening out of the normal, such as strikes, great calamities, failure of crops, etc. Fraudulent disposition takes fourth place as to number and liabilities, and seventh place as to assets. There is a noticeable feature in this cause to which I would call your attention, viz., a marked decrease in the number and liabilities in 1901 as compared with former years. In 1898 the number per cent. was 10 2/10 per cent., the liabilities, 8 per cent.; in 1901 the number per cent. was 4 4/10, and liabilities, 2 4/10, while in 1899 and 1900, the number and per cent. of both liabilities and number was almost the same, 11 3/10 number, and 8 per cent. liabilities. There is opportunity for speculation in this as to what may have been the cause which produced the result. Specific conditions leads the list as to liabilities; lack of capital, second; incompetence, third; fraudulent disposition, fourth; failures of others, fifth; speculation outside, sixth; unwise credits, seventh; undue competition, eighth; inexperience, ninth; extravagance, tenth, and neglect, eleventh.

As to assets, the relative positions are changed, with the exception of specific conditions, lack of capital and incompetency, each of which holds relatively the same place with the liabilities. Failures

Don't forget that **we guarantee** the

Sun Paste Stove Polish.

If these goods are not perfect in every way we shall protect our guaranty.

MORSE BROTHERS, CANTON, MASS.,

Proprietors Rising Sun Stove Polish and Sun Paste Stove Polish.

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

of others comes fourth; unwise credit, fifth; speculation, sixth; fraudulent dispositions, seventh; undue competition, eighth; inexperience, ninth; neglect, tenth; extravagance, eleventh. Eight of the causes of failure are within the control of the trader, three are practically beyond his control, namely, specific conditions, undue competition and failure of others.

To go into the analysis of each of the causes and their effects would require much time and labor, together with the ability to draw a correct conclusion. I will, therefore, not attempt this, but leave it for others. There are, however, four prominent causes which present themselves most forcibly to our attention: one of these, specific conditions, is a difficult problem for the credit man, and almost, if not quite, beyond his control as well as that of the trader. The three others are conditions more nearly within the vision of the credit man, though one is also a difficult problem, and usually almost out of the vision, namely, fraudulent disposition.

It would be a bright man who could foresee that disposition in the majority of cases. The other two causes are more nearly within the control of the credit man, and may be foreseen by careful study of the trader's condition.

THE WOES OF A RETAIL MERCHANT.

In order to show up the fallacy of the credit system and the unreasonableness of most debtors, the following tale of woe is related by a Canadian business man:

A man dealt with a merchant for several years and paid his bills promptly for some time, but he unfortunately conceived the idea of building a house. Now, because he did not have the necessary cash, he left the merchant after he had run up an account of some \$10 and spent his spare cash on the construction of his house. This same plan was likewise followed with the other ten merchants in the town and the man gets ahead, say,

\$250. This pays for his lot and in addition allows him \$150 to apply on his loan.

After awhile Merchant A. begins to want his money, and of course he very impudently writes to the man, saying, as the latter is now buying his goods elsewhere, he would like to have his account settled. This makes the debtor very indignant, and he says to himself, "Here, I have been dealing with Mr. A. for a good many months and I always paid him promptly and now, even if I am dealing elsewhere, it is mean and contemptible of him to demand his money. I'll just go down and give him \$10 and a piece of my mind "into the bargain."

This he proceeds to do, and the merchant, who has been used for years to hold himself in, takes it all in good part, and hands out a receipt for \$10. The balance is to be settled next pay-day.

Pay-day comes and goes, and many another pay-day comes and goes, but the account is not paid. Naturally, creditors make demands on the merchant, and he is forced to ask for the settlement of the account with interest, adding the threat that, if not paid, it will be placed in court for collection. This is more than Mr. Debtor can stand. He gets very angry and goes to his employer and tells him what a mean man this merchant is to ask him to pay interest. However, he gets a sufficient advance of wages to pay the merchant off. He walks into the store with an air of injured innocence and explains that he wants to pay up his balance. The merchant is so pleased to get his money that he accepts payment without interest, notwithstanding that he has been paying the bank interest on this amount and others as well for the past two years.

JAMAICA FRUIT RIVALRY.

At a meeting of the fruit growers of Jamaica, Kingston, on the 4th instant, it was decided to form a pool for the regulation of the quality, quantity and price of fruit sold to shippers for export.

The step is the result of the formation of the recent Anglo-American combine, it being taken in order to protect the growers against the lowering of prices by the combine, which the growers agreed completely dominates the market.

RETURN OF MR. IRELAND.

Mr. F. C. Ireland, well known as the founder of The Ireland National Food Company, who has been engaged in the milling business in England for the past few years, has recently returned to Canada and will make his home permanently in Montreal. Mr. Ireland was among those who came to Toronto for the second week of the Fair.

ADVICE TO EMPLOYERS.

NEARLY all of the retail merchants began their business careers as clerks, and for this reason they should better appreciate how to assimilate the services of those employed by them in the business of selling goods, says Trade.

Occasionally a man who has risen from the position of clerk to proprietor is inclined to undervalue the usefulness of his employes, forgetting that to depend upon himself alone to do all the thinking is as great a mistake as if he were to undertake to perform all the details of the store.

With reasonable encouragement the clerks will supply the employer with many bright ideas that will give value to the business. It can readily be supposed that the clerks, if they may be made to understand that their suggestions are appreciated, will take more interest than if held off at arm's length.

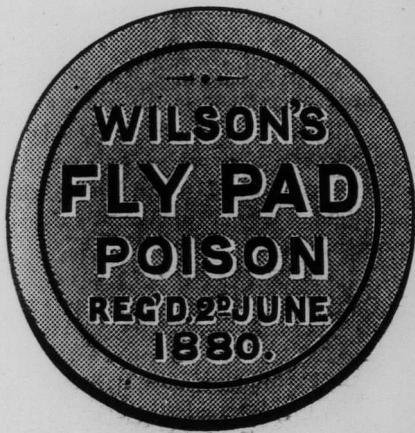
The proprietor cannot see everything. As a rule he cannot do more than exercise a general supervision, but among his assistants will be found material for the originating of winning business schemes and he will be an unwise man who does not invite and welcome the co-operation of his assistants. Give the clerks a chance and their interest will be made apparent.

Just what you want

Dold's Soups.

They are time and labor savers—they are positively good. We have **Vegetable, Ox Tail, Consomme, Beef and Mock Turtle.** Packed in cases 2 doz. each. 5-case lots freight paid.

Lucas, Steele & Bristol - Hamilton, Ont.



The Pad That Did.

One packet of **Wilson's Fly Pads** has actually killed a bushel of flies. More than can possibly be stuck on three hundred sheets of Sticky paper.

SELL THE ARTICLE THAT DOES THE WORK.

Archdale Wilson - Hamilton.

“Imperial” Vinegar.

In the history of the vinegar business, no one other year records the enormous output of last year. Never before have the merchants and the consumers of Canada been so well satisfied with this choice condiment. Since the inauguration of the Imperial Vinegar and Pickling Company's Works, at Hamilton, the merchants of Ontario, Manitoba, the Northwest Territories and British Columbia are a unit in awarding the palm for excellency of quality and flavor to the “Imperial.”

The leading pickle manufacturers of Ontario tell us that, since the inception of “Imperial” Vinegar, the quality of their goods has improved very much, and the demand for them greatly increased.

A bargain is not always what you pay.
It is what you get for what you pay.
“Imperial” Vinegar is always a bargain.

For
Sale
by

James Turner & Co.

HAMILTON.

To Our Many Customers.

We cordially invite you to call at 49 Front East. Our travellers will be there to welcome you.

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, 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.

MERCHANTS desiring a very choice Rio coffee, aged 4 years, absolutely perfect, can secure it from Grocers' Wholesale Co., Limited, Hamilton.

"Empire" baking powder can be sold only by Lucas, Steele & Bristol.

Dold's soups, now being offered by Lucas, Steele & Bristol, are most attractively put up.

L. Chaput, Fils & Cie have received 1,000 cases of French sardines in assorted sizes and quality, which they are offering at very low prices; also 100 cases of French peas.

Note Lucas, Steele & Bristol's attractive line of dressings, etc., in screw top bottles.

Lucas, Steele & Bristol offer their "Empire" peels at low figures; quality is said to be of very first order.

L. Chaput, Fils & Cie are just in receipt

of 150 one-gallon tins of olive oil, shipped by the celebrated firm of Dandicolle & Gaudin, of Bordeaux. Each tin is supplied with a faucet.

VISITORS TO A YEAST FACTORY.

Mr. S. J. Carter, of Carter, Galbraith & Co., wholesale grocers, Montreal, and Miss Carter visited Toronto last week on their way to Winnipeg and the West. During their stay they paid a visit to E. W. Gillett Company's offices and factory, and expressed themselves highly pleased and entertained by their trip through the works.

Other visitors who honored the company with a call were Mr. T. Mitchell and daughter, of St. John's Nfld. It was Mr. Mitchell's first visit to Toronto, and he did not fail to express himself as highly astonished at what he saw of the "Queen City" and its enterprising, bustling activity, its buildings, streets, and the general air of prosperity evidenced on all sides. Mr. Mitchell, who is engaged in the baking business in St. John's, was a delegate to the

master bakers' convention held last week, and at the banquet at McConkey's Friday evening was a responder to the toast of "Our Native Land," and though somewhat pessimistic at present in his views of the union of the old colony with the Dominion, he hoped such a desirable end would be ultimately reached. Mr. and Miss Mitchell are continuing a tour of Western Canada this week.

PROMOTING TRADE WITH GREAT BRITAIN.

Mr. C. F. Strangeways Barker, representing the Incorporated Chamber of Commerce, Liverpool, England, has been touring in Canada and calling on several manufacturers with a view to procuring agencies in England for any of the more important manufacturers who wish to extend their business with the Old Country. Those who are interested in this might find it to their advantage to communicate with Mr. Barker. His address is B10, Exchange Buildings, Liverpool, England.



One Case Snider's Catsup Free.

With each 5 cases of Snider's Tomato Catsup, pints, that you purchase, we will give you one case Snider's Tomato Catsup, pints, free. For a limited time only. Orders must be sent in promptly.

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

When visiting the city we cordially invite you to make

36 YONGE STREET

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

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

TORONTO.

TAYLOR, SCOTT & CO.

THE firm of Taylor, Scott & Co., manufacturers of brooms, brushes and woodenware, etc., Bay street, Toronto, are about to make extensive alterations in their already large premises, and have bought the property immediately to the north and east of their present building, a large portion of which was formerly occupied by Grand's Repository. In an interview with Mr. Geo. C. Taylor, who is head of the firm (Mr. Scott having died some 10 years ago), he said:

"We found it necessary to make an extension owing to the increasing volume of business. The building just to the south of where the office and warehouse is now, and used as part of the factory, is to be created into a handsome office and warehouse, and the other building, with the extensions which will be added, will be exclusively used for the factory. It will be six flats high, and the whole establishment when completed will cover nearly one acre of ground. The factory will be fitted up with all the latest known improved machinery for the manufacture of brooms and brushes, etc., and when complete will be the largest and most up-to-date factory on the continent.

"I have recently returned," said Mr. Taylor, "from the large cities and centres of the United States, inquiring into and finding out all the latest improvements and ideas, all of which and many more will be included in the new factory. The alterations are expected to be finished this fall."

CANED MR. WILKINS.

Employee of T. Kinnear & Co. presented T. J. Wilkins with a handsome gold headed cane, he having severed his connection with that firm after representing them for 11 years. He is starting business for himself in Stratford.

DEATH OF W. L. SHIELDS.

At Coboconk, Ont., the death occurred of W. L. Shields, general merchant and sawmill owner, in his 30th year. Mr. Shields was in business at Coboconk for about 10 years and was well known to the wholesale trade in Toronto. He was popular with his fellow citizens, a successful merchant and a reader of THE GROCER for a number of years. He is survived by a wife; his father, J. C. Shields, and his brother, J. W. Shields, both general merchants at Victoria Road. THE GROCER sympathizes with the relatives and friends of deceased in their bereavement.

FOUR FIRMS AMALGAMATE.

Four of the leading firms of Kaslo, B.C., have consolidated. The new company is composed of H. Giegerich, Green Bros., H. Byers & Co., and A. B. Morris, and is incorporated under the name of The Byers-Giegerich-Green Co., Limited, with a capital of \$100,000, making it one of the strongest corporations of its kind in the interior of British Columbia. It is understood that the business will be under the joint supervision of H. Giegerich and R. F. Green. A. B. Morris will be manager of the hardware department and Geo. Stott, of Green Bros., will be in charge of the other departments. The other branch stores of Messrs. Giegerich and Byers at Sandon, Ainsworth and Nelson are not included in the combine, but will be continued as heretofore. The idea is to make Kaslo more of a centre for wholesale business and the new firm will endeavor to supply the wants, and to create a strong commercial connection with retail stores in the surrounding neighborhood. With the capital at command, and with experienced men like the members of the new corporation, it is fully expected that not only will the firm themselves be financially benefited, but that Kaslo generally will find trade brisker.



There are no goods that can approach

UPTON'S
Jams, Jellies and Marmalade for their high quality.

The best people use it.
The best grocers handle it.

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

THE PROVISION TRADE.

Preventing Waste in Eggs—The Markets—Miscellaneous Notes.

PREVENTING WASTE IN EGGS.

THE problem of how to prevent the great loss in eggs by waste that occurs during the summer months forms the subject of an article in a recent issue of The New York Produce Review. It has the following to say on the subject:

"One can hardly watch the egg market critically during the summer season—even when it is a reasonably cool one, like the present—without being impressed with the enormous loss to which the egg industry, as a whole, is subjected by waste. It seems as if the methods of egg collecting and marketing must be capable of much improvement when it is considered that of the hundreds of thousands of cases sent from country points into the large cities every week so large a proportion is of inferior quality and so many absolutely worthless as far as table uses are concerned. It is safe to say that during the three months from June 15 to September 15 the receipts of eggs in New York will average to lose four dozen to the case, and if we estimate the receipts during that period at 750,000 cases this means a loss of 2,860,000 dozen, equal to more than 95,000 cases upon which the cost of packages, transportation and other handling would amount to many thousands of dollars besides the enormous loss of value in the eggs themselves.

"Of course, the ordinary course of egg marketing from the farms to the big cities, which is sufficiently quick in the early spring and other cool seasons to preserve good quality, cannot be continued in the heat of summer without occasioning this deterioration and enormous loss. To overcome it would necessitate a considerable change in the methods of country egg movement during the summer and the provision of cool rooms and cool transportation at innumerable points where these are difficult to establish. The deterioration undoubtedly occurs chiefly before the eggs reach the larger collectors who have adequate facilities for the preservation of quality, and if there is ever to be an elimination of the major part of this waste, it would seem that the incentive to greater care and more expeditious marketing must come from those collectors who purchase the goods either from farmers direct or from country merchants who deal directly with the producers.

"Probably the most practical way to make a beginning towards lessening this waste and encouraging an improvement in quality would be for all egg collectors to make a proper discrimination in the price paid for eggs of different qualities and buy all goods subject to grading before the candle. This matter is certainly worthy of consideration and agreement by associations of egg collectors and shippers.

"As for the loss in packages, freight and handling occurring between egg collectors and the large distributing markets, this can be largely eliminated by candling the goods before packing, but in no other way. A good many of the large egg packers have already adopted this plan and succeeded in getting their goods forward free from the serious shrinkage that afflicts uncandled summer shipments; but there are still hundreds of small shippers who pack everything in the cases and who thus bear the loss of many thousand dollars yearly in freight, packages and handling of worthless eggs in addition to the loss of value occasioned by the mixture of good and bad eggs in the same packages."

THE HOG PACK.

Special reports show the number of hogs packed in the United States since March 1 as follows:

March 1 to September 3—	1902.	1901.
Chicago	3,120,000	3,265,000
Kansas City	900,000	1,790,000
Omaha	1,055,000	1,215,000
St. Louis	517,000	860,000
St. Joseph, Mo.	781,000	1,039,500
Indianapolis	447,000	580,000
Milwaukee	72,000	152,000
Cudahy, Wis.	119,500	199,000
Cincinnati	205,000	259,000
Ottumwa, Iowa	193,000	280,000
Cedar Rapids, Iowa ..	188,000	235,000
Sioux City, Iowa	443,000	391,000
St. Paul, Minn.	275,000	249,000
Louisville, Ky.	113,000	173,000
Cleveland, Ohio	205,000	238,000
Above and all other ..	9,435,000	11,840,000

SAUSAGE STUFFER AND LARD PRESS.

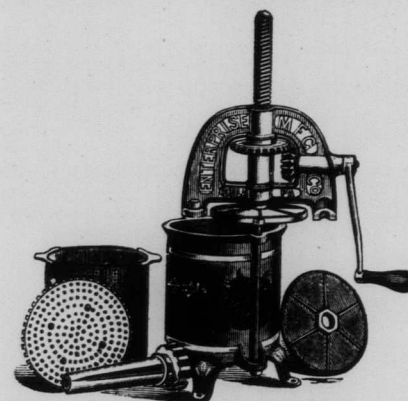
The Enterprise Manufacturing Co., of Philadelphia, Pa., having in mind at all times the improvement of the articles of their manufacture, assert that the "Enterprise" sausage stuffer and lard press as now furnished is undoubtedly the very best machine of the kind ever offered.

Each and every stuffer cylinder is bored true so that when stuffing, there being no space between the edge of the plunger

plate and cylinder, the material must pass through the spout.

The lips on the tin cylinder make the handling and emptying of same very easy and prevents burning of the hands which is often the case with cylinders not so fitted.

The new patented spout furnished with each stuffer is vastly superior to the old style, in that the corrugations prevent air



entering the casing while stuffing, thus obviating the necessity for puncturing the casing, which must be done when using the old style spout, and assuring the preservation of sausage. The "Enterprise" stuffer is the only one possessing these features.

TO INCREASE CAPACITY.


The Cudahy Packing Co. is to spend half a million dollars in enlarging its plant at Sioux City, Iowa. The beef and hog killing capacity will be increased greatly, so that 1,000 cattle and 10,000 hogs can be slaughtered daily. A corresponding increase in the cold storage capacity will be made.

MEAT INSPECTION EXPENSES IN GERMANY.

The following is from the U.S. consul at Berlin, Germany:

The Frankfort Zeitung, of August 5, contains an analysis of the methods prescribed for assessing official fees for the inspection of lard and meats under the new law of June 3, 1900, which, as has been heretofore explained, will enter into full effect from October 1, this year.

The article deals especially with the additional expenses that will be added to the cost of meats, both native and imported, under the new system, and the following deductions are substantially translated from

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.**

HAMS

that are good hams.

If you have not had a shipment of

Three Star Hams

we solicit a trial order for them. Unequaled for the family that stays at home or goes to the summer cottage. Just the thing for camp or excursion. A little higher in price, but worth it.

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.,
PORK PACKERS, LIMITED.
TORONTO, ONT.

it as of presumable interest in the United States. In respect to lard, The Zeitung says:

In a shipment of 1,000 tubs of lard, each containing 12.5 kilograms (27.55 lb.) net, 27 tubs will have to be opened, and from the whole number samples of 250 grams (about 1/4 lb.) will be taken. Six of these samples will then be submitted to examination to prove whether they are pure lard and contain no adulteration or antiseptic preservative. After this inspection each package in the entire shipment will be stamped with two seals. The cost of each analysis will be 10 marks (\$2.38), and for sampling and stamping each package 1 pfennig (0.238 cent), which will amount in all to 75 marks (\$17.85).

In respect to small pork shoulders, which weigh on an average 3 kilograms (6.6 lb.)—that is, 100 pieces weighing 300 kilograms (661 lb.)—the 100 pieces would pay for inspection fees as follows:

	Marks.	
(a) For the general inspection.....	7.50	= \$1.78
(b) Examination for prohibited preserving materials.....	6.00	= 1.43
(c) Examination for trichinae.....	50.00	= 11.90
Total.....	63.50	= \$15.11

Or 21 marks (\$5) per 100 kilograms (220 lb.). To this must be added the duty, 17 marks (\$4.04), so that a grade of meat, the price of which has been during the past five years about 55 marks (\$13) per dozen pieces, will have to pay in duty and inspection fees 38 marks (\$9.04).

The same is true of the full-grown bacon "bellies," which are imported in pieces of 4 to 5 kilograms (8.8 to 11 lb.) weight, and in the meaning of the meat-inspection law would be classed as pickled meat. As such it will be subject to the same charges as the above-cited shoulders, and will cost in fees for 100 pieces weighing net 450 kilograms (992 lb.):

	Marks.	
(a) For general inspection.....	11.25	= \$2.87
(b) For chemical examination.....	9.00	= 2.14
(c) For inspection for trichinae.....	50.00	= 11.90
Total.....	70.25	= 16.91

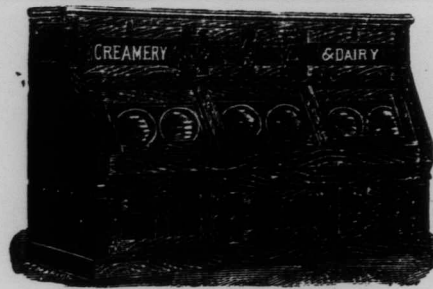
Or 15.50 marks (\$3.68) per 100 kilograms (220 lb.). To this amount must be added the duty, 20 marks (\$4.76)—in all 35.50 marks (\$8.44) per 100 kilograms (220 lb.) for duty and importation charges.

The net effect of the new system, as illustrated by these examples, will be to restrict the supply of meat and more or less advance its price in the markets of Germany.

THE PROVISION MARKETS. TORONTO.

The prices of hogs, beef, lambs and veal are unchanged this week. A good demand is reported for beef and a moderate amount of pork is moving. We quote: Dressed hogs, \$9.00 to \$9.25; beef carcasses, \$6.50 to \$8.00 per 100 lb.; hind quarters, \$8.50 to \$9.50 per 100 lb.; front quarters, \$4.50 to \$5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 7 to 8c. Select live hogs are worth \$7.25 and fat and lights, \$7 per 100 lb. Choice export cattle are worth \$5.25 to \$5.75 per 100 lb., and lights, \$4.25 to \$5.

A good active trade is doing in all lines of hog products and the stocks in the hands



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.

It is to YOUR ADVANTAGE

to use our Brown or Manilla Wrapping. They are strong and durable, and will stand any reasonable test.

FULL WEIGHT. FULL COUNT.

CANADA PAPER CO., Limited
TORONTO and MONTREAL.

"TOMAHAWK"

BRAND

Hams and Bacon

Are rapidly cutting their way into popular favor.

The secret of their success is their uniformly excellent quality and flavor.

Grocers and Butchers are fast recognizing these facts, and orders are correspondingly on the increase.

If you are not handling the "Tomahawk" Brand do so at once and gain the thanks of your customers.

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.

Long Clear Bacon.

New cured, free from rust, light or medium weights.
Write or wire us for quotations in case or car lots.

Fowler's Canadian Company, Limited

HAMILTON.

of the jobbers here are becoming low. Quite a demand is being experienced for lard. 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, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10¼c.; plate beef, \$15 per 100 lb.

MONTREAL.

The tone of the provision market continued firm throughout the week for most lines. Business in lard has been of a satisfactory nature, and in smoked meats the demand has been steady. A fairly active market is reported for fresh-killed abattoir dressed hogs, and the market is steady at somewhat higher quotations than last week, namely, \$9 50 per 100 lb. We quote: Pure Canadian lard, \$2.37½ to \$2.40 per pail. Fairbank's "Boar's Head" lard compound, 9½c. 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, ⅓c.; 5-lb. tins, ¼c.; 3-lb. tins, ⅓c. Snow White

and Globe compound, \$1.80 to \$1.90 per pail; Cottolene, 11¼c. for 20 lb. pails, and 11½c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, \$24.50 to \$25.00; Canadian short cut clear pork, \$23.50 to \$25.00; American short cut clear pork, \$24 to \$24.50; American fat back, \$24.50 to \$25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, \$14 50 to \$15.00 per bbl.

WINNIPEG.

DRESSED MEATS—The supply of beef is none of the best, as a large percentage of the animals offered are not well fed, the fact being that the best grades are going through for export. We quote: Beef, 6½ to 7c.; veal, 8 to 9c.; mutton, 8c.; lamb, 12½c.

CURED MEATS—This market is a firm and active one. The following are the current prices: Hams, sugar cured, 14½ to 15c. per lb.; breakfast bacon, bellies, 15¼c.; backs, 14c.; spiced rolls, short, 11¼c.; long, 12½c.; dry salt long clear 12c.; dry salt backs, 12½c.; lard, tins, 11⅞c.; 50-lb. tubs, \$6.05; 20-lb. pails, \$2 50; 10-lb. tins, in cases, \$7.60; 5-lb. tins, \$7.70; 3-lb. tins, \$7.75.

With the coming of cooler days there is an increased demand for sausage.

ST. JOHN, N. B.

American pork has turned higher, but beef is easier. Trade in this line will now improve, as the lumber operators will be in the market for supplies.

HALIFAX.

There is a large quantity of light beef coming into market at present, but as this weight is not profitable for cutting up by the retailers, the price is only 5 to 6c. Heavy beef is in good demand, and is quoted at \$8.50 to \$9 per cwt. The market is much better stocked now than earlier in the season, when butchers could hardly find enough to supply the regular local demand from day to day. Lamb is plentiful and of good size and quality.

MY GROCER.

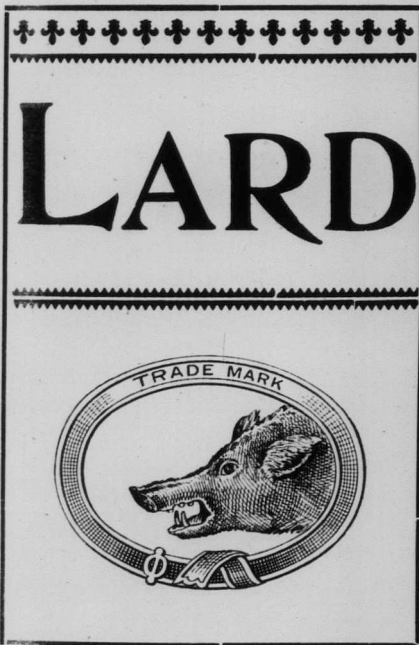
Who fed me when I was dead broke
And had my silver watch in soak?
My Grocer!

Who never asked me for a cent,
And made me good for two months' rent?
My Grocer!

Who was it put me on my feet—
Got me a job at twelve per week?
My Grocer!

And when I moved to a flat uptown,
Who was it that I did throw down?
My Grocer!

Who was it that's the easiest mark
From Sunnyside to Munro Park?
My Grocer!



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

Because a merchant has been selling one thing for a long time is no reason that he should not get out of the rut. There are illicit distillers in Tennessee who think that the Government is wrong and they are right simply because their fathers and grandfathers made "Moonshine" whiskey for a long time before them. The fact that you have been doing something for a long time does not make it right. If you follow that principle you would want your goods delivered in an ox-cart and would be satisfied with a tallow-dip candle. Get in line. Because you have never sold **FAIRBANK'S BOAR'S HEAD** brand of **REFINED LARD COMPOUND** does not argue that it will not give your trade better satisfaction than any other lard. About 2c. per lb. less at present than hog lard.

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

THE N. K. FAIRBANK COMPANY.
Wellington and Ann Sts., MONTREAL, QUE.

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

A NEW ASSOCIATION FORMED.

THE first annual convention of the Licensed Victuallers' Association of the Province of Quebec was held in Montreal on September 3 and 4. One of the chief aims of this Association is to form a strong body of licensed victuallers, like that of Ontario.

The morning session of the first day was spent in greetings. Liquor dealers from all over the Province attended.

Laurence A. Wilson, president of the Montreal Association, who has been so prominent in forwarding the interests of the licensed victuallers in Quebec, was unanimously elected president of the Provincial Association, and was accorded a splendid ovation. The vice-president was P. A. H. L'Oiseau, and L. A. Lapointe was appointed secretary.

Ald. Lamarche made a short address of welcome to the members, and President L. A. Wilson replied.

Mr. Wilson also welcomed the members from outside points to the city. He proceeded to show the advantages that would accrue from having an association including the whole Province, saying that although the Montreal Licensed Victuallers' Association was the most important body in the Province, yet they could only reckon with the six members of Parliament from that city, when any question concerning their business came up in the House. But with a federation of the trade throughout Quebec Province every one of the 73 members could be reckoned with. And what applied to the dealers of Montreal applied also to every dealer in the Province. With the motto, "An injury to one is the concern of all," the organization could present a front that would make them respected.

A resolution to the effect that "The different branches of the Wine and Liquor Dealers' Association desire to form themselves into a Provincial federation of wine and liquor dealers," was referred to a committee composed of L. J. Primeau, E. D. Barrette, J. Lalonde and the boards of directors of the licensed victuallers of Montreal, St. Henri and Lachine. This committee, on the following morning, reported, in substance, that such a federation should be formed by the various local associations, each of which would continue to control its own members. Any member in good standing of one of the local associations would be considered a member of the Provincial body. The central association should have no power to tax individual members, but should be supported by a tax on the local organization in proportion to membership.

The following resolutions were carried at Thursday's sittings:

That the Quebec License Law be amended so that on presentation of a petition asking for the granting of a license, signed by the majority of the electors of a municipality, the municipal council be bound to grant such license provided the applicant conforms to the conditions exacted by the License Law.

That the law limiting licenses according to the figure of the population in the cities of Montreal, Quebec, St. Henri, Ste. Cunegonde be applied to all rural municipalities.

That all licenses should be permanent unless revoked for cause by competent authority.

That this convention has no objection to the appointment of an inspector of licenses.

That this convention recommends to the Provincial Legislature and to Parliament to decree the most severe penalties possible, as well against the illicit manufacture as against the unlicensed sale of intoxicating liquors.

That, among other measures, this convention suggests the public destruction of all alembics or other seized apparatus which has been used for the illicit manufacture of intoxicating liquors.

That fines higher than those now existing be imposed on unlicensed dealers and that those repeating the offence be imprisoned for a long term.

That in order the more easily to reach the unlicensed dealers, articles 99 and 100 of the License Law be amended by striking out the last paragraph of each.

That this convention demand of Parliament, of the Legislature, and of the municipalities a protection proportionate to the high amount paid by the liquor dealers as well for the excise as for the granting of licenses.

That the Government prohibit the entrance into the country of alcohols distilled abroad within less than two years, and not kept during that time in wooden butts.

That in default of such prohibition the manufacturers of this country be allowed to place their alcohols on the market immediately after their distillation.

That the Legislature be asked to establish a new scale for the cost of licenses in the city of Montreal. That all fines collected from delinquents be turned into the Provincial treasury. That the Legislature limit the number of licenses for retail liquor shops.

Copies of these resolutions will be forwarded to the Federal and Provincial Governments.

A luncheon was given in the afternoon at the drill hall, L. A. Wilson presiding. A number of distinguished guests attended, including Hon. Mr. Tarte, Minister of Public Works; Major Bittinger, United States consul; Hon. L. P. Brodeur, Speaker of the House of Commons; Mr. Maurice Perrault, ex-Ald. Brunet, Ald. Lavallee, Ald. Laporte, Ald. Martineau, who sat on the chairman's right, and Ald. Lamarche, representing the city; Senator J. P. Casgrain, ex-Mayor Prefontaine, Hon. Lomer Gouin, Minister of Public Works for Que-

bec; F. D. Monk, M.P.; Hon. P. E. Leblanc, ex-Mayor R. Wilson Smith and Lieut.-Col. Gordon on the left.

Messrs. Tarte, Brodeur, Casgrain, Monk, Bittinger, Gouin, Prefontaine, Leblanc, Maxey and Dickey, all delivered short speeches and declared their sympathy with the objects of the Association.

In the afternoon the members attended the horse races, and the evening the members and their families spent in enjoyable car rides around the city.

The officers for the ensuing year are as follows: President, Laurence A. Wilson, Montreal; 1st vice-president, P. A. L'Oiseau, Chambly; 2nd vice-president, Adelard Gauthier, Three Rivers; secretary, L. A. Lapointe, Montreal; treasurer, T. A. Chagnon, Montreal; directors, Louis J. Primeau, Beauharnois; Domina Martin, Laprairie; Remi Guinard, Sorel; Charles Jesmin, Coteau Station; Henri Veuilleux, Sherbrooke; J. A. Carrignan, Grandmere; John J. Boyce, Quebec; J. T. Lavallee, Quebec; T. Arpin, Marieville; J. Tarte, Farnham; H. Bourque, St. Hyacinthe; M. Carbonneau, M.P., L'Islet; J. Patenaude, Valleyfield; M. Poutre, St. Johns, Que.; H. Bonefant, Charlemagne; M. Gagnon, Riviere du Loup en bas; Ovide Perrault, St. Jerome; P. Vincent, St. Henri; M. Garceau, Magog; P. Ropel, Joliet. A representative from Levis will be chosen later.

The next convention will be held at Three Rivers in September 1903.

MAJOR C. A. SMYLIE KILLED.

Major Charles A. Smylie, president of The National Liquorice Co., New York, was accidentally shot and almost instantly killed on September 4, by Judge C. B. Starrs, while deer hunting on Blue Mountain Lake, in the Adirondacks.

Deceased was well known to many in the grocery trade in Canada, he having made periodical visits to this country in the interests of his firm. Those who had the privilege of his acquaintance esteemed him highly, and the news of his lamentable death was received by them with profound sorrow.

At the time of his death Major Smylie was 44 years of age. He was in a canoe with his guide when shot, and the cause of the accident is said to have been his return to the lake after he had waved his lantern as a signal to Judge Starrs that he was through hunting.

The remains of the late Major Smylie were interred in New York on Monday, and among those present to pay their last token of respect were some of the Canadian friends of the deceased.

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Columbia Goods

{ Have you tried them?
If not—why not?

THE LINE INCLUDES:

**Soups, Catsups, Salad Dressings, Pork and Beans in Chili Sauce,
Potted Meats and Sweet Piccilette.**

THESE GOODS ARE SIMPLY DELICIOUS AND EVERYONE WHO HAS THE INTERESTS OF HIS CUSTOMERS AND THE ENLARGEMENT OF HIS OWN BUSINESS AT HEART SHOULD STOCK THEM.

SEE OUR TRAVELLERS FOR PRICES AND SAMPLES.

WE ARE SOLE SELLING AGENTS FOR CANADA.

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

WHOLESALE GROCERS, ETC.

TORONTO.

BACK FROM EUROPE.

MR. HENRI JONAS returned on Thursday, September 4, from his annual tour through Europe. This year Mr. Jonas' wife and daughter accompanied him and their trip occupied 10 weeks, visiting in Germany, Holland, Belgium, France and England.

Mr. Jonas was in England during the Coronation and was enthusiastic over the appearance of the troops. What impressed him most while watching the procession was the order maintained by the immense crowd that lined the route.

Mr. Jonas found business in France, in his line, very good, the great difficulty being that exporters of prunes, plums, apricots, etc., found it impossible to obtain sufficient supplies, such was the failure of the crops. The demand for home consumption was almost enough to absorb supplies, while for export there was less than had been the case for years. The smallness of the crops, Mr. Jonas said, was not put down to the somewhat cold weather. No good reason had been given for the failure of the crops. Cherries, however, were plentiful, and also vegetables of most kinds. The demand for peas was far greater than the supply. Buyers in many countries, if able to obtain supplies at all, will, in many cases, have to take very small fruit.

Mr. Jonas himself was very fortunate in securing what he did of the stocks that were held. A personal visit to the market usually results in obtaining some supplies, when continued correspondence by mail would altogether fail.

The sardine pack, he declares, will be smaller than ever this year. The run of fish has been getting smaller and smaller for the past few years from some cause or other. It would not do to say that the fish were becoming extinct, as, very often after many years of small runs, they would be in great numbers for a season or two. It was

possible that next year there would be an abundance of sardines. But for the coming year they would surely be scarce and high in price.

Mr. Jonas expects good results from the visit of Sir Wilfrid Laurier to France. If the French-Canadian steamship line can be made an established fact, there is, he says, a good trade to be done. "French business men are anxious to trade with us, and this is the only great obstacle. We could export to France grain, flour, pulpwood, etc., if we had the necessary shipping facilities. At present what France buys from this side of the ocean comes from the United States. That is only because they have proper facilities for transportation between the two countries. The trade in boots and shoes, by the way, is one in which there are great possibilities with France. This is a growing trade between the United States and France, the latter importing an increasing quantity every year of boots and shoes. A French-Canadian line would, I believe, pay after a short time. While in France I heard some talk of it, always favorable to the project, but they were apparently waiting for Sir Wilfrid, to see what his views would be."

A. Poindron, who has recently been appointed to look after Canada's commercial affairs in France, is the right man in the right place, thinks Mr. Jonas. For some time he was the agent for a steamship line in this country, and in this way has had experience, which will benefit him in his new duties. "He is a man, too, who can impress his ideas on the Ministers of the Republic and the commercial men alike."

C.P.R. EXHIBIT.

It was an excellent idea of the Canadian Pacific Railway Co. to establish a building of their own at the Toronto Exhibition. Apart from the fact that the railway's exhibit is much more easily and comfortably inspected in a separate building than it would have been in the crowded main

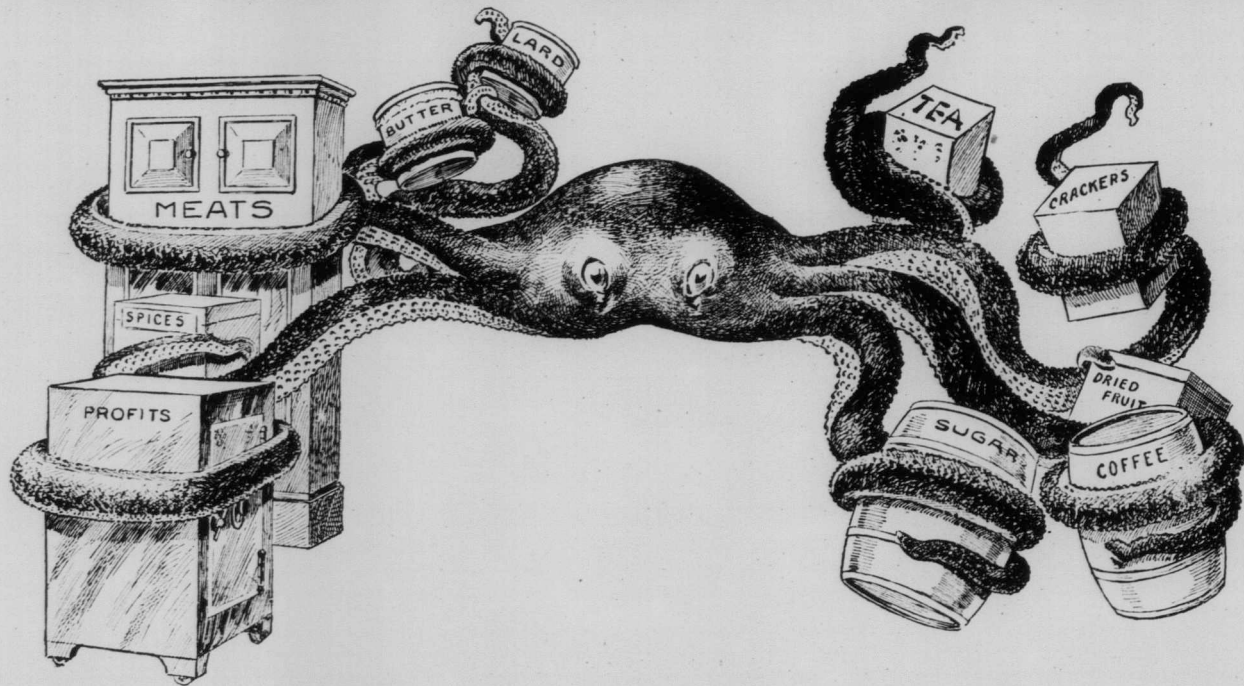
building, it obtains a certain distinction of its own by reason of its isolation.

This year the exhibit has been completely, or almost completely, devoted to illustrating the capabilities of the Canadian Northwest as a grain-producing country. The large, bright building of the company has been artistically decorated with the yellow grain. This has been arranged in a clever manner to cover the walls and to form arches across the ceiling, and it is done in such a way as not to appear the least monotonous. On the long western wall surrounding the C.P.R. coat of arms, grain from Sir William Van Horne's farm at Selkirk is disposed. This exhibit elicited much favorable comment. On tables along the western wing choice specimens of vegetables, pumpkins, beets, turnips and many other varieties were shown. There were also several of the company's handsomely-framed pictures on view, which added to the attractiveness of the interior. Altogether, the C.P.R. building was a decided relief from the confusion surging around other exhibits. The entire charge of the exhibit is in the hands of W. S. Dockrill, who has made an excellent disposal of the ample materials at hand.

ADVERTISING THE WEST.

The Winnipeg Free Press is evidently bound to make the wonders of the Western wheatfields known to the rest of the world. Its latest scheme has been to utilize the post office system to carry samples of Manitoba No. 1 hard wheat all over the country. The little bags containing the wheat are attached to large cards, on one side of which two pictures of the wheatfields are shown, giving a splendid idea, first of the vastness of the fields and secondly of the size of the growing grain. On the reverse side of the card, some facts about Winnipeg, the West and The Free Press itself are supplied.

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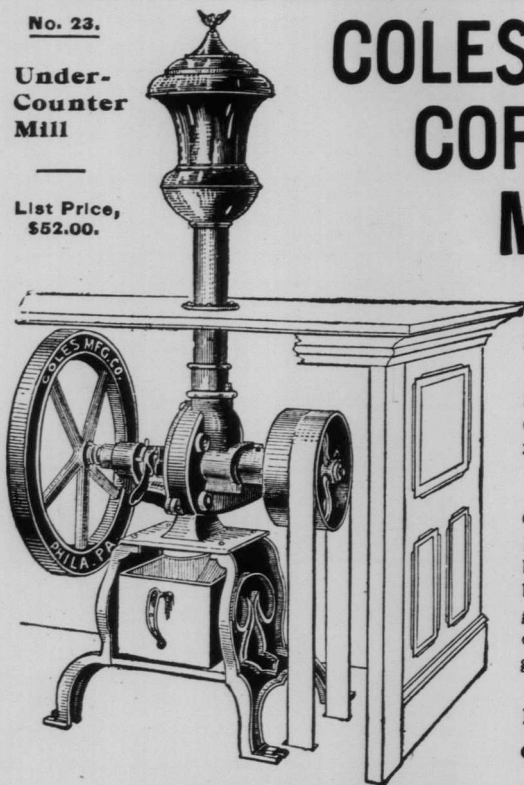
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RECIPROCITY WITH THE UNITED STATES

CANADIANS are aware that there is at present a growing feeling in the United States towards the securing of better trade relations with this country. That is to say, the people of the United States are beginning to feel that their policy of exclusion has about played its part and that, if they are to continue their industrial growth, they must have some consideration for other people.

The citizens of the United States cannot be blamed for any efforts they may make towards conciliating those against whom their tariff has hitherto opposed an unpleasant barrier. It is human nature that even a nation should act to its own advantage, and if, in so doing, it is acting to the advantage of other nations as well, then let the other nations welcome the change in policy, even if they cannot applaud the motive which prompted it.

Speaking at Lake Mohonk in June, Mr. William F. King, former president of the Merchants' Association of New York, came out boldly in support of all around recipro-

city. His address has just been published verbatim in the bulletin of the Association, and, as it probably gives the opinion of the average advocate of reciprocity in the United States, a consideration of its main outline should afford some interesting material for thought.

For once we are not informed that the wonderful growth of the United States has been due to "Yankee" push and shrewdness. No—"this nation is the greatest and most prosperous of all of the nations of the world, because here, and here only, has the Golden Rule been the recognized foundation upon which the life of the nation has rested and from which the nation has sprung." It was the Golden Rule that was at the back of the Revolution, and it was the Golden Rule that has guided the destinies of the country ever since. To-day, according to Mr. King, the United States has reached such a height of progress that her manufactories are producing surpluses. For these surpluses, markets must be found elsewhere. That is to say, it is now time for the Golden Rule to be extended to other nations and the tariff wall removed.

As for Canada, that sister country of the Western Hemisphere is "knocking at the doors of Congress," and, presumably, imploring for reciprocity. At one time, it is true, Canada did, figuratively speaking, knock at the doors of Congress, but those days are now past. Canada is day by day becoming less concerned about the United States, and a rejection of reciprocity, that was once viewed as a certainty, may now be considered in the light of a blessing. Therefore, it is not improbable that the state of affairs supposed to be in existence by Mr. King may be reversed in the near future. With the immense resources lying ready for development in this country, Canada is in a position to impose conditions, not just to implore consideration.

Notwithstanding the fact that American motives and methods are ridiculed, yet any overtures for reciprocity that may come from the United States Government will be courteously received here. Canada has long desired to see a restoration of the principle of reciprocity, and it will be some satisfaction to feel that at length the United States is coming round to view the project favorably.

A COMMERCIAL EVOLUTION.

A MOVEMENT of an unique nature is at present on foot in Germany, the result of a conference of the leading citizens of Baden. It takes shape in the foundation of a national school to be opened during the coming fall, in which a practical type of German patriotism is to be taught.

If we are to believe the report of the United States consular agent, the promoters of this school have come to the conclusion that, if Germany is to take a place in the race for the world's commercial supremacy, she must make an effort to keep all expatriated natives in touch and in sympathy with the Motherland. Millions of Germans have crossed the seas, have settled in foreign countries and have eventually become citizens of those countries. As it is too late now for Germans to think of establishing a colonial empire of their own, they intend to do the next best thing and to establish relations with the people of German birth or German descent across the seas.

The promotion of this connection with the Old Country is to be made through the young Germans who are hereafter to pass through the national school. They are to go forth to all parts of the world, where Germans live or may yet live, and set to work to promote a German spirit and a German trade.

No one can deny but that this is a bold step. If, as it is predicted, the wars of the future are to be commercial wars, then mayhap this movement is one of the evolutions of the future method of warfare. But it is questionable if a foreign nation will submit to any such movement. Canada for the Canadians is a kind of motto which is not peculiar to this country alone, and other nations are just as jealous for their own national identity. So long, of course, as there is no interference with the industries of a country, any preference for German-made goods will not be objected to, but the minute rulers begin to find their German population favoring the goods of a foreign nation in preference to their own goods, then a sudden stop will be put to the matter.

The question of commercial supremacy is one of vital importance to an over-populated country like Germany, with but small hope now of securing colonies in which her surplus population can be provided for. The home population cannot live without a demand for their manufactured articles, and, if by reason of the successful countries this demand be diminished, the problem for statesmen to meet is next thing to insoluble.

THE INTERESTS OF THE RETAIL MERCHANT.

WHILE the attendance at the convention of the Retail Merchants' Association of Canada in Toronto this week was not as large as it should be, it was sufficiently large to prove that the retail merchants of the country are becoming alive to the importance of the organization. But numbers at best are not always indicative of the utility of an organization of the kind. In commercial bodies as well as in all others it is usually upon the few workers that life and energy depend.

That the Retail Merchants' Association is developing strength and influence must be apparent to everyone who has perused the annual reports of the president and secretary.

This is an age of organization. And, while none need organization more than the retail merchants of the country, no class has been so slow to take advantage of it.

It is not in getting together and attempting to fix prices that lies the centre of usefulness in commercial organizations. That is the most difficult of all aims to accomplish; and is the rock upon which more than one organization has been wrecked.

The first aim when forming associations among business men, be they manufacturers, wholesalers or retailers, should be the dissipation of jealousies and prejudices, which can only be accomplished by those engaged in particular branches of trade being brought into contact with each other. It is only when these prejudices and jealousies have been dissipated that unity of purpose can be obtained.

It is in the wake of unity that follow the reform of all such abuses as price cutting, long credits, iniquitous devices to catch trade, trading stamps and unfair and unjust business methods generally. Victory is not possible where disruption is prevalent.

The members of the Retail Merchants' Association have contented themselves in getting together and concentrating their forces against evils which elicited their common co-operation. In other words, they have trained their guns upon common foes. Discriminating laws, trading stamps, departmental stores, have all been foes of

this type. Had they undertaken to grapple with certain other questions which might appear to more directly concern them, there would possibly have been disruption and not unity and its accompanying strength.

There are many evils against which organizations of business men can turn their hands without trying to meddle in each others method of doing business. There are not enough business men in town and city councils and in Provincial and Dominion Parliaments. And when questions of commercial importance are being discussed by parliamentary or municipal bodies it seems to seldom occur to the mind of anyone that there is a great retail commercial class whose wide interests are entitled to consideration.

It is evident the Retail Merchants' Association of Canada is gradually bringing about a reform in this respect. Retail merchants are not being ignored as they once were by political or any other interests. And just as their organization becomes more perfected will their influence in matters relative to the commercial welfare of the country become more potent.

FOUR-SCORE.

MR. J. A. MATHEWSON, of the firm of J. A. Mathewson & Co., importers of teas, coffees, spices, etc., Montreal, celebrated his 80th birthday on Monday, September 1. The occasion was made one of great felicitation by many of his descendants, relatives and friends who were at Little Metis, Que., to tender him their hearty congratulations.

Mr. Mathewson's business is one of the foremost of its kind in Canada, having ramifications in Europe, China and Japan. He was the first to import Japan tea into Canada, an event that happened about 50 years ago.

In spite of the attention required in building up such a large business, Mr. Mathewson has found time to devote to other things, and he is known as one of the most earnest and conscientious church-workers in Montreal, few laymen of the Methodist Church having done more for that body than he.

His wife died a short time ago, but not before their golden wedding was celebrated

on Tuesday, August 10, 1897. On this occasion, together with many friends, their five sons, with their wives and 14 grandchildren, participated in the interesting proceedings.

THE GENTLEMAN-MERCHANT.

MERCHANTS now-a-days are so liable to become engrossed in the mere mechanism of business that they become indifferent to the many smaller qualities besides business ability which go to make their business successful. Business ability is the main essential, but, if it is not supplemented by attention to the lesser details, it is not of much avail.

All the lesser attributes may be summed up in the word gentlemanliness. This word includes everything and excludes nothing. By a gentleman is not meant the individual who is dubbed a gentleman by society, and who in many cases is no more a gentleman than the seediest looking tramp on the road, but it is the man who sums up in his nature those qualities which make him respected and honored by all who meet him, that is the true gentleman.

With this basis of division, no retail merchant, however small his shop or however shabby his appearance, may be a gentleman-merchant. There are merchants who always show the utmost courtesy to customers but whose clerks lead dogs' lives. These cannot belong to the gentleman class, nor can their discourtesy to their employes remain long without its reward. Courtesy always pays well, and courtesy does good to good clerks and can do little harm to poor ones.

Then, many merchants have a way and a most discourteous way of receiving commercial travellers and other agents who are not customers. If it involves the payment of money or the spending of half a minute in conversation, they believe in making the unfortunate client feel as miserable as possible. They fail to realize that the agent's time is, mayhap, as valuable as their own, and they go on laughing and joking with cronies or working at their books till the unfortunate agent is so worked up that he swears to get even with the merchant some time.

Of course, many agents are undeserving of attention and the merchant may act thus in self-defence, but it is a pity that the worthy should suffer with the unworthy. Let the gentlemanly spirit predominate in every action and it will be found that undeserving agents can be turned down in a gentlemanly manner much more severely than in an ungentlemanly manner.

THE RETAIL MERCHANTS OF CANADA.

THIRD ANNUAL MEETING IN TORONTO.

THE Retail Merchants' Association of Canada held their third general convention in the fine Temple Building at Toronto, on Tuesday and Wednesday, September 9 and 10. The opening session took place on Tuesday afternoon. John Hargreaves, the president of the Association, was in the chair, and Secretary E. M. Trowern was on hand in charge of his department. The hall was tastefully decorated with flags and mottoes, such as "Organized to protect the commercial interests of all classes of the retail trade of Canada"; "We want the golden rule on every counter."

President Hargreaves welcomed the visitors with a few words and introduced to the assemblage Mayor Howland, whom he said had always been a friend of the retail merchants.

The Mayor was pleased at having an opportunity of greeting those men who had come in from parts of the country far and near. He recognized that it was of great advantage to them to meet periodically in convention together, such as this, to discuss public affairs of importance to them. There was much to hope for from such meetings. One of the

DUTIES OF THE ASSOCIATION

was to prevent any tradesman from obtaining any advantage over the other. Their condition was subject to change, sometimes for the worse, often for the better. It would be much to the advantage of some corporations if the retailer were abolished. But the retail merchant was helpful to the general public in more ways than one. He was a constant source of credit to his friends, and while the credit system had its disadvantages it had also its advantages. In times of distress and trouble the retail merchant would supply all that was necessary for the sustenance of his friends. He was

A SMALL RESERVOIR

in his section of the country, supplying nourishment to its surrounding populace. The bank would not do as he did, neither would the departmental stores, for if they did they would have to change their system and this would place them on an equal footing with the retailer and they would not be to him such a serious competitor. The retail store was always a centre of enterprise and development, and so was entitled to a fair share of the public interest in struggling for its rights.

Alderman J. J. Ward, Chairman of the Reception Committee, was then introduced. Himself, a retail merchant, he was pleased to welcome the retailers of

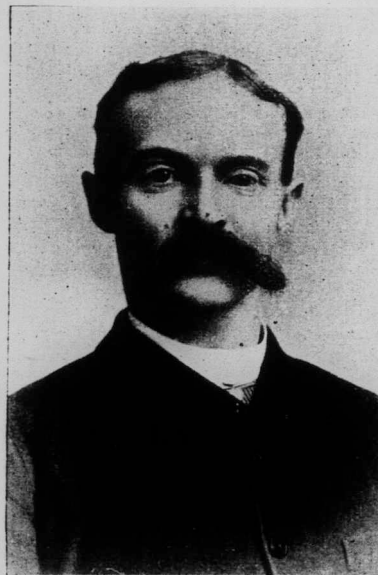
the Province of Ontario assembled in convention. They were the

MEN WHO HAD FOUGHT

and effected the abolition of trading stamps. They had done excellent work in combating fake schemes and false business methods. Forty per cent. of the taxes in Toronto were paid by the retail merchants, and so they were entitled to some influence in its affairs. The same held true about the retail merchants all over the Province.

DISAPPOINTED WITH ATTENDANCE

Rev. A. L. Geen, president of the Belleville section, was disappointed in one way with the attendance, the smallness of which he attributed to the selfishness of those who stayed at home. They,



Mr. John Hargreaves, Toronto, Retired President.

down in Belleville, had been struggling along for some time when they were visited by Secretary Trowern, who came at an opportune moment. They found the merchants of Belleville had no faith in such an organization and were lukewarm. They successfully fought the trading-stamp people, who were very bitter opponents. In other respects they had not succeeded as well as he thought they should. They would have a good meeting and things would go along swimmingly for a time. Then the interest of the members of the Association would weaken. When he went back he hoped to be able to arouse their interest again during the fall. The merchants of Belleville paid a large proportion of the taxes there, he concluded.

Mr. Geen is a druggist as well as a clergyman.

APPRECIATION OF MAYOR HOWLAND.

J. G. St. Leger, in a few words, expressed his gratitude to the Mayor and Alderman Ward for their warm welcome to the delegates. The Mayor, he said, had shown himself to be a large man in every way. He had placed himself in the position of a country merchant and spoken from that standpoint. The city council, as the Mayor, was always willing to assist people who desired and needed assistance. He concluded by moving a vote of thanks, which was seconded by Samuel Corrigan, and carried with loud applause.

EXPERIENCES IN THE WEST.

B. G. Davis, president of the Windsor branch, took the floor and gave their experience in the west. They had formed a local association 12 years ago, which had lasted for a short time and then died a natural death. No attempts were made to revive the association till a short time ago, when they began organizing again. Secretary Trowern had then come along and rendered them valuable assistance, so that from then out things progressed satisfactorily and the membership had increased until it now embraced 15 merchants engaged in the retail trade. They were taking steps to bring into the organization merchants from the surrounding towns and villages and from now on looked for much prosperity to attend their labors. They had had a hard fight in getting The Trading Stamp Company put out of business. It had taken six months for them to effect this reform. At last they had gotten the members of the city council on their side and the anti-trading stamp measure was placed on the statute book of Windsor after they had aroused the interest of nearly all the merchants in their favor. They hoped to have successful meetings in the long evenings of the fall and were determined to keep up and expand the organization.

BELIEVED IN ORGANIZING.

Ex-Mayor Bond, of Toronto Junction, believed in organizing. He had found that it was co-operation which had made the British army so powerful and had seen that every other body were binding themselves together in corporations, keeping in mind this principle. The trade unions organized under a central executive, and he believed that it was advantageous for the retail merchants so to do. They thus could more effectively further their own projects. He had heard

that all the wise men came from the East. That is why there are so many in the west. They, in Toronto Junction, had found that some merchants had kept open nearly all night and were at business again sometimes at daybreak. He had tried this method of doing business and found that he became thinner and thinner until he had to quit it entirely. The Junction Association was now trying to have enacted a law enforcing early closing. There were about 49 merchants in the town. The rest tapered down until you could not tell what line of business they were in. He was a grocer, and the best he could say was "Grow, Sir."

LETTERS OF REGRET.

Letters of regret were read from a number of wholesale merchants, who, on account of the Exhibition rush, were unable to be present.

PRESIDENT HARGREAVE'S ADDRESS.

President John Hargreaves addressed the meeting as follows:

Fellow merchants and Members of the Retail Merchants' Association of Canada, allow me to draw your attention to the fact that the origin of our Association dates from 1897. Previous to that time the Retail Merchants' Association of Toronto had been energetically engaged in an endeavor to lay before the merchants of Toronto the advantages that can only result from a thorough combination of our scattered forces, and the necessity for an organized effort to protect the interests of honest and fair trading in the commercial community of Toronto.

We quickly decided that Toronto was not the commercial world, but that retail merchants outside of Toronto were similarly situated, and were just as influential and equally as needy, and that complete success must come only with the co-operation of merchants in all the towns and cities and villages in Canada. In 1899 canvassers started to work to establish the organization of an association of merchants for the Dominion, and, in November, 1899, the first convention of the Association assembled in this building. The work since then has progressed and improved, until to-day we have an Association that with wise and judicious control should wield greater influence than any other organization in Canada and secure a just and equitable recognition of the rights and interests of all those engaged in retail trading in the Dominion of Canada.

We admit that Toronto does not possess all the intelligence and power of retail merchants, but we also hold that for many reasons evident to you all Toronto is destined to be the core or centre from which must spring the channels or forces necessary to effectively and successfully secure a just recognition of our rights and objects.

This Association is largely indebted therefore for the success that has been achieved, to the Toronto branch, and the very efficient and energetic executive officials that have composed that branch. They have labored in season and out, have eschewed politics in any form from all meetings and discussions, and have piously refrained from any religious controversy; but to my mind it occurs that the Association, if it has any orthodox

religious creed, leans strongly to the Church of England, from the fact that in thinking on its past life we may truly say that we have left undone many things that we ought to have done, and because we have been very slow in passing the collection plate around.

The general working methods and plans by which we have endeavored to promote and advance the various interests of our members will be fully outlined in the report of our secretary, but I may be pardoned for stating this opinion, that our organization is unapproached by any similar commercial organization in America. We want a branch in every city, town and village in Canada. We wish every merchant to be a member of our Association, and to aid us in our efforts to elevate and educate higher commercial aims and objects. We require the brightest intellects, the most forceful energy, and the enormous influence, possessed only by the merchants of Canada, to unite in one solid body, to enable us to demonstrate our aims, and to enable us to demand from any power a just and fair recognition and our desire only for fair play and no favor. Fellow merchants, this means you must be ready and willing with your time and money. You must give freely of both. Can I convince you of this fact? The time and money that you devote to this work is just that much capital in an investment that will surely realize you greater profits than you require on any merchandise you retail over your counters; you therefore require to zealously watch and guard the investment; it is thoroughly secure; if you don't receive the returns this year, they must come, and the more loyal you are to the cause, the larger and quicker will be the returns that are required. Our duty should be for each to resolve to do all that we can and to leave as little as possible for the other fellow to do.

Our Association has done some vigorous work. We have had great expectations, and have put forth efforts in which we have not succeeded, but I may truly say that the results, when calmly considered, are very satisfactory, and should stimulate us to expend more energy and more influence at our work.

A very full outline of our plans and objects was laid down by the able chairman of our last convention. I may say that we have endeavored to assist in carrying out those plans, and to keep the same objects continually before us. We stated then that our plan was to unite all classes of merchants in our organization with one common object, the protection of the individual merchant against common enemies, such as capitalists, corporations, departmental stores, misrepresentation, adulteration, false weights, unfair taxation, false advertising, and any and all systems that are injurious to the retail merchant. Every one of such enemies can be reduced and placed upon their proper level only by a perfect organization, and by the same organization and co-operation only can we expect to accomplish reforms and improvement: in fair and honest methods of retail trading.

We have petitioned the Legislature of Ontario on different occasions, and have requested amendments to the Assessment Act, an Act asking that corporations or incorporated companies be not allowed to perform acts and escape punishment for which an individual can be summarily punished under the Criminal Code.

To prohibit and make illegal the carrying on of departmental stores, to tax departmental stores on an increasing scale, to abolish trading stamps, coupons, and such. To place a law on the statutes making it a criminal offence to fraudulently advertise goods, to compel departmental stores to pay their fair share of the taxation.

We have not succeeded to the extent that we desire in all our attempts, but we have abolished the trading stamp iniquity, we have showed the Government that personal property of retail merchants is most unfairly taxed, we have had the Transient Trading Act and the Pedlars' License Act improved. I believe we have convinced the Government that departmental stores are a curse to the country.

Let me ask the hearty and energetic assistance of merchants outside the city where a departmental store is thriving. for "Canada has only one greatest store," let me request your assistance and co-operation in a struggle for self-preservation against these departmental stores for the following reasons:

Their methods have destroyed that confidence which should exist in a business community of the entire Province, and have educated the public to believe that all kinds of deception are necessary to successfully retail merchandise over a counter. They have reduced the value of labor, and have destroyed the purchasing powers of many classes, thereby affecting all other classes.

They have lowered the moral standard of commercial life; they have concentrated the business into one small circle, and the power into the hands of very few. They are practically endeavoring to concentrate the business of the Province into one city or centre. Now, I ask the merchants of Toronto, is it in the interests of the city of Toronto that there should be one huge prosperous financial concern in one small circle, and a large portion of the outside business surroundings at a standstill, or in almost a condition of decay? I ask merchants from outside towns, is it in the interests of the Province of Ontario that there should be one city in it in which there are a few huge prosperous corporations, thriving and fattening at the expense of all the outside towns and villages?

Pardon me for devoting so much time and space to departmental stores, but they are the root and factor of the most of the injurious conditions that surround us to-day, and if they prosper in the city they will be imitated in the country. Then the disaster will spread like smallpox, and honest and fair trading merchants will be considered unprogressive, behind the times, old foggy, etc. Our Association aims at building up, not destroying, at elevating, not degrading. We do not desire to have every business man considered a small retailer, nor do we wish to discourage manufacturers, but we do object to manufacturers and large corporations and companies receiving unfair advantage over other citizens, by their system of pulling down and killing out the small business so that they may grow larger and prosper. Our contention is that a thorough organization of prosperous retail merchants, doing business on fair legitimate methods, scattered throughout city, Province and Dominion, is a power that will tend to elevate the commercial and moral condition of the country, while, on the contrary, business methods as introduced and practised by

departmental stores, to tax departmental stores on an increasing scale, to abolish trading stamps, coupons, and such. To place a law on the statutes making it a criminal offence to fraudulently advertise goods, to compel departmental stores to pay their fair share of the taxation.

We have not succeeded to the extent that we desire in all our attempts, but we have abolished the trading stamp iniquity, we have showed the Government that personal property of retail merchants is most unfairly taxed, we have had the Transient Trading Act and the Pedlars' License Act improved. I believe we have convinced the Government that departmental stores are a curse to the country.

Let me ask the hearty and energetic assistance of merchants outside the city where a departmental store is thriving. for "Canada has only one greatest store," let me request your assistance and co-operation in a struggle for self-preservation against these departmental stores for the following reasons:

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departmental stores are comparatively, in direct ratio, disastrous and degrading to the country from all stand points. We want a free and independent people, free and independent farmers, free and independent merchants, free and independent mechanics; not a few great land-owners, a few merchant princes, etc. We object to a return of the old-time customs, where one man has the money, the power, the control, and the people are his tenants and hirelings.

Allow me to draw attention to one special feature of work done by our Toronto Association, and for which the drug section deserve a large measure of credit. I refer to what we call the Price Restrictive Plan, and as the plan is of vital importance to all branches of trade, I earnestly trust that every section here represented will consider the details of that plan. The plan has been tested, it is workable, and its legality is thoroughly established in Great Britain and the United States as well as Canada. Great credit is due The Ozone Company of Toronto, and The Shredded Wheat Company who have adopted the plan and are putting forth every possible effort to prove that the plan is all that we claimed for it. Let me urge every retailer to assist to his utmost any article honestly put on the market under this plan.

There is a necessity at this juncture for defining or classifying the different lines of business so that we can legally define what is a wholesaler, who is a grocer, etc. This is a question that interests merchants to-day, and the time may come when success to our hopes and plans will depend on a proper legal classification of retail and wholesale merchandising. Our Association has outspread our calculations, and is now at a stage in which it is important to revise the by-laws and constitution governing our work. I hope a competent committee will be appointed who will devote due consideration and endeavor to improve and perfect our organization.

A finance committee should be appointed, composed of members who can and will devise ways and means by which our Association may hereafter be in that happy financial condition that the question of money need never be a consideration that will deter us from undertaking any work deemed advisable and advantageous to our Association.

I would recommend that active committees be appointed on organization, its extension—legislative committee and committee on resolutions—and that the result of the deliberations of these various committees may so facilitate and perfect the carrying on of our good work that our successors may convene here next year with a record of greater achievements, greater and brighter prospects and a very large surplus, so that our most serious undertaking will be a consideration of properly and wisely investing the surplus funds of the Association.

I beg to thank the members of the Executive for the work done during the year, and in which they most faithfully and earnestly assisted. I must specially mention the consistent, persevering and energetic work done by our secretary, Mr. Trowern. We are largely indebted to him for the proud position we occupy to-day; indeed, were it not for him, I doubt if there would be a Retail Merchants' Association of Canada. I will not say that he is perfection, nor that our Association is perfection, but I believe

that both he and the Association only require more encouragement and assistance to bring them to a state of perfection.

Gentlemen,—I thank you for the honor conferred on me nearly three years ago. If I have not been a very profitable officer, I trust I have always been faithful and earnest, and I hope my successor may be more worthy and competent, that he may be able to grace and honor the position as I have not been able to do, and if he is as sincere as I have endeavored to be our organization will prosper and the high position of excellency at which we aim will surely be attained.

SECRETARY TROWERN'S ADDRESS.

Secretary E. M. Trowern followed with his report. Mr. Trowern dealt chiefly with the doings of the Toronto branch of the Association. He was proud to say that they had at their back men who felt that the retail trade should be placed on a higher level. He traced the history of the Retail Merchants' Association of



Mr. W. B. Rogers, Toronto, Treasurer.

Canada from its commencement in 1897 until the present time. The first work to which the organization had set itself about to do was to see that the streets of Toronto were properly cleaned. Before that time these streets were in a filthy condition, but some of the merchants appeared before the city council and caused that body to take measures for the proper cleaning of the streets. They found that the departmental stores were not sufficiently taxed and that the smaller merchants bore an unequal and unfair share of the taxation of the city. They had set themselves about to remedy this state of affairs, and now the large corporations had to pay their share of the taxes as well. They had got the Provincial Government to appoint a Royal Commission to investigate into their charges as to the taxation of the same departmental stores. But the report of this commission had not been brought down yet. They had also caused to be passed the Exhibition by-law and had obtained representation on the Toronto

Exhibition Board for two of their members. They had inspected the books of the Board and found that everything was conducted in a businesslike way. They had supported the appeals of the Yonge street merchants against their taxation and had opposed the election of the Board of Control from the whole city. Through their efforts, mainly, the present Mayor and several of the aldermen were elected. Ald. J. J. Ward had been by them placed on the Exhibition Board. They had appealed against the Merchants' Exchange, a company which was working in Hamilton, and had the appeal carried to the courts. When the magistrate had decided adversely against them (in this matter), they had appealed against his judgment. They had considered the merits of the metric system and were urging its adoption. They had appealed against the Italians being allowed certain privileges around the Customs house, which other merchants were not accorded. They were at present making every effort to have the assessment commissioner's department thoroughly investigated. Instead of having "one commissioner, who did not understand his duties at all," they would try and get an assessment committee of their own that would be alive to the business of the city. They had formed the Retail Merchants' Association into 13 sections of the trade whereby they were enabled to better transact the particular business pertaining to each trade. During the summer they had had a number of excursions to points outside the city, picnics, and a moonlight excursion.

TOOK THEIR CUE FROM THE UNIONS.

W. B. Rogers, president of the Toronto branch, made a vigorous address. He was firmly convinced of the benefits of organization among the members of the trade. It was necessary to do this to protect their interests. For a long time the retail merchants had been separate units, with no cohesion amongst them. It was the retailers of Toronto who first formed the idea of forming the Association. They drew their model from the labor unions, who had quickly perceived the benefits of co-operation, under one central head, into a compact body. The cutting of prices by the merchants was one of the evils they had to contend against, and they were now feeling their way towards a condition of affairs that would better things in general. He praised the Price Restrictive Plan, which, he said, showed that something could be done to improve their positions as merchants. Their duty was to patronize Canadian manufacturers and build up the Dominion, making it a mighty nation.

The evening and morning of the next day was taken up with the meetings of various committees and several sections

of the Association. The press was excluded from these gatherings.

The concluding session on Wednesday night of the retail merchants was held in the Temple Building, with President John Hargreaves in the chair.

DELEGATES' EXPENSES.

Mr. Hargreaves attached considerable importance to the fact that members were present from as far west as Fort William and Windsor. While the attendance was not large it was representative. The merchants should impress upon everyone with whom they come in contact that they form an Association. Provision should be made to provide the delegates with money to pay their expenses. A good many representatives were present from a distance at their own expense, which, in some cases, was considerable. He was of the opinion that some way might be thought out whereby the expenses could be supplied without much trouble. He was strongly in favor of the

PRICE RESTRICTIVE PLAN.

The only man who could control the retail prices of the goods was the manufacturer. This had been demonstrated both in Great Britain and the United States, and after carefully consulting their solicitor, they found that it would be workable here and was legal in every way. Its conditions are that the manufacturers are to only sell to the retailer who agrees to dispose of his goods at a price to be fixed by the agreement. What they wanted was fair play and no favor. He was hot

AGAINST DEPARTMENTAL STORES

and was opposed to any system that was wrong. He advised outside merchants to keep their eyes on the stores, which through their mail order system were reaching out everywhere in the country and taking away trade that rightfully belonged to the small retailer. One departmental store alone paid \$17,000 duty on one order they had received through the Customs house.

THE NEW OFFICERS.

The following officers were elected:

Central President—G. J. St. Leger, Toronto.

Central Vice-President—Rev. A. L. Geen, Belleville, Ont.

Central 2nd Vice-President—B. G. Davis, Windsor, Ont.

Central Treasurer—W. B. Rogers, Toronto.

Central Secretary—E. M. Trowern, Toronto. (Accl.)

Mr. Hargreaves had declined to stand for re-election as president. Business matters and his health required that he should retire from the position that he held. So the election was proceeded with and resulted as above.

THE HAMILTON ASSOCIATION

A. M. Ballantine, Hamilton, said that the Hamilton branch of the Association was prospering well. Some merchants,

it was true, were holding back, watching for results before they would join the new organization, but things looked bright for a prosperous future for the Association there. He was pleased at the election of Mr. St. Leger to the presidency. He would make a good business president, and would take much interest in the Association. Mr. Ballantine, himself, is a grocer, and he found that section prosperous at his home, and they, in Hamilton, were determined to succeed.

RESOLUTIONS RECOMMENDED.

The Committee on Resolutions recommended that resolutions be adopted as follows:

1. That the metric system be adopted and first taught in the public schools so that it should afterwards be brought into general use.

2. That the present fee system in the inspection of weights and measures be abolished.

3. That the railways should reduce their rates to the members of the Association when travelling.

4. That the fees for the collection of debts in the Division Court be reduced.

5. That the Price Restrictive scheme elsewhere set forth be more widely adopted.

6. That the Government should initiate legislation to amend the Insolvency Act.

7. That the Association was in favor of a revision of the Toronto Peddling License By-Law.

8. That corporations should be made amenable to the law the same as individuals, and that all stamps and coupons should be redeemed at their face value.

9. That the false stamping of goods should be prevented.

10. That legislation should be brought about to bring the departmental stores to time.

11. That amendments should be made to the Assessment Act.

12. That Canadian merchants should be encouraged to buy and handle Canadian-made goods as far as possible.

13. That goods of Canadian manufacture should be prevented from being slaughtered on the bargain counter.

14. That the Transient Traders' Act be amended.

W. B. Rogers said that it was an act of patriotism, too, for Canadian merchants to handle only goods of Canadian make. It was in the interests of all the retail merchants to view this matter from a selfish standpoint as well, for it would greatly increase the home market if they should unite to handle only Canadian goods.

WISE WORDS FROM NEW PRESIDENT

J. G. St. Leger, the new president, thanked the Association for his election and said that he would do his best to look after their interests. But there was a danger of their being too selfish. The interests of their customers should be the interests of the retailer. By giving a man honest measure and value for his money merchants could make their businesses prosperous. The Association need not be too selfish. They could debate on Imperial defence and other matters as

well as the Board of Trade. We ought to use home-made goods, but in his opinion the proper way to do this was not to put a high tariff on things. "If we put high ideals before our workmen we can secure a proper share of trade for our home-made goods." He cited a case where he bought a consignment of shoes from the United States, which he was able to sell more rapidly and yet make a larger profit on than a consignment of the same value of shoes made in the Dominion. He believed that arbitration should be made compulsory. There were a number of other things that should be remedied. "Every man is our brother and God is our father." This, he said, should ever be borne in mind by the members of the Retail Merchants' Association of Canada.

LEGISLATION NECESSARY FOR DEFENCE

Rev. A. L. Geen believed that it was necessary to have legislation to defend their interests. The druggists, doctors of medicine, lawyers, all had legislation. "What would we have done without legislation, for, by it we secured the abolition of trading stamps?" They had a good organizer in Mr. Trowern, and they would go home with a determination to improve their own association. They would better be able to help one another after this convention.

MISSIONARY WORK

B. G. Davis said they would have to do some missionary work when they went home. From his short experience in Toronto, he thought there was lots of room for this same work there.

W. B. Rogers said they would be glad to receive as much help as would be forthcoming from outside.

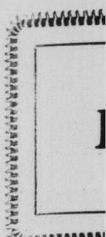
APPRECIATION OF MR. TROWERN

E. M. Trowern, the central secretary, was thankful for their kindness in continuing him in the secretaryship. He would stay with them until he had accomplished what he started out to do. They had gained much from this convention by having many merchants present from outside the city, like Mr. Davis, from Windsor, and Mr. Geen, from Belleville, men from two points a long distance apart. He believed this was the beginning of the greatest mercantile organization in the Dominion. Their motto should be "This Association expects every man to do his duty."

The next convention of the Association will be held in Hamilton.

"How's this, my son?" Here is a big bill for sporting goods. Don't you remember I expressly ordered you not to contract any more debts without my knowledge?"

"Certainly, father, but I haven't contracted any debts. On the contrary, I've expanded them."



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HINTS FOR PROGRESSIVE RETAILERS.

HOW SUCCESS CAME TO ONE MAN.

NOT very many years ago, according to an exchange, D. H. Church was an itinerant watchmaker—a very good workman to be sure, but just a plain artisan. Of a roving nature, he left the east, where he was born half a century ago, and sought fortune in the West.

His bent was for mechanics; he liked to tinker with machines. In St. Paul he met a watchmaker named Gridley, from whom he learned his trade. While working at his bench one day Gridley stopped to examine a watch Church had been at work on.

"Is that the best you can do?" he asked.

"Maybe I might do a little better," replied Church.

"Then, young man," said Gridley, "you just begin and do it all over again, and remember this: Never leave a piece of work until you have done the best you know how to do."

The great watchmaker says that he began to achieve success from that day. He has always done his best.

Leaving St. Paul he drifted about the West, working at his trade. He wanted to travel and found a place with a watch company as an "advance agent" for its make of watches.

He was to travel through the West ahead of the sales agent, proclaiming the praises of their wares. After four weeks on the road he went back to the Chicago office and turned in the watches he was carrying.

"Here's your truck," he said to the manager. "I am tired of trying to make other folks believe things about these watches that I don't believe myself."

"Could you make any better watches?" asked the manager, jokingly.

"If I couldn't I wouldn't call myself a watchmaker."

"I'll take you at your word. I'll set you to work in the shops to see what you can do."

That was 20 years ago. Mr. Church had not been long in the factory before it was found that he was a rare genius.

He told his employers that their watches cost too much to make. They were spending too much for raw material and their wage account was extravagant.

"Give me a free hand in this factory," he said, "and I'll save you money."

So Mr. Church was made mechanical superintendent of the works and told to go ahead and do whatever he liked.

He saw that men were performing purely mechanical operations that might better be done by machines, which could work more rapidly and more accurately.

He set himself to the task of devising the wonderful automatons that have made him the first watchmaker in America, if not in the world. Mr. Church is constantly at work making more wonderful machines, and more than 150 watch-making machines bear his name and the stamp of his genius.

So rapidly does he work that the machine shop where his tools are made is five years behind his designs.

USE AND ABUSE OF FLOORS.

Snap Shots has something to say on the use to which merchants put their floors. It starts off in this way:

Say, brother, what is the floor of a retail grocery for, any way? We are all supposed to know what an ordinary floor is for, but it would make some men guess to know why some floors, and dirty ones at that, are used as counters and tables by some retailers. Things to eat should not be handled and thrown around like a piece of iron or a bar of soap—a little care and attention in such matters would help your business. Why will you persist in making your customers walk all over everything in your store?

Why will you continue to use the floor as a counter or table? Why will you put down on the floor the order that you put up?

We have seen in hundreds of stores the vicious and dirty habit of clerks filling orders and throwing the packages right down on a dirty floor that has not been scrubbed for months—why will you allow packages of tea, crackers, coffee, spices—everything to be strewn all over the floor? Why let this thing go on? Why let your customers see such a slovenly way of doing business? Why use the floor at all?

Drygoodsmen and shoe dealers do not fill their orders on the floor. They have a counter for that purpose. Have you?

Did it ever strike you, what an impression this method of doing business must make upon your customers?

Do you think it adds to your prestige

as a dealer in fine goods? Would you like to have things that you are going to eat thrown and dragged over a nasty, dirty floor. Not even in a box or delivery basket. What do you gain by such methods? What is the floor for? Certainly not for that.

TURNING OVER STOCK.

How often should a retail merchant turn over his stock? One of the best firms in Cleveland, Ohio, turns over the value of the stock twelve times every year, says American Grocer. Others do not turn their stock more than five or six times a year, and that in some localities may be good work. The trouble with many retailers is in carrying too heavy a line of slow-selling goods. If they would make frequent purchases, the stock would be kept in better condition, be under more thorough supervision, and turned quicker.

The art of display has much to do with increasing sales, and therefore, windows, counters, and shelving should all be so arranged as to make them silent but very effective salesmen. There cannot be too much store space, nor too great an effort to so arrange the stock as to invite visitors and make such an impression that they will go away and talk about the store. Goods in sight move faster than goods out of sight, even though they may be the best known proprietary articles. There are some retailers who make it imperative to rearrange show-windows every two or three days. If one is deficient in that knowledge which leads to happy combinations in color, to artistic forms, and effective grouping, they will find it pays to hire a professional window dresser.

But, says our friend in a small country town or restricted city district: "I cannot afford that expense, and lacking taste and style, I jam anything that comes handy into the window and take my chances." Possibly such a retailer could invite hints from some of his customers, whose artistic sense is manifest in dress or the furnishing of their homes. Once get them interested and the novelty of assisting in fixing a window display will become a matter of pride.

Always keep in mind that the rapid turning of stock means greater profit and that display is a very great factor in securing the desired result.

WE'VE A SCANTY reverence for anything in this world that is not of the best of its kind--and the generality of people are of the same way of thinking.

The daily increasing demand for **"SALADA"** Ceylon Teas (Black or **Green**) shows conclusively how quickly the world's appreciation of "Superior Merit" is brought forth.



Are you selling these teas ?

If not, it's time you gave a thought to the matter.

They're profitable to handle, and will increase your Tea sales remarkably.

"SALADA," TEA CO., Toronto and Montreal

Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Washington, Newfoundland, Toledo, Wheeling, W. Va.

**Drawing
Trade
By
Selling
Nasmith's
Bread and
Cakes.**

Out of town grocers are doing this daily. Write us for information.

THE NASMITH CO., Limited

66 Jarvis Street, TORONTO.

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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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, September 11, 1902.

GROCERIES.

In the wholesale trade groceries continue active this week. A good many buyers from the country have taken advantage of the low railway rates to come to the city on purchasing trips, and the sales of the wholesale grocery firms show quite an improvement. The buying is well distributed along the several lines of groceries and prices are stationary, the only change being in Fairbanks' lard, the prices of Boar's Head and cottolene easing off $\frac{1}{4}$ c. The salmon markets keep strong and the inquiry continues active at the prospect of further advances in prices. The sugar market is also active and unchanged. An improvement has taken place in the demand for syrups, and quite a few inquiries are reported from the lumber camps. The spice market is experiencing moderate activity, there being quite a trade in pickling spices, but the lateness of the crops this year has kept back trade to some extent. In teas, Ceylons continue strong and the demand for them is good. Very little Japans are offering at present. Shipments of the new crop of Valencia raisins are now two weeks on their way and should be on the market here in the course of a couple or three weeks' time.

CANNED GOODS.

During the week nothing new has come to light in the vegetable situation. The prices of peas and corn are very high, and the factories continue to claim that they are not in a position to completely fill their orders in these lines. There are no tomatoes offering, but the new crop seems to be yielding much better than was expected, and so supplies of the new article ought soon to be obtainable. The quotations this week are unchanged and are as follows: Peas, 82 $\frac{1}{2}$ c. up; corn, 80c. up and tomatoes, \$1.15 up. In salmon, nothing new has come from the Coast beyond confirmation of the shortage in the pack, which seems to be a fact. This has stimulated buying on the local market and the prices are firm at the advance of last week. Other lines of potted meats and fish are quiet. We quote: Salmon, Fraser River sockeye, \$1.50 to \$1.52 $\frac{1}{2}$; Horseshoe, \$1.50 to \$1.52 $\frac{1}{2}$ and Northern, \$1.40 to \$1.45.

COFFEES

There continues to be a moderate demand for green Rio coffees on the local market, and trade in other lines is quiet. The European markets are reported to be

quite strong for this product and in New York a better tone dominated the market, resulting in more active speculative buying induced by the stronger outside markets and vague rumors to the effect that the additional cable advices reported unfavorable prospects for coffee. We quote: Green Rio, No. 7, 7 $\frac{3}{4}$ c.; No. 6, 8c.; No. 5, 8 $\frac{1}{2}$ c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

No improvement has occurred in trade in this line. New-crop nuts are due on the local market in about a month. On the outside markets several descriptions of nuts are showing stronger features. Tarragona almonds are firm in tone, owing to the lateness of the crop of this year, and the feeling in Brazilian nuts is strong. The prices of shelled almonds are firmly maintained.

RICE AND TAPIOCA.

On the local market trade continues steady in rice and tapioca at unchanged prices. The tone of the outside rice mar-

See pages 45 and 46 for
Toronto, Montreal, St. John
and Halifax prices current.

kets are stronger, owing to reports from the South of a slight decrease in the movement of the river crop and a slight advance in prices last week. We quote: B rice, 3 $\frac{1}{2}$ c.; Japan, 5 $\frac{1}{2}$ to 6c.; sago, 3 $\frac{3}{4}$ to 4c.; tapioca, 3 $\frac{1}{2}$ to 3 $\frac{3}{4}$ c.

SYRUPS AND MOLASSES.

More activity is being shown on the local syrup market by reason of inquiries which are coming in from the lumbering districts for the lumber camps, as lumbering operations will commence in a few weeks. A steady trade is doing in molasses. The demand for black strap on the outside markets continues moderate and the prices hold steady. The market outside for syrups is active and strong.

SPICES

A fair amount of business is reported in spices, the chief call being for the pickling varieties, but the lateness of the crop this year has had the effect of retarding trade a little. Cable advices report the foreign markets firm for cloves.

SUGAR

The tone of the local sugar market is steady and the demand is moderately active. London cable advices report a firm and fairly steady market for beet

sugar and the United States raw sugar market continues to hold firm, but the prices of beet sugar have a tendency to sag. Refiners were willing to make large purchases on the basis of 37-16c. for centrifugal, 96 deg. test, but were not willing to make additional purchases on the basis of 3 $\frac{1}{2}$ c., it being understood that sugar for shipment from Cuba was on offer at that basis and not taken. Regarding the growing crop in the United States it is estimated that the yield will be under 236,000 tons, which is less than looked for last June. Some factories there have already begun operations, and others will soon follow, so that the crop will be coming to market in a large way by the middle of October, at which time the requirements for meltings by the refineries at the four ports will be smaller than at present.

The tone of the refined sugar market in the United States continues firm and business is active. A good run of orders is reported, but refiners and brokers state that the demand was not so heavy as it was some days ago, the extensive buying of last week evidently protecting many of the trade against their requirements for the balance of the month. The consumptive demand for all classes of sugars was heavy and refiners were hard at work melting the sugar, but they are becoming badly oversold and are at present from one to three weeks behind in their shipments.

TEAS.

There has been no change in teas locally during the week, the tone of the market holding steady. If anything, there has been a little improvement in the demand for Ceylon greens and blacks, which are strong and in good demand. Japans also are firm, but very little are offering. Reports by mail from Kobe, Japan, state that owing to a considerable falling off in the arrivals of teas at that point a steadier feeling was imparted to the market, giving the prices a rising tendency. The falling off in the arrivals was due to the goods hitherto being hurried to the market in consequence of the favorable prices ruling and a sudden increase in the demand for home consumption. Stocks of desirable descriptions of medium and lower grades were nearly all disposed of. The unfavorable weather and exceptional rainfalls of the summer experienced in Japan much interfered with the budding of the leaf of the third-crop teas, limiting the production. The stocks now consist generally of undesirable descriptions of low-grade teas, and

it appears that the season is likely to close without any decline in the existing prices.

FOREIGN DRIED FRUITS.

CURRENTS.—Advices from the markets of Greece report that the currant market has eased off a little. The demand, locally, is moderate. We quote: Filiatras, 5½ to 6c. and Patras, 6¼ to 7c. per lb.

VALENCIA RAISINS.—The local market is about cleaned out of these. Shipments of new crop, two weeks on the way, are expected to arrive in about three weeks. Selects are quoted at 8½ to 9c. per lb.

DATES.—Little demand is being experienced for dates and the market is unchanged. We quote: Dates, in bulk, 4½c. and in packages, 6¼ to 6½c. per lb.

PRUNES.—The market for prunes is featureless, and our quotations are now as follows: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

CALIFORNIAN EVAPORATED FRUITS.—Trade in these is experiencing the usual dullness prevalent at this time of the year. We quote: 11 to 14c. per lb. for peaches and 13 to 17c. for apricots. New Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes, and 7½c. in 25-lb. boxes in carload lots.

GREEN FRUITS.

There is a good demand for all classes of green fruits, particularly for apples, peaches and pears, the receipts of which are freer. Plums, also, are active. Grapes of good quality are coming forward in slightly increasing quantities, but the crop this year is later than usual and the prices are well sustained. Larger offerings of tomatoes are coming forward and the prices, though still high, as compared with last year, are easier than they were. We quote: Apples, 75c. to \$1.25 per bbl. and 10 to 15c. per basket; pears, 15 to 25c.; peaches, 20 to 60c.; grapes, 30c. for small and 40 to 50c. per large basket; plums, 25 to 40c.; muskmelons, 20 to 35c. per basket and 50 to 60c. per case; crab apples, 15 to 20c. per basket; watermelons, 20c. each; Californian late Valencia oranges, \$5.50 to \$5.75; Messina lemons, \$1.50 to \$2 per box; bananas, \$1.25 to \$1.75 per bunch; Jersey sweet potatoes, \$1 per barrel.

VEGETABLES.

Trade is keeping up fairly well in vegetables at unchanged prices, and our quotations now are: Green onions, 8 to 30c. per dozen; rhubarb, 20 to 30c. per dozen; lettuce, 20 to 25c. per dozen; radishes, 20 to 25c.; mint and parsley, 20 to 25c.; turnips, 30c. per dozen; cauliflower, 50c. to \$1.50 per dozen; cabbage, 30 to 50c. per dozen and \$1

per barrel; carrots, 15c. to 20c. per dozen; beets, 15c. per basket; new potatoes, 50 to 60c. per bush; beans, 20c. per basket; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per doz.; corn, 8 to 15c. per doz.; squashes, \$1 to \$1.50 per doz.; egg plant, 75c. to \$1 per basket; pickling onions, 75c. per basket; ditto cucumbers, 15 to 20c. per basket; asparagus beans, \$1 per bushel.

COUNTRY PRODUCE.

EGGS.—Large shipments of eggs continue to arrive on the local market, which is steady for strictly fresh stock. Second grades are easy. Strictly fresh are quoted at 15 to 16c.; ordinary, store collected, candled, 14½ to 15c. and seconds and checks, 10 to 11c.

BEANS.—The season is yet early and few are offering. The prices are firm at \$1.50 to \$1.60 for handpicked and \$1.40 to \$1.50 per bushel for prime.

HONEY.—A fair amount of honey is offering at outside points at the prices quoted below: Honey, in 60-lb. tins, 8 to 8½c.; in less quantities, 9 to 9½c.; combs, \$1.40 up.

POULTRY.—The demand still continues good. We quote: Live chickens, 50 to 60c. per pair; ducks, 65 to 85c. per pair and turkeys, young, dry picked, 11 to 13c. per lb.

POTATOES.—There continues a good demand for these at 30 to 40c. per bush.

BUTTER AND CHEESE.

BUTTER.—There are more sellers of butter at outside points this week, but the demand has shown no improvement since last week. The make continues large and stocks of secondary and low grades keep accumulating. We quote as follows: Choice 1-lb. rolls, 15 to 16c.; dairy tubs, best quality, 15c.; store packed, uniform color, 13½ to 14c. and low grades, 12 to 12½c.

CHEESE.—The cheese market is in about the same condition as it was last week. The English markets have hardened a little, which has had the effect of slightly improving things over here. There is a large make this season, but the outlook is fair for a big export trade. We quote 10 to 10½ for finest and 9½ to 9¾c. for seconds.

FISH.

Trade in fish is active and the prices are firm and unchanged. Dealers are still suffering from a scarcity in stocks of trout and whitefish. We quote: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 8½ to 9c.; pike, 6c.; British Columbian salmon, 20c.; whitefish, 8½ to 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.; live lobsters, 25c. per lb., with very few offering.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Prices in Manitoba and North-western wheat are a little easier this week. Harvesting in the West seems to

be progressing satisfactorily and the only difficulty seems to be the lack of hands to look after the crop. The yield is heavy. We quote: Manitoba No. 1 hard wheat, 84½c.; Northern, 83½ and No. 2 Northern, 81½c. grinding in transit. On the St. Lawrence Market the arrivals are fair and owing to competition among two or three local mills, in some cases, 5c. more than the prices quoted below was paid for Ontario red and white wheat. We quote prices paid on the street: Red Ontario wheat, 67 to 69c.; white Ontario wheat, 66 to 68c.; goose wheat, 63 to 64c.; oats, new, 32c. and old, 48c.; barley, 42c. and rye, 47c. per bushel.

FLOUR.—Buying on the flour market is fairly free this week and the prices are steady. We quote: Ontario patents, in bags, \$3.60 to \$3.70; Hungarian patents, \$4.05 to \$4.15; Manitoba bakers', \$3.80 to \$3.85; straight roller, \$3.30 to \$3.40 per bbl.

BREAKFAST FOODS.—There continues a fair demand for rolled wheat and oatmeal and rolled oats, and the prices are steady. Our quotations are now as follows: Oatmeal, standard and granulated, in carlots on track here, \$5.20; standard rolled oats in carlots on track here, \$4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, \$2.50 in 100-lb. bbl.; cornmeal, \$4; split peas, \$4.75; pot barley, \$4.25 in 196-lb. bbls.

HIDES, SKINS AND WOOL.

HIDES.—A steady business continues in hides. Quotations are as follows: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—The volume of trade in skins keeps steady, and we quote as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 45c.

WOOL.—The wool market is featureless. Fleece wool is quoted at 13½c. and unwashed at 7½c.

TALLOW.—The market is still weak. We quote 6¾ to 7c. per lb.

SEEDS.

A good deal of alsike is offering at outside points. There is also a little doing in timothy. For good samples of alsike, \$5 to \$7 per bushel will be paid and \$1.75 to \$2 for timothy.

MARKET NOTES.

The prices of Fairbanks' Boar's Head and Cottolene lard compounds have eased off ¼c. per lb.

To Commission Agents.

An old-established firm of Sauce Manufacturers require the services of Commission Agents to push the sales of their goods in Canada. Only those with first-class references and who can influence trade need apply to "Prize Medal," care CANADIAN GROCER."

QUAKER BRAND

QUAKER BRAND



EARLY JUNE PEAS.



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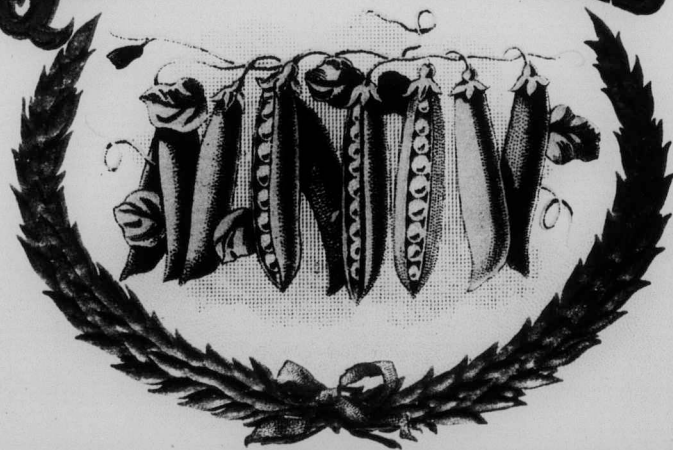


BLOOMFIELD PACKING CO. (LIMITED)
BLOOMFIELD, ONT.



TRADE MARK

QUAKER BRAND



SWEET WRINKLED PEAS.

THE CANADIAN GROCER

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"QUAKER" BRAND Canned Goods



ALL GOODS in the fruit and vegetable line packed under this label are grown among the Quaker Community of Bloomfield, Prince Edward County, Ontario, Canada.

This place is situated in the garden of the Bay of Quinte district—celebrated for growing the finest flavored fruits and vegetables in the world. Surrounded as it is, on one side by the waters of Lake Ontario, on another by West Lake, and on still another by the Bay of Quinte, the growing crops have at all hours the benefit of the cool breezes that continually sweep across one or other of these sheets of water. For this reason the crops in this locality—even in the driest and hottest weather—have never been known to shrink or dry up, and always retain their pure, sweet, natural flavor. It is no exaggeration to say that there is not a spot on the Continent so splendidly adapted for the perfect growth of fruits and vegetables.

Recognizing that it was an ideal spot for a canning factory, two years ago the Bloomfield Packing Co. erected a plant and factory in this locality, at an expense of \$40,000.00, solely for the purpose of canning fruit and vegetables. This is recognized as the most complete canning factory in Canada, and pronounced by visitors, conversant with the canning business in the United States, the equal of anything in that Country. One of the first things we did in starting was to register the word "QUAKER" as a trade mark, so that consumers could, under this label, find canned goods that would be known as the standard in quality from one end of the Dominion to the other. No expense has been spared in procuring the most experienced and practical men for the packing and management of the business, so as to insure perfection in the class of goods placed before the public.

The retail trade throughout the Dominion can procure
"QUAKER" BRAND CANNED GOODS
from the following wholesale firms:

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H. P. ECKARDT & CO.,	Toronto,	BAULD BROS. & CO.,		Halifax, N. S.
GEO. WATT & SONS,	Brantford,	CODVILLE & CO.,	-	Winnipeg, Man.
JOHN GARVEY,	London,	W. J. McMILLAN & CO.,		Vancouver, B. C.
RANDALL & ROOS,	Berlin,	W. H. MALKIN & CO.,		" "
R. J. CARSON,	Kingston,	KELLY, DOUGLASS & CO.,		" "
J. A. MATHEWSON & CO.,	Montreal, Que.	HUDSON BAY CO.,		" "

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QUEBEC MARKETS.

Montreal, September 11, 1902.

GROCERIES.

AS the season advances business in
groceries becomes more active.
This week an increased trade is
reported; people are coming back from
their holidays, and the fall season is
commencing to make itself apparent. The
market for nuts of almost all sorts con-
tinues to go higher, and a number of ad-
vances are quoted this week. New-crop
pickles, of the lower grades, are now on
the market and are selling at 95c. to
\$1.25, according to quality. This price
is thought likely to be well maintained
throughout the year, as the crop of
cucumbers has been no more than fair.
Oatmeals have all gone down, the de-
cline amounting to 50c. per barrel and
25c. per bag. Pot barley is also lower
and is now quoted at \$1.50 per barrel or
\$2.20 per bag. In American pork the
prices prevailing at present are \$21.75 for
Jones' short cut clear; Armour's, 50-
60's, short cut clear, \$25.50; Armour's,
30-40's, short cut clear, \$26.50.

SUGAR.

Orders for sugar are arriving freely
now, this being always one of the busy
seasons of the year. No change in price
is reported although an advance was re-
ported from New York on September 3,
when the Arbuckles raised all grades of
soft sugar 10 points. On the local mar-
ket granulated sugar is quoted at \$3.65
and yellows at \$3.00 to \$3.55. The opin-
ion among jobbers is that no further ad-
vance will be found necessary on this
market. It is expected that the demand
throughout the present month will be
greater than usual, and refiners believe
that they will experience some difficulty
in making prompt deliveries. In the New
York raw sugar market advices state
that refiners are willing buyers of all
supplies available on the basis of 3½c.
for centrifugals, 96 deg. test.

TEAS.

The trade doing locally has improved
somewhat over that of last week and
dealers have experienced a fair demand
from country buyers. There is, however,
much room for improvement in the de-
mand. A number of buyers are still
holding off from taking Japan teas at
present prices, believing that lower quo-
tations will be given. Those dealers who
have secured supplies are satisfied with
the condition of things and do not share
the view that the market will become
lower. High prices still prevail. Teas,
for the American standard, were quoted
at the lowest at 16½c. One report states
that picking has stopped in Japan, which,
if true, means that prices will likely be
maintained, or, at least, will not take
any material drop. It is stated that the
high price of Japans will create a better
demand for Ceylon and China teas. The
Ceylon market is firmer and green teas
have again advanced ¼c., making an ad-
vance of 1c. during the past two weeks.
China teas, which eased off for a time,
are again reported firm.

SYRUPS AND MOLASSES.

In corn syrups some slight improve-
ment in the demand is reported, but the
market is still quiet and the prices are
unchanged. Our quotations on corn
syrups are: 3½c. in bbls.; 3½c. in half
bbls.; 3½c. in quarter bbls.; \$1.60 in

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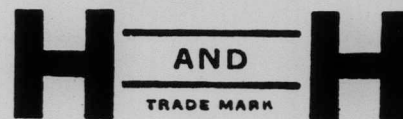
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38½-lb. and \$1.20 in 25-lb. pails. In molasses there is very little doing, Barbados is quoted at 23 to 24c.; Antigua, 24c. and Porto Rico at 38c. for best grade.

SPICES.

Nothing of importance has occurred on this market. There is a good demand for all kinds of spices. Our quotations are now as follows: 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.

The demand for rice is reported to be considerably better, but the market is not particularly active. In tapioca, there is still a fair trade, with no change in prices, and our quotations are as follows: B rice, in bags, \$3.02½; in ½ 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, 3½c.

CANNED GOODS.

Tomatoes continue to be the most interesting feature in this line. One jobber said: "Canners of Quebec tomatoes are saying that the fine weather of the past few days has had a material effect on the tomato crop, and the fruit is arriving very freely. In fact, I have been told by two or three canners that they believe they will have plenty of tomatoes to fill all their contracts, and if the fine weather continues through September, the crop will be fully as large as last year. One canner expects to be open for new orders next week." We hear, however, that many jobbers have had to follow in the footsteps of the canners, and stop offering future tomatoes; but there are still a few firms doing business in this line, and they are offering western tomatoes at \$1.12½ to \$1.17½. This advance in prices indicates the situation with western canners, and a shortage in the western crop must result in a corresponding firmness in the Quebec goods. As to corn, no change in price has been made, and orders are being freely booked for future corn at the prices quoted below. There is an impression that we will have high prices in this article as well later on, one jobber expressing his conviction that corn would go as high as \$1, being effected by the limited pack in other lines. Both tomatoes and corn are two or three weeks late in the canning, and an Ontario cannery reports the pack of corn to be not much more than 25 per cent. of the average. Canned blueberries, to arrive, are scarce on this market, and the situation is such that most packers have withdrawn quotations until the situation could be more clearly comprehended. We quote new crop goods as follows: Tomatoes, \$1.05 to \$1.10; corn, 80 to 85c.; peas, 80c. to \$1.20; string beans, 80 to 85c.; strawberries, \$1.15 to \$1.60; blueberries, 87½ to 90c.; raspberries, \$1.45 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: 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, \$1.40.

FOREIGN DRIED FRUITS.

CURRENTS.—There is not a great demand for currants at the present time. Foreign advices indicate that although the crop was damaged to a certain extent, yet supplies can be obtained in all cases. Our quotations are as follows: Fine Filiatras, 5½ to 5¾c. in ½ cases; cleaned, 5½ to 5¾c.; 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6½ to 7c.

VALENCIA RAISINS.—The market is practically bare of old Valentias and many houses are doing no business whatever, as they have no stock. Early arrivals of high grades of Valentias are expected here via Liverpool about the third week of the present month. They are quoted at 7½ to 8c.

SULTANA RAISINS.—Nothing further has been learned from the primary markets in regard to Sultana raisins. On this market 9½c. per lb. is quoted, but there is not much trade doing.

CANDIED PEELS.—There has been no change in this line. Citron peel is selling at 15c.; orange peel at 11½c. and lemon peel at 10½c. per lb.

MALAGA RAISINS.—Almost no business is doing in spot stock and prices are nominal. Some jobbers have started to offer new-crop Malaga table raisins. Our quotations are as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; ¼'s, \$1.30 to \$1.40.

DATES.—Trade is of moderate proportions. Hallowee dates are selling at 5c. per lb.

FIGS.—There is nothing new to report on this market. Trade is very quiet.

CALIFORNIAN EVAPORATED FRUITS.—There is a continued fair demand for these at the prices here quoted: Peas, 10c.; peaches, 10½c. and apricots, 11½c.

CALIFORNIAN RAISINS.—The demand for seeded raisins keeps up on this market and trade is fair at 9½ to 10½c. per lb.

PRUNES.—The market is not especially active but business is improving. We quote: 8½c. for 49-50's; 8c. for 50-60's; 7½c. for 60-70's; 7½c. for 70-80's; 6½c. for 80-90's; 6½c. for 90-100's.

NUTS.

As indicated in our last report, regarding the probable high price of shelled almonds of this year's crop, there has been an advance this week and some jobbers have started to offer shelled almonds, to arrive, at 27 to 28c., according to quality. This is an advance of ½ to 1c. over prices for spot goods. Pecans are also quoted higher, being now 15 to 17c. for medium size. Tarragona soft-shell almonds, on spot, have advanced considerably, in sympathy with the primary market, which is ruling very high, and are now selling at 12 to 13c. The prospects are that continued high prices will prevail for Tarragona almonds, shelled almonds and Sicily filberts.

Our quotations are as follows: Walnuts, 10 to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17½ to 18½c.; shelled almonds, 27 to 28c.; filberts, 9c.; Pecans, 15 to 17c.

GREEN FRUITS.

Business in green fruits has continued active throughout the week. Lower prices are quoted on Jamaica oranges this week, barrels being \$1 lower and boxes, 25c. lower. Canadian peaches are higher. Canadian cabbage are now quoted per dozen, the price being 25 to 40c. We quote: Jamaica oranges, in bbls., \$6 to \$6.50, boxes, \$4; Sorrento oranges, \$3.75 to \$4 per box; Messina lemons, \$3.50 per box; pineapples, 13 to 20c.; coconuts, \$3.25 per bag of 100; bananas, No. 1, \$1.25 to \$2 and eight-hands, \$1 to \$1.50; cucumbers, 11c. per doz.; Canadian cabbage, 25 to 40c. per doz.; potatoes, \$1.15 to \$1.30 per bbl.; watermelons, 25c.; muskmelons, \$3.50 per crate; blackberries, 5 to 7c. per box; peaches, \$1.25 per box; plums, \$1.25 to \$1.75 per box; pears, \$2.50 to \$2.75 per box; limes, \$1.50 per box; Canadian peaches, 35 to 65c. per basket; plums, 40c. per basket; blueberries, \$1.50 per box; Canadian apples, in bbls., \$1 to \$1.50, in baskets, 20 to 30c., e.g. plant, \$1.10 per basket; Canadian basket tomatoes, 30 to 40c. per basket; Canadian pears, 40c. per basket; Spanish onions, \$1 per crate, \$2.50 per case.

FISH.

Fresh haddock and cod and pike are each ½c. lower this week. Some haddock and cod have been sold at 3½c. during the week, but at this season of the year buying is done in lots of 100, 200, 300 lb., etc. In other lines there have been no quotable changes. Prices now are: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 4c. per lb.; whitefish, 7½ to 8c.; doré, 7½c. to 8c.; pike, 6c.; halibut, 12c.; salmon, 16c.; trout, large and medium, 8 to 9c.; No. 1 herring, Nova Scotian, \$1.75 to \$5.25 per bbl. and \$2.50 per ½ bbl.; No. 1 Holland herring, \$6.50 per ½ bbl.; No. 1 Scotch herring, \$6.50 per ½ bbl. and 95c. per keg; Holland herring, 75c. to 85c. 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, \$5.00 per 100-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces, and in barrels, \$12.50; No. 1 British Columbian salmon, \$6 per ½ bbl., and \$12 per bbl.; standard bulk oysters, \$1.50 per gallon; Marshall's kippered herring, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

BUTTER AND CHEESE.

BUTTER.—Although somewhat higher prices have been paid in the country, the butter market is not much firmer. Trade has continued quiet and no new feature has developed in the market. Finest Townships creamery is now quoted at 19½ to 19¾c. and finest Ontario creamery, 18¾ to 19c., an advance of ¾c. There has been no change in the price of dairy butter, which is still selling at 15½ to 16c. per lb.

CHEESE.—The cheese market is about ½ to ¾c. higher than last week and the price of finest Quebec, white and colored, is now 9¾ to 9½c. Finest Townships is quoted at about the same price. Finest Ontario, white and colored, now sells for

9½ to 10½c. in the cheese steady, yet prices have under the smaller than are accumulated situation year, and history to it will be well into a sudden decline of that in cheese, the price at the Although in this year, price by a turn out m

CO

EGGS.—T proved and almost all and are higher, 18 straight to 13 to 13½c.

BEANS.—ment in this doing is a quoted at

HONEY.—higher and lower price steady. W 1½c. per lb. lb.

POTASH.—week was



FREE TO GROCERS

To every Grocer who is handling our **CRYSTAL WASH BOARD**, buying it either direct from us or through the wholesale houses, we will send free, postage paid

100 Pretty Advertising Cards

SIMILAR TO CUT

containing on the back an advertisement for **CRYSTAL WASH BOARDS**, and also neatly printed with your name and address as having them for sale.

They are cards you need not be ashamed to give to your customers, and they will also assist your sale of **CRYSTAL WASH BOARDS**. Send us your address.

Taylor, Scott & Co.

TORONTO.

92 to 10¢. Though the present feeling in the cheese market is firm and prices steady, yet the opinion prevails that top prices have not been reached. Shipments under the advanced prices have been smaller than for some time, and stocks are accumulating more rapidly. The present situation is much like that of last year, and some dealers are looking for history to repeat itself. Prices advanced, it will be remembered, last year until well into September, when there was a sudden decline, and during the latter part of that month 8½¢ was the price for cheese, the best cheese of the season selling at the lowest price of the season. Although nothing of this sort may occur this year, it would not come as a surprise by any means if things were to turn out much the same.

COUNTRY PRODUCE.

EGGS.—The demand for eggs has improved and trade is now fair. Prices on almost all lines show a greater range, and are higher and steady. We quote: selected, 18 to 19½¢; candled stock, 16¢; straight receipts, 15½ to 15¾¢; No. 2, 13 to 13½¢ in round lots.

BEANS.—There has been some improvement in this market. A fair trade is now doing in a jobbing way and primes are quoted at \$1.40 to \$1.45 per bushel.

HONEY.—White clover comb is a little higher and firmer. For white strained a lower price is quoted. The market is steady. We quote: White clover comb, 14¢ per lb. and white strained, 8¢ per lb.

POTASH.—The advance in prices last week was not maintained and values

dropped below previous quotations. The market is quiet. We quote: First pots, \$1.20 to \$1.25; seconds, \$3.50 to \$3.55; pearls, \$6 to \$6.10 per 100 lb.

POTATOES.—No quotable change occurs this week. The market is fairly active at 75¢ per bag for choice stock and 60¢ for ordinary.

MAPLE PRODUCTS.—Trade continues quiet and prices are little better than nominal. We quote: Syrup, in large tins, 70 to 80¢; in small tins, 50 to 60¢; in wood, 5 to 5½¢ per lb. Sugar, 7 to 8¢ per lb.

FLOUR AND GRAIN.

FLOUR.—The market for flour was in considerably better condition this week than last. Prices have advanced in some lines, and at the new figures the market is active and steady. We quote: Manitoba spring wheat patents, \$1 to \$1.10; strong bakers', \$3.50 to \$3.80; straight rollers, \$3.50 to \$3.65; winter wheat patents, \$3.75 to \$4.

GRAIN.—Business has become more active in grain and a good trade is reported, both for local and export account. New Ontario oats are lower, while old stock has sold at an advance. We quote: No. 1 Northern Manitoba wheat, 73½¢ afloat, Fort William; and No. 2, 71½¢ September shipment. New crop rye is quoted at 56¢, September shipment; new peas, at 84 to 85¢. Corn sells at 71¢; buckwheat, 63¢; barley, 52 to 53¢; No. 2 Ontario oats, 35½ to 36¢. New oats are quoted at 35½ to 35¾¢ afloat here, September shipment.

FEED.—Bran was a little easier during the week and lower prices are now quot-

ed, but the market has become steady. A good trade is doing. We quote as follows: Manitoba bran, \$16.50 to \$17; Ontario bran, \$15 to \$15.50; Manitoba shorts, \$23 and Ontario shorts, \$22 to \$23.

OATMEAL.—A decline took place last week in all oatmeals. The price of rolled oats is now \$1.90 per barrel, a drop of 50¢, and \$2.12½ per bag, a drop of 25¢.

BALED HAY.—The new crop has now been put on the market and is selling at \$7 to \$7.50 per ton, in round lots. In old-crop hay, Nos. 1 and 2 have advanced considerably. We quote old crop as follows: No. 1, \$9.50; No. 2, \$8 to \$8.50; clover, \$7 to \$7.50 per ton in carlots.

MONTREAL NOTES.

Pecans are 1¢ higher.
Eggs have gone up 1¢.
Canadian peaches have advanced.
Shelled almonds have advanced 1¢.
Spanish onions are 50¢ per case lower.
Jamaica oranges are 81 to \$1.50 lower per barrel.

NEW BRUNSWICK MARKETS.

St. John, N.B., September 9, 1902.

BUSINESS is resuming its normal condition after the Exhibition of last week, which crowded the city for six days to an unheard of extent for so many days with visitors from all parts of the Provinces and the State of Maine. Retail business was exceptionally heavy. Of course, wholesalers had recall-

ed most of their travellers, and were very busy paying attention to visiting customers and taking orders from these personally. The attendance at the exhibition for the six days was about 80,000. The most any previous show had in ten days was but little over 60,000; therefore this year's fair breaks all records. It was also superior to all former shows in the excellence of its varied features. It required a special lodging bureau to provide for the crowd of people that could not be accommodated at the regular hotels and boarding houses. Merchants report a good business and declare that the fair was a distinct benefit to the city. In trade, generally, the conditions are active with a promising outlook, to which big crops and excellent prices for lumber contribute largely.

OILS.—Trade in burning oils continues active. The same is true of lubricating and paint oils. The market conditions remain without notable change.

SALT.—The supply is equal to the demand and the market is steady, and we quote: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.75 to \$2.85 per bbl.; 10-lb. bags, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 dozen; English bottled salt, \$1.25 to \$1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—The situation has not materially changed for several weeks. The market is a waiting one, to be determined by the action of the packers. Peas are firmly held. The tendency in salmon still appears to be upward. The movement in canned goods, generally, is limited, but the demand is increasing.

GREEN FRUITS.—New Brunswick apples are now on the market and are plentiful. Their season is short, but they are an excellent crop. The price is \$1 to \$1.75 per bbl. Nova Scotia is reported short on Gravensteins, but with a good crop of Baldwins and Nonpareils. Their plum crop is short. Ontario peaches, plums and pears are offered freely at moderate prices, although the former have advanced a little. Champion grapes are now on the market as well as the tinted Spanish grapes. Californian fruit is about done. Jamaica oranges are selling at \$7 per bbl. and will be regularly received every month, with the price tending lower. Sorrento oranges are about out and Valencia are not due till about November. Lemons are weak, the cool weather in the States having lessened the demand. Bananas, of good quality, are regularly received via Boston, but no cheaper grades are out until the next direct steamer arrives from Jamaica.

DRIED FRUITS.—The spot market is almost bare of raisins, and the new crop have not yet arrived. Prices are expected to rule higher than last year. Currants are easier than last year. New evaporated apples are lower than a year ago, and it is expected that supplies now about due will be offered in a small way at about 8c. New Spanish onions, of choice quality, are quoted at \$3.50 per case. Stocks of figs, dates, apricots, etc., are very light. New figs will leave Smyrna this month, and dates will be here in December. Apricots and peaches will come along in about six weeks, and prunes later. Orders for these have, of course, been placed.

DAIRY PRODUCE.—Butter has advanced in the last week or two and good dairy tubs are selling at 17 to 19c. and rolls, 20 to 22c. Cheese sells in a jobbing way at 10½ to 10¾c. Eggs continue to bring a good price, with case stock at 16 to 18c.

SUGAR.—The market is firm with quite a large demand. Dealers are well supplied.

MOLASSES.—The market is steady, and as the demand will now steadily increase there is a prospect of a little higher price.

FISH.—Fines aggregating \$1,100 were imposed on fishermen down the bay last week for the illegal seining of herring. Bay herring have sharply advanced in price, and are held at \$2 to \$2.10, with Grand Manan at \$2.30 to \$2.35. Smoked herring are in large supply and extremely dull. Fresh fish are scarce. We quote: Haddies, 4½ to 5c.; smoked herring, 6½ to 7c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.70 per 100 lb.; pickled herring, \$2 to \$2.35 per half barrel; dry cod, \$3.40 to \$3.55; halibut, 11 to 12c.; pickled shad, half barrel, \$6.

FLOUR, FEED AND MEAL.—Manitoba flour is easy. Barley has advanced. New oats are daily expected. Middlings are now expected to tend lower. New hay will sell lower. Our quotations are as follows: Manitoba flour, \$1.60 to \$1.70; best Ontario, \$1.10 to \$1.15; medium, \$3.95 to \$4.10; oatmeal, \$5.40 to \$5.50; corameal, \$3.20 to \$3.25; middlings, \$26 to \$28; oats, 56 to 57c.; handpicked beans, \$1.75 to \$1.80; prime, \$1.65 to \$1.70; yellow eye beans, \$2.80 to \$3.00; split peas, \$5.15 to \$5.25; barley, \$4.40 to \$4.50; hay, new, \$9 to \$10.

MANITOBA MARKETS.

Winnipeg, September 8, 1902.

SOME heavy showers in the Red River Valley have retarded harvesting and threshing somewhat, but elsewhere throughout the Province and Territories the weather has been ideal for both operations and work is in full blast. There is a scarcity of harvest hands and wages are very high.

Considerable new wheat has been sold, and by next week the amount will be more than doubled. One of the greatest drawbacks caused by the shortage of labor is the fact that so little stacking can be done, and in this way the crop is protected from damage by wet weather. On the whole conditions are favorable and work well advanced. At the present time about 60 per cent. of the crop may be considered safe.

Local jobbing houses report an excellent business in all lines; in fact, they have about as much as they can do in comfort. There have been few changes in prices during the week.

CANNED GOODS.—The situation is without change. Factories in the east still continue to refuse orders except "subject to pack," and there is no hope here that the condition of affairs will improve. Tomatoes are still quoted at \$2.75 per case; corn, \$1.95 to \$2 and peas, \$2 to \$2.10, according to variety and pack. Canned fruits are steady and with limited demand.

DRIED FRUITS.—Quotations for Valencia raisins have been received and fine off-stalk will open here at \$8.50 per box.

There are no layers in the first shipment. As yet there are no quotations for Californian muscatels.

EVAPORATED FRUITS.—Californian apricots, peaches and pears are offering freely and the prices are markedly lower than at the same season last year.

SUGAR.—The demand is very heavy, but prices remain without change. Extra standard granulated, \$4.35; bright yellow, \$3.75.

SYRUPS.—There is a fair demand at unchanged prices. We quote: Extra bright, per lb., 3 to 3½c.; medium, 2½ to 3c.; maple, cases of 1 doz. ½-gal. tins, \$6.75 to \$7; glucose, bbls., 3½ to 3¾c.; ditto, ½ bbls., 3¾ to 3¾c.; molasses, per gal., New Orleans, 35 to 38c.; ditto, Porto Rico, 45 to 46c.; ditto, Barbados, 55 to 57½c.

HONEY.—Prices on new honey have been received and are about ½c. higher than last year. Advices received this week show the Californian honey crop to be short and the demand heavy so that none will be shipped to this market. It is not anticipated, however, that there will be any difficulty in securing sufficient for the trade here.

FLOUR.—The market is normal with a fair trade both locally and for export. Prices for the moment are without any change, but there is likely to be a drop before this is in print, and for that reason quotations are not given.

CEREALS.—Very little interest is taken in this market at present. There is the usual steady consumptive demand for package goods. All lines are without change of price, but rolled oats will probably go lower within the next three or four days.

GREEN FRUITS.—This market is a very active one and the supply in all lines is very fair. Up to date five cars of Ontario box apples have been received. They have come through in fine condition and find ready sale at \$1.50 per box. They are very superior to the Washington box apples. British Columbian and Montana crabs are offering freely. The British Columbian crabs are particularly well colored. Late Crawford and Ashland peaches sell at \$1.25 per crate and are in great demand for canning. Plums, both Washington and Oregon, are arriving regularly, and the price ranges from \$1.25 to \$1.50 per crate, according to the variety. A number of baskets of Ontario plums have been received, but as usual, they are in poor condition and of inferior quality, a very poor advertisement of what Ontario can produce in the line of plums. Some Ontario grapes have come in and sell at 60c. per basket. Box pears sell at \$2 to \$3, according to variety, and Ontario baskets at 75c. Tropical fruits are without change. We quote: Oranges, \$5.50 to \$6; lemons, \$5.50; bananas, \$3; pineapples, \$3 per doz.; coconuts, 90c. per doz.

BUTTER.—Creamery shows rather a dull market and the supplies offering are comparatively small. Price is unchanged at 16½ to 17c. factory. The receipts of the dairy article have not increased very materially, while the demand for fresh sweet dairy is good. The best grade brings 13c. and inferior, from 10 to 11c.

EGGS.—The supplies have not increased during the week and the demand continues keen. The price at Winnipeg is 15c. subject to candling.

CHEESE.—The make this season is very small, the offerings for the week being light. The price is unchanged at 9½ to 10c. per lb.

CH

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Would you do so?

Would you will save half your expense coal oil

Would you a lamp shows goods in light color

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In 1 and 2-lb. Cans
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There are persons in this world who are almost successful, almost religious, almost happy. But "almost" is a dangerous word. If you jump 4 feet after a ferry-boat which is 4½ feet away, you fall into the water as surely as a child who jumps only 1 foot. And you sink just as deep, for you go to the bottom. "Almost as good as SEAL BRAND" coffee means nothing. The SEAL is Chase & Sanborn's guarantee. With no SEAL you are nowhere.

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New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

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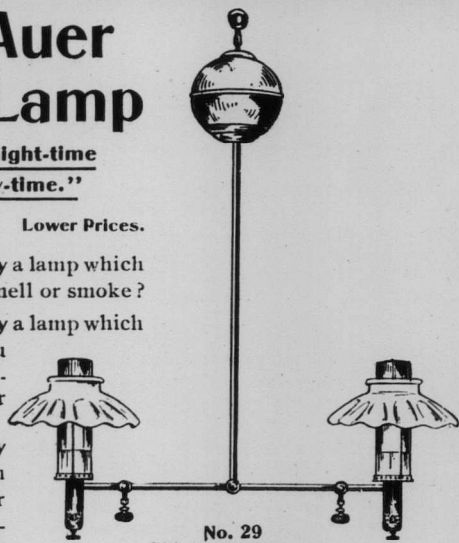
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We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

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NOVA SCOTIA MARKETS.

HALIFAX, September 8, 1902.

THE business in the grocery line has only been fair during the past week, and the market has been without special features of any kind. In all lines mentioned in last report the prices remain firm. Payments at this season are not quite as prompt as earlier, but the dealers are not worried as there is every indication of good crops, which will tend to make money plentiful when the harvesting season is over. On the whole, the volume of business done this season has been very satisfactory.

Butter has been coming in very plentifully in the past month, and dealers do not wish to stock up with more just now unless it is of the very highest grade for export. Prices are, however, ruling nominally high. Cheese is slightly lower, as there are quite large quantities held of makes previous to September. There is very little buying at present, but the market will no doubt become firmer as this month's cheese comes in.

Eggs are firm now at 16 to 17c. During the last week or two considerable quantities have come in from Prince Edward Island, but they do not turn out so well as our Nova Scotian product, and the price ranges lower.

New potatoes have been in the market for some time, and are now wholesaling at 50c. per bushel. Beets, cabbage, carrots and other green stuff is also coming in in abundance to supply the local market.

The Orinoco, which arrived 10 days ago, brought about 50 carloads of West-Indian produce to go to the Upper Provinces. She also brought a quantity of sugar for the refineries here. The Beta, which arrived Saturday, also brought a considerable cargo for the Upper Provinces.

Our Exhibition opens here on September 10 and will continue until September 18. A very large number of people are expected in the city from all parts of the Province, but no line of trade is expected to profit materially thereby except the dry goods lines. In fact, the grocery and hardware businesses will be very dull.

There is now considerable doing in the fish business, but prices continue nominally low, except in mackerel. The scarcity of the latter has run up the price in Boston and New York, and that affects this market. A few fresh mackerel are being taken on the coast, but very few compared with other years. Last year at this time good fish could be bought at retail three for 25c.; this season they sell at two for the same price. The West-Indian fish markets, as a whole, have not very materially improved.

R. C. H.

OTTAWA TRADE GOSSIP.

SINCE the first of the month business has improved. Wholesalers and retailers both report that things are better than on the first of August. People are returning to the city after their vacations, and retailers are finding a good demand for preserving fruits.

There has not been any change of note in staple lines, although prices keep firm in most of them.

On the market, prices for chickens are 50 to 65c.; fowl, 75c.; geese, 60 to 75c., and ducks about 60c. per pair.

Dairy butter is very plentiful, but prices are about the same: 15 to 17c. in pails and 18 to 20c. for prints; creamery, 20 to 21c. Eggs in case lots are worth 16 to 17c. New-laid are scarce at 18 to 20c.

Potatoes are very plentiful, and are selling at 45 to 50c. per bag.

Oats are steady at about 33 to 35c. for new and 35 to 37c. for old.

At the Ottawa Fruit Exchange, large receipts of peaches, plums, pears and apples arrive daily. Peaches are selling from 40 to 85c., according to quality; plums, 30 to 40c.; pears, Bartlett's, 30 to 45c.; Clapp's, 30 to 40c. Apples are a drug; Duchess being the variety now. Barrels have been selling from 75c. to \$1.

Cheese sold at an advance on the Ottawa Board Friday last, selling at 9 $\frac{1}{2}$ c.; 1.79 $\frac{1}{2}$

The best selling tea in Canada today is
Blue Ribbon Ceylon
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boxes were boarded and about two-thirds were disposed of.

L. N. Bate, who was on the room committee of the Ottawa Retail Grocers' Association, has secured 14 handsome chairs for use of the association through the kindness of the following firms, who gave donations to him: Huckels & Co., the Carling Brewing Co., Chaput, Fils & Co., Ganong Bros. and the Surprise Soap Co.

Frank Mallette, of Park, Blackwell & Co., is in the city, and will be kept busy for about 10 days looking after the firm's interest, which amounts to a great deal in Ottawa.

H. H. Bfennan & Sons have opened up their new store on Bank street. It is one of the finest fitted up shops in the city. They look forward to working up a good retail business.

The Ottawa Board of Trade have secured the convention of the Ontario Dairymen's Association, which meets the coming winter.

TRADING STAMPS.

The Ottawa Retail Grocers' Association were not successful in getting their by-law through council to abolish trading stamps. At the finance committee meeting on Friday last the vote was a tie, but the casting vote of the chairman defeated the wish of the association. However, when the finance committee's report came before council an effort was made to have a reconsideration, but owing to a flaw in the motion, the original report went through. Nothing more will likely be done until the next meeting of the association. Nearly every merchant in the city is against the use of trading stamps, but a very few have to do the work, so that a great deal of influence is lost.

TRANSIENT TRADERS.

A resolution of Ald. Rosenthal's asking for legislation to bring within the operation of the Municipal Act a by-law relating to transient traders, pedlars and others, who do business in the city without paying any tax whatever, to the injury of Ottawa merchants, received good consideration and was carried unanimously.

FREE ADVERTISING CARES,

Taylor, Scott & Co., the well-known manufacturers of woodenware, Toronto, are making a liberal offer to their customers on another page of this issue. To every dealer handling their "Crystal" washboards, buying them either direct or through the wholesaler, they are giving free 100 pretty advertising cards with the name and address of the grocer neatly printed on the back. They are a souvenir worth giving away and a post card will bring them to you.

There is no better than the Best
in any line of goods.

In Pork and Beans with Chili Sauce
the best is **Clark's**

We guarantee the quality, it's All.

EPPS'S GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

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HEADQUARTERS FOR FANCY FRUITS.

Send your orders for the very best quality of

ORANGES, LEMONS, BANANAS and PINEAPPLES.

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



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If not! why not?

It is the best seller in the market.

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We want 100,000 Live Chickens annually
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We will pay the highest possible
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GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Limited, London, N.W., Eng.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE first arrival of the 1902 crop Almeria grapes arrived on the Germanic on September 4, and consisted of 62 bbls. The first arrival last year was on the same date via Liverpool ex Majestic and consisted of 136 bbls.

Private advices from Denia, Spain, state that owing to the low prices ruling in America on onions shippers are not disposed to forward stock as freely as was intended. It is now stated that the Lacroma, which was expected to bring 30,000 crates direct, will only load 15,000 crates.

SHORT FLORIDA ORANGE CROP.

According to private advices from the principal orange sections in Florida the crop this season is estimated at 800,000 boxes, as against a total of 1,250,000 boxes last season. The falling off is said to be due to the dry weather which prevailed early in the season. Advices from the Coast figure on an output of about 17,000 carloads of oranges.

NEW YORK GROCERY TRADE.

Throughout the west side jobbing grocery trade the closing of the summer vacation period has been marked by an appearance of greater activity in all lines this year than usually accompanies the commencement of the fall season. In all departments of the various jobbing grocery houses the volume of movement is said to be greater, and in general lines—that is staple commodities—the business outlook is better than was the case at the opening last season. Several of the larger concerns state that they are behind in filling orders now in hand and reports from travelling salesmen indicate that the period of active buying is only about to begin in the South and Southwest. It is pointed out that while the summer demand was fair the buying was mainly in the direction of purchases for summer requirements. There was, it is stated, no attempt made to "stock up." This has enabled the interior distributor to clean up closely, and he is now ready to fill up with a full line.—New York Journal of Commerce, September 8.

THE PRICE OF FISH.

We are sorry to have to state that the price of fish has dropped 20c. a quintal all round, besides the freight allowance given the holders heretofore. This represents a total decline of 30 to 40c. in the price, according to locality. The reduction has been necessitated by the congestion of the foreign markets. In Oporto last week the

total stock was 35,000 quintals, whereas the largest at any time last year was but 27,000. The consumption last week was but 3,000 quintals, this small quantity for the whole Douro valley being due to Norwegian competition. Other markets are also becoming congested, and the outlook is not bright. The prices, as amended, are:

Large and medium merchantable.....	\$ 4 00
Small merchantable.....	3 60
Large Madeira.....	3 60
Small Madeira.....	3 20
West India.....	2 40
Cod oil, per tun.....	77 00

This change will chiefly affect the outport middleman who has been buying from the fishers, hoping the price would keep up.—St. John's, Nfld., Herald.

U. S. BEET-SUGAR CROP.

Willett & Gray say of sugar: "The domestic beet crop will be late this season, but promises to be larger than last year. According to the figures we published in June, showing the extent of sowings in the various States, a yield of 236,650 tons sugars then appeared possible, but since that time many fields of beets have been washed out by the floods, and a somewhat smaller outturn is looked for. Some factories have already begun operations, while others will soon follow, and the crop will be coming to market in a large way by the middle of October, at which time the requirements for meltings by the refineries at the four ports will be smaller than at present."

A DISSOLUTION OF PARTNERSHIP.

W. H. Merriman and John Ross, wholesale and retail grocers, of St. Catharines, have advertised a dissolution of partnership. After September 15, the business will be conducted entirely on wholesale lines by Mr. Merriman, who for the past 14 years has been closely identified with the grocery business. In his future dealings with the trade, Mr. Merriman promises to buy direct and sell as closely as possible.

A BARRIE GROCER'S SUCCESS.

James Vair, grocer, Barrie, Ont., has opened up a branch store in Toronto, having secured the store lately occupied by Michie & Co. on Spadina avenue for that purpose. He found his trade in country produce growing so rapidly that he decided to open up the Toronto store as a distributing point for his eggs, butter, chickens, etc. In charge of the new store he has placed Mr. John Craig, a young man of ability, who has a thorough grasp of the

details of the grocery trade from his long experience with Mr. Vair in Barrie. Without a doubt Mr. Craig will prove an efficient and popular manager.

PERSONAL MENTION.

Mr. W. Underwood, of Underwood Bros., general merchants, Kendal, Ont., is in Toronto this week.

Mr. J. E. Hutton, representing The Parkinson Cereal Co., Thornbury, Ont., was in Toronto this week.

Mr. Jerry Jordon, manager for George Stacy, butcher and grocer, Port Hope, Ont., was in Toronto this week.

Mr. J. F. Honor, Port Hope, Ont., is in Toronto this week looking after business and taking in the Exhibition.

FRASER SALMON PACK.

The Daily Colonist, Victoria, B.C., under date of September 4, says that the total pack of Fraser River caught sockeyes will be over 100,000 cases more than in 1900.

H. P. Eckardt & Co. report a large demand for seeded muscatel raisins in 12 and 16-oz. packages.

A car of Trinidad sugar in sacks arrived this week for H. P. Eckardt & Co. The quality is very fine.

SITUATION WANTED.

AD-WRITER AND MANAGER seeks position with manufacturing or retail firm in Eastern Canada. Fluent French, Accountant and Type-writer. For full particulars, address "Ad-writer," at offices of this paper, Montreal or Toronto. (36-4)

FLOUR

MAGOR'S DELICIOUS PATENT FLOUR.

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

Prices For Cash Unequaled.

JOHN MAGOR & CO., MONTREAL

"ACME"

'TABLE SALT

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

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

"Up-to-date Show-Card Writing," an illustrated treatise on the art of show-card and ticket lettering, tells all.



Paper cover, price \$1.00 post paid.

Address the author

W. EDWARDS, Carleton Place, Ont.

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Capital Assets, Annual

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Hon. Geo. A.

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THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

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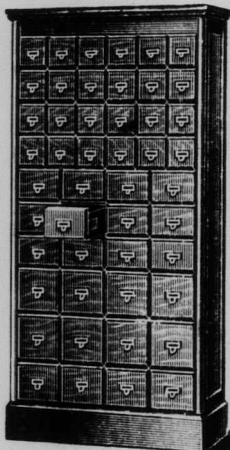
WESTERN Incorporated 1851
ASSURANCE COMPANY

Fire and Marine

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

Head Office: **TORONTO, ONT.**

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



Bennett's Grocery Cabinet.

SATISFIED CUSTOMERS

our best recommendation.
"Lindsay, April 14.—I am well pleased with cabinet."
"A. FISHER."
"Port Arthur, June 23.—Cabinet received O.K. It is just what I wanted."
"H. CHAUSSE."
"Fowler's Corners, June 27.—Cabinet is greatly admired and it certainly is a necessity in any well ordered grocery."
"WM. DINSDALE." Full particulars from **J. S. BENNETT**, Patentee and Mnfr., 15 Marlon St., Toronto.

REFRIGERATORS.



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

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513.

54 Noble St., TORONTO.

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.

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

A large number of merchants report that they are unable to get JERSEY CREAM YEAST CAKES—that when they order they find that it is not sent—also, that some travellers report we are not making JERSEY CREAM YEAST CAKES. We want it understood we are still manufacturing, selling (and you can sell) JERSEY CREAM as usual. When appeal is decided you will find no men more loyal to that decision than we will be. If your Wholesale Grocer will not fill your order send us a card and will send it to you by express, pre-paid. We will stand back of every package of JERSEY CREAM YEAST CAKE sold. We will continue to make the best Yeast, the most wholesome Yeast, and intend to make it the best-selling Yeast in Canada. Remember, JERSEY CREAM YEAST is not only made in Canada, but **THAT ALL** profits remain in Canada. We received our first Sample Order for JERSEY CREAM YEAST CAKES for South Africa this week. Canada's Greatest Yeast Cake must have merits, as this order came to us unsolicited. Do not remain without, but write or telegraph to us direct, and your orders will have prompt attention. Send Yeast orders to Hamilton.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

Lumsden Bros., Hamilton and Toronto.

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



The THISTLE Brand
Are High-Grade
TOMATOES, CORN, PEAS, Etc.
GUARANTEED SECOND TO NONE.
BRIGHTON CANNING CO.

THE UTILITY OF WEALTH.

By BARNET MOTT, in Baltimore Herald.

THIS old idea of the richest man in the world, an individual who has always had an abiding charm for every other man, woman and child, came to mind the other day when I was reading Mr. Charles M. Schwab's statement of the values of the properties of The United States Steel Corporation. Our boyish idea of the wealth of the Chinese idol was always expressed in the words "millions." In Mr. Schwab's testimony before some board, the total value of the corporation's property was given as a little over \$1,400,000,000. One fourteenth-hundred of this sum, or much less than 1 per cent. of the income—\$1,000,000—is Mr. Schwab's annual salary. There may be such an accumulation of wealth in China. I have never been there and know nothing about the finances of either corporations or individuals. But I do not believe there is any such mass of concentrated wealth in any country of the Orient.

The sum of \$1,400,000,000 represents an enormous amount of riches. When the "billion dollar steel trust" was organized the public of all countries held up their hands in amazement at the stupendous capital. And now the company's president announces that in the short time since incorporation, the value of the property has increased 40 per cent. As was suggested at the time of the publication of Mr. Schwab's testimony, Croesus' fabled wealth was a small, street-corner tradesman's capital in comparison.

The majority of men will be honest with themselves and frankly admit that they would like to possess a tiny fraction of this sum, and would offer not the slightest hindrance if there were a possibility of the whole amount becoming theirs. He is an extraordinary and not altogether commendable man who is absolutely content with his present condition in life and who would not take advantage of an opportunity honestly to add to his comforts and his pleasures if the needed money were available. All except him who would be stationary have sighed throughout their lives—long and short—for just a few more things that they could not afford, wished that they had the money, and would gladly accept that in any honest form compatible with pride. The few who would refuse are few indeed, and somewhat unnatural.

These show a spirit when such great wealth in the hands of a few is mentioned not dissimilar to that of our boyhood dreams of China. They know nothing of the circumstances of the growth of the property, find it beyond the comprehension of inexperience and straightway conclude that there must be something evil

in the acquirement of that enormous sum. The extremely rich man whom everybody is ready to believe earned his wealth honestly is so rare that I never heard of him. Jones says: "I could not gather such riches with years of toil with strict adherence to honesty, and I do not believe that any man could do so." One may doubt that a fairly intelligent man could hold so narrow, bigoted a view. As a matter of fact, it is the basis of at least a half of the common criticism of men of wealth. The number of men of good education and unquestionable intelligence who cling to that error would be surprising if it could be had. It is only ignorance's distrust of knowledge.

Everybody has been benefited by this increase in the world's wealth. The poor are not so wretched by any means as they were a couple of centuries ago, and the man of average wealth, the small tradesman and the skilled laboring man is far, far better off than he ever has been. We are just living on a scale that is comparatively huge, and we must sooner or later become used to the use of terms and figures that are the products of our mode of life.

The danger to our social constitution is not in the possession of vast wealth by any corporation or private person, or in the expenditure by the Government. We know that a corporation formed for honest business—the other kind collapses too quickly to be noticed—will be judicious in expending its wealth, and we may trust the Government to be so. Congress may be foolishly extravagant just a little once in a while, but in the long run will be generally wise in this action. What we really have grounds to fear is the expenditure of large wealth by the individual.

Mr. Schwab, for instance, who enjoys an income of a million dollars and probably more, cannot possibly use that sum for the ordinary wants of a man; that is to say, the necessities of one in the highest social station—the gentleman may not have been admitted to that standing yet, but, of course, may have all the external fittings of it—and undoubtedly spends a good deal in luxuries of one kind or another, on articles that anybody would class as luxuries for a single person. In the choice of those luxuries is the danger.

Some who think that life should be conducted by sentiment and not by reason and scientific law, hold that Mr. Schwab should give of his wealth to his employes in the form of higher wages. To do so would be to take a step back from the industrial economies that have made life so much easier, more comfort-

able and more beautiful than it was in Europe a century ago. The beginning made, who could tell where the retrogression would stop? The cost of production is ultimately the cost of labor. Then, if Mr. Schwab would be wise in such generosity to his employes, every employer in the land would logically have to follow his example and there would be a long leap toward the abolition of the economies that have been so beneficial. Again, who is to fix the limit of Mr. Schwab's gifts to the workmen? These will demand more and more as each effort is successful, for a man wishes to live as well as he can and to receive as large a remuneration as he can for his labor.

Much better is it for the great millionaires to do what they can to beautify their surroundings and their fellows', and add to the higher intellectual enjoyments of life. Mr. Carnegie has made this choice. Mr. Schwab would do so to a certain extent by erecting a mansion that would be truly a thing of beauty. While the others of us could not live in that house, we would improve ourselves to make the contrast less glaring. The surest way to better a poor man's lot is to surround him with such improved circumstances that he will be aroused to fit himself to enjoy them and be in some measure of harmony with them. The sentimentalists' policy of making the man dependent upon external help, paternalism, has invariably brought destruction with it.

The riches must, however, be spent in intellectual pursuits that will improve one's self, one's home and one's neighbors. Indulgence in physical enjoyment and elementary mental pleasures will be the source of national decay and extinction. Rome made this second choice and perished as a great power.

GROCERIES AND BROKEN VOWS.

Why should groceries lead to broken vows and breach of promise? This curious question is discussed by a sprightly contemporary. The Grocers' Assistant, which calls attention to the fact that "a wicked statistician has recently informed all and sundry that grocers' assistants are responsible for no less than 6 per cent. of the total breach-of-promise actions in this country." Startling as this fact may be regarded, there is no disposition in the trade to include the vending of the groceries among "dangerous callings," either for assistants or their maiden customers; but some of the former are inclined to found upon a claim for shorter hours and higher pay. With the former granted them, there would be less time for courtship over the counter, and with the latter they would be better able to pay any damages which might be given against them for blighted affections.

HIS RE

Mr. C. E. toba, was i formerly a n & McCullough he went to Killarney Tr he a few r proprietor.

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Thomas H sale grocer, The Star of grocers thro their notes a done in m Toronto. greatly incre not fail to different bra

HIS REPORT A GOODLY ONE.

Mr. C. E. Marquis, of Killarney, Manitoba, was in Toronto recently. He was formerly a member of the firm of Marquis & McCullough, of Ripley. A few years ago he went to Manitoba as manager of the Killarney Trading Company, of which firm he a few months ago became the sole proprietor.

Mr. Marquis is a bright and enterprising man and is an interesting conversationalist. He informed THE CANADIAN GROCER that business in his part of the country is good, and that the outlook, on account of the enormous crop, is exceptionally good. He said that they all had suffered from the grain blockade last fall, and that at the time he left home grain of the crop of 1901 was still being shipped. He said that a number of people from the United States were taking up land in the vicinity of Killarney, which is in Southern Manitoba, but that it was principally improved land, and was being occupied by men with capital.

There was, he said, now practically no homestead land in his part of the country. "There is one thing about our part of the country," added Mr. Marquis, "and that is, the farmers are gradually going in more generally for mixed farming, and are raising quite a little stock."

AN EXPLANATION.

Editor CANADIAN GROCER, — In your issue of August 29, under the heading "Business Changes—Difficulties, Assignments, Compromises," I find the following paragraph:

"The creditors of Malcolm & Windsor, Limited, salmon canners, Vancouver, B.C., are to file their claims before September 30."

I must ask you to correct this in your next issue, as the information given above appears to me misleading. The business of Malcolm & Windsor, Limited, was acquired by The United Canneries of British Columbia, Limited, in 1899, and the notice at present standing in the Vancouver papers is for the purpose of notifying any possible creditors of the old firm of Malcolm & Windsor, Limited, that the said firm is now in course of disincorporation. The firm is not in difficulties and never has been, it is simply being wound up.

J. E. MACRAE, Secretary,
United Canneries of British Columbia, Ltd.
Vancouver, September 3, 1902.

Thomas Kinnear, the well-known wholesale grocer, of Toronto, in an interview in The Star of that city recently said: "The grocers throughout the country are meeting their notes as promptly as they have ever done in my history of the business in Toronto. Our credit as a country has been greatly increased in England, and this cannot fail to help the development of the different branches of business."

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.

DO YOU KNOW that

BOSTON POPCORN FRITTERS

sell fast and pay GOOD PROFITS?

SAMPLES FREE FOR ASKING FOR THEM.

THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

Austrian Sugar

ON SPOT---TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

THE C. G. YOUNG CO.
RUBBER STAMPS

AND SUPPLIES

No. 1 Adelaide Street East - Toronto

John MacKay, Bowmanville, Ont.

Manufacturer of Established 1854.

POT AND PEARL BARLEY, SPLIT PEAS, AND CHOP FEED

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

Perkins, Ince & Co.

Wholesale Grocers

FRONT STREET EAST,

Toronto.

Wheatine

The true health breakfast food, made in Canada. A quick seller and profitable.

WARREN BROS. & CO. TORONTO.



For Sale Everywhere.

ASK FOR

MOTT'S.

DINED AND WINED.

MR. R. H. PALMER, Fruit Commissioner of British Columbia, and Mr. J. C. Metcalfe, President of the British Columbia Fruit Growers Association, were tendered a banquet at the Commercial Club, Winnipeg, by the Fruit and Produce Exchange of that city the other day. The occasion was a bright and memorable one and will do much to foster pleasant business relations between the two Provinces.

Mr. Palmer acknowledged the toast "Our Guests," in an eloquent speech upon the possibilities of his Province. He rejoiced in the prosperity of Manitoba. As he took the trip through the wheat fields he felt assured of the future of the country. They looked to Winnipeg as the future market for British Columbian fruit. Immigrants were coming from all parts of the States, Eastern Canada and Great Britain to Manitoba and the West and on account of the restless spirit of the Anglo-Saxon race many had drifted to the Western Province. British Columbia offered as good a home for them as the States to the south. The British-Columbian fruit growers thought they could now in British Columbia grow as good fruit as anywhere in the world and put it up in a very merchantable condition. It was as good and even better than Californian fruit. It had a quality that for shipping made it superior to any other so that it reached the consumer in better condition. Their idea was to put the fruit as quickly as possible before the consumer. Regarding the apple question Mr. Palmer said that the best apple growing districts were in the interior of the Province. Last year all their apple crop found a market in the western part of the Territories. This year the crop was four times as large, and in the Okanagan country especially, there was a large and excellent apple crop. In connection with British-Columbian fruit he wished to say that as a whole the fruit crop of British Columbia would be later than that of California. Consumers here should be kept acquainted with market conditions so that they would not think that the fruit harvest was all over when the Californian fruit ceased coming in.

Referring to the mineral product of British Columbia Mr. Palmer said that it was now very large and not 20 per cent. of the mineral bearing land of the country had yet been prospected. In British Columbia would be found a large market for the surplus products of Manitoba so that there should be an exchange of British-Columbian products for the dairy products and flour of Manitoba.

Mr. Palmer also spoke of the attractions which his Province offered as a field for tourists. Its scenery, its fishing, its hunting, were all attractive. Conditions

there were not uniform. There was every variety of soil and climate. At the coast the year was one perpetual summer and farther in the interior each beautiful valley had a charm of its own, although a somewhat colder climate. The line of the C.P.R. followed the lines of least resistance to construction and did not by any means touch the most beautiful part of the country. The Okanagan Valley in particular, was a district of wonderful beauty and of great fruit-growing capacity.

Mr. Palmer expressed his gratitude that an opportunity had been granted of displaying British-Columbian fruit at the Horticultural Exhibition in Winnipeg. He thought that nothing had done Winnipeg so much good as the boulevarding, tree planting and general beautifying of the streets that has been done here. He thought Winnipeg was now a very beautiful city and that nothing was helping it so much as the efforts of its citizens to beautify it.

Mr. Metcalfe followed Mr. Palmer. He said that the natural market of British Columbia was in central and eastern Canada. The Dominion Government had done much to assist eastern fruit growers to place their products upon the British market. That market, on account of the distance, was not available to the fruit-growers of British Columbia, but they hoped to find a market in the Territories and Manitoba. They also hoped, as a product for shipping purposes, to make a feature of their prunes.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A DEMAND of assignment has been made on Hermas Gariepy, grocer, Montreal, who declares he has no assets.

L. N. Despina, grocer, etc., Grand Falls, N.B., has assigned to the sheriff.

The store of R. G. Simpson, general merchant, Brucefield, Ont., has been closed.

The creditors of Jules Falardeau, dealer in cigars and tobacco, Montreal, have held a meeting.

The creditors of S. Bertrand, general merchant, Notre Dame des Anges, Que., have held a meeting.

V. E. Paradis has been appointed curator of A. and D. M. Bertrand, general merchants, Quebec.

J. Moise Lefebvre, grocer and liquor merchant, Shawenigan Falls, Que., is offering 25c. on the dollar cash.

PARTNERSHIPS FORMED AND DISSOLVED.

Joseph St. Pierre & Cie, ice dealers, Quebec, have dissolved.

C. K. Stewart & Company, general merchants, Rosenfeld, Man., have dissolved.

Richardson & Maitland, general merchants, St. George, Ont., have dissolved. Richardson continues.

CHANGES.

H. Duhamel & Cie, grocers, Montreal, have registered.

Jos. Moreau & Cie, general merchant, Levis, Que., have registered.

J. C. Rear, baker, Minnedosa, Man., has sold out to J. W. Atkey.

N. Quintal & Fils, wholesale grocer, etc., Montreal, have registered.

Armstrong Bros., general merchants, Ladysmith, Ont., have sold out.

George McConnel, grocer, St. John, N.B., has closed up his business.

The assets of Oscar Nadon, general merchant, St. Rose, Que., have been sold.

Clara Budden, confectioner, Hespeler, Ont., is advertising his business for sale.

O. Cooper & Co., grocers, etc., Clinton, Ont., have sold out to P. Maitland.

Billa Crysdale, general merchant, Northport, Ont., is advertising his business for sale.

W. T. Hunter, general merchant, Hartland, N.B., is succeeded by C. Humphrey Taylor.

David Lambert, grist and sawmill owner, Uttoxeter, Ont., has sold out to A. Dewar.

Thos. Lait, confectioner and fruiterer, Medicine Hat, N.W.T., has sold out to J. W. Bertin.

The O'Neil, Davidson Company, Paris, Ont., are advertising their flour mill for sale by tender.

Mrs. M. Aldred, grocer, Vancouver, has sold out her Granville street business to J. P. Haldon.

J. A. McIntyre, grocer and hardware merchant, Moose Jaw, N.W.T., has sold out to H. H. Gervan.

The Algoma Supply Co., Limited, general merchants, Sault Ste. Marie, Ont., have sold out to Hart Bros.

FIRES.

Harriet McBride, general merchant, Langstaff, Ont., has been burned out.

W. H. Graham, general merchant, Spanish River Station, Ont., has been burned out.

A LITTLE NONSENSE.

"I understand you said I wasn't worth powder enough to blow me up. I want you to take that back!"

"I will. You are worth just about enough powder to blow you up."

A little three-year-old miss, while her mother was trying to get her to sleep, became interested in a peculiar noise, and asked what it was.

A cricket, dear, replied her mother.

"A cricket, dear," replied the mother.

"Well," replied the little lady, "he ought to get himself oiled."

The following from the advertisement of a prominent wholesale grocer should be read and pondered by every dealer:

“Some grocers succeed where others seem to work just as hard and yet fail to achieve much—it is just as important to know what to push as it is how to push—pushing pure and pleasing products produces prosperity, but pushing poor stuff drives trade away.”

It pays infinitely better to push a baking powder like “Royal,” an article of known merit, whose good qualities are recognized and appreciated by all consumers.

Royal Baking Powder is easy to sell, and when sold there is always a pleased purchaser.

Royal Baking Powder is largely advertised and that helps the dealer; but a pleased purchaser is the best advertiser for your store, because she will recommend to others that dealer who has pleased her.

Royal Baking Powder is the highest class baking powder, made from pure cream of tartar, and absolutely free from alum or other harmful ingredient.

**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.

W. H. Beatty, Esq.,
PRESIDENT.

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

W. C. MACDONALD, J. K. MACDONALD,
ACTUARY. MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.



PURE AND WHOLESOME.
ONE POUND CAN 25¢

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

"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.

WE WILL BE GLAD —

to see any of our friends during Exhibition time.
Come and bring your friends.

The Canada Biscuit Co., LIMITED

KING ST. WEST AND
BATHURST ST. CARS PASS OUR WORKS.

KING and BATHURST STS., TORONTO.



This list is c
the cities of M
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All quotatio
who call daily u

**BUTTER,
AND E**

Dairy, choice, l
" pot
" tubs, be
" tubs, int
Creamery, box
prints
Cheese, new, pe
Eggs, new laid.

CANNED

Apples, 3's.....
" gallons
Asparagus.....
Beets.....
Blackberries, 2's
Blueberries, 2's
Beans, 2's.....
Corn, 2's.....
Cherries, red, pl
" white.
Peas, 2's.....
" sifted.....
" extra sifte

Pears, Bartlett,

"
Pineapple, 2's..

" 3's..

Peaches, 2's.....

" 3's.....

Plums, green g
Lombard

" Damson

Pumpkins, 3's..

" gall

Raspberries, 2's

Strawberries, 2'

Succotash, 2's..

Tomatoes, 3's..

Lobster, talls..

1-lb. fis

1/2-lb. fl

Mackerel.....

Salmon, sockey

" "

" "

" Coboes

Sardines, Alber

" "

" Sports

" key op

" "

" P. & C

" "

" Domes

" Mustai

50 tins.

Haddles.....

Kippers, Herr

Herring in To

CANDIE

Lemon, per lb.

Orange, "

Citron, "

GREEN

Oranges, Valer

Sorra

Can Plums, pe

Huckleberries

Cucumbers, pe

Lemons, Mess

Bananas, First

Apples, per bb

Tomatoes, per

Pears.....

Peaches.....

Jersey Sweet F

Watermelons, l

cantaloupes, p

Californian Pea

" Plu

" Pear

Crabapples, pe

Apples, per bi

Can. Grapes, pe

Peppers, per t

SU

Granulated St.

Granulated, A

Paris lump, bbl

" in 5

Extra Ground

Powdered, bbl

Phoenix.....

Cream.....

Extra bright c

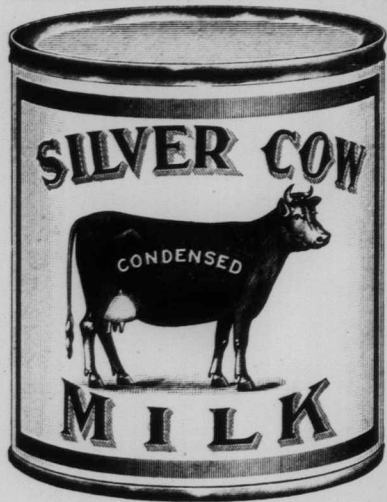
Bright coffee.

Bright yellow.

No. 3 yellow.

No. 2 yellow.

No. 1 yellow..



IT PAYS TO PUSH THE SALE OF...

Has stood the test of every climate.

St. Charles Evaporated Cream

ABSOLUTELY THE BEST OF ALL.

Endorsed by the Medical Profession, and used in large quantities by the Governments of Great Britain and the United States for Army and Navy purposes, and in many Hospitals.

The very remarkable increase in the consumption of **St. Charles Cream** the world over proves the value of this brand to the retail grocers.

NO STOCK IS COMPLETE WITHOUT IT.

A Coupon worth saving is packed in each case. Write us for prices and advertising matter.

St. Charles Condensing Co. - Ingersoll, Ont.

Address: ST. CHARLES CONDENSING CO., St. Charles, Ill., U.S.A.

By Special Appointment to His Majesty
King Edward VII.

CANTRELL & COCHRANE,

DUBLIN and BELFAST.

C. & C.

C. & C.

C. & C.

"Ginger Ale"

"Club Soda"

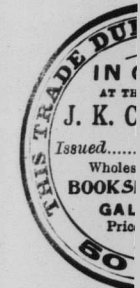
"Royal Seltzer"

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.



COFFEE	Montreal.	Toronto.	St. John, Halifax.	PETROLEUM	Montreal.	Toronto.	St. John, Halifax.
Green—				Photogene	14½	15½	17
Mocha	24	28	28	Canadian water white	16	17	16½
Old Government Java	27	22	30	Sarnia water white	16	18	17
Rio	10	7	12	Sarnia prime white	16	15½	16½
Santos	9½	9½	10½	American water white	19	17½	18
Plantation Ceylon	29	26	30	Pratt's Astral (barrels extra)	18½	17	17½
Porto Rico	22	22	25	Black—			
Gautemala	22	22	25	TEAS			
Jamaica	18	15	20	Congou—Half-chests Kalsow, Moung, Peking	18	60	12
Maracalbo	18	18	18	Caddies Peking, Kalsow	17	40	18
				Indian—Darjeelings	35	55	35
				Assam Pekoes	20	40	20
				Pekoe Souchong	18	25	18
				Ceylon—Broken Pekoes	35	42	35
				Pekoes	20	30	20
				Pekoe Souchong	17½	40	17
				China Greens—			
				Gunpowder—Cases, extra first	42	50	42
				Half-chests, ordinary firsts	22	28	22
				Young Hyson—Cases, sifted extra firsts	42	50	42
				Cases, small leaf, firsts	35	40	35
				Half-chests, ordinary firsts	22	28	22
				Half-chests, seconds	17	19	17
				“ thirds	15	17	16
				“ common	13	14	14
				Pingsueys—			
				Young Hyson, ½-chests, firsts	28	32	28
				“ seconds	16	19	16
				“ Half-boxes, firsts	28	32	28
				“ seconds	16	19	16
				Japans—			
				½-chests, finest Maypickings	38	40	38
				Choice	32	36	33
				Finest	28	30	28
				Fine	25	27	27
				Good medium	22	24	25
				Medium	19	20	21
				Good common	16	18	19
				Common	18	15	17
				Nagasaki, ½-chests, Pekoe	16	22	16
				“ Oolong	14	15	14
				“ Gunpowder	16	19	16
				“ Siftings	7½	11	7½
				RICE, MACARONI, SAGO, TAPIOCA.			
				Rice—Standard B.	3 00	3 10	3 25
				Patna, per lb	4 25	4 50	4 50
				Japan	4 40	4 90	4 50
				Imperial Seeta	4 60	4 90	4 50
				Extra Burmah
				Java, extra	5½	6
				Macaroni, dom'ic, per lb., bulk	3½	4¼	3½
				“ Imp'd, 1-lb. pkg., French	8	12	9
				“ Italian	8	10	11
				Sago	3¼	3½	3½
				Tapioca	5½	3½



And every c
tell you they ar
We make a
assortment is
send for pri

THE C

Gill

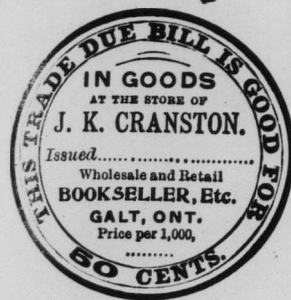
Is

Sole Pr
GIL



THE "C"
AND AL
HESITA





Cranston's Coin Trade Due Bills.

A boon to General Merchants, Grocers and all engaged in a Produce or credit Business.

Thousands of merchants in all parts of Canada and the United States have adopted The Cranston Trade Due Bill System, and are delighted with this up-to-date way of doing business. It does away with all the inconveniences of the old "Written Due Bill" system, and saves time, labor, trouble and money. As a trade-winner and advertising medium it has no equal.

After using them six years, J. E. Griffin, Dunnville, says: "We could not do business without them. They are worth more than double their cost to us."

McKenzie & Meldrum, Thedford, say: "We cannot say too much in their favor. The aluminum due bills are worth \$200 a year to us, or any firm that use due bills or give credit."

And every one of our users will say as much for them. We will send you a list of users on application, and will pay your postage to write to them. If they do not tell you they are satisfied, do not order.

We make a number of assortments—\$1 face value costs you \$10; \$91 or \$116 face value costs \$12; \$191 face value costs \$15, and \$232 face value costs \$20. This last assortment is "Our Leader." Coins are made in Brass or Aluminum, raised letters on both sides, your own advertising and printing.

Send for price list, samples and full particulars.



THE CRANSTON NOVELTY CO., Metal Trade Due Bills, Bread, Milk and Soda Checks, Galt, Ont.
Checks for all purposes. Advertising Coins and Novelties.

Gillard's Sauce Gillard's Pickle

Is still the best and cheapest.

The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

GILLARD & CO., Limited, LONDON, ENG.



Schepp's Cocoanut

Quality first, then price.

Cocoanut is a luxury. Those that use it want the best (*Schepp's*).

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

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

NEW YORK.

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

THE "GLOBE" POLISH HAS COME TO STAY AND ALL DEALERS CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

"GLOBE" METAL POLISH

Write for a supply of Show cards and Advertising Novelties.

—WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.—

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.

HOW TO OBTAIN RESULTS FROM ADVERTISING.

By GEO. B. FRANCK, Toronto.

THE great distributing machinery brought into existence by this era of combines demands ideas and methods of conducting business that were not thought of 20 years ago.

Manufacturers are not satisfied to remain at home, but it is their aim to have their business expand until goods produced by them are handled and sold in every portion of the civilized world.

Conditions are constantly changing. To-day men with ideas are exploiting them to the best of their ability; to-morrow the world looks for something better. The ever-present problem that confronts the manufacturer is how to cheapen the manufacture and lessen the cost of placing upon the market the articles he has manufactured. There is the jobber who must be reached, and generally through the medium of the commercial traveller. The dealer must also be interested, and last, but by no means least, is the great army of consumers. To reach the latter is the problem. This can be done and well done by good advertising, and the business man should make a judicious selection of mediums through which to advertise.

The primary object of advertising is to attract attention, to gain publicity for some particular commodity. The matter which goes to make up the advertisement must be attractive, unique, and presented in such a way as to catch the eye of the public, through the medium of the daily paper, circulars, magazines, and a hundred other ways.

Producers will manufacture and place upon the market more goods in the years to come than were ever placed upon the market before. Homes will be better and more liberally furnished, and these same manufacturers will be compelled to enlarge their plants and instal more machinery to meet the growing demand. The world judges effort largely by result. Above has been depicted the result: the means will be advertising.

This effort to gain publicity does not consist merely of contracting for a certain amount of space in certain papers or magazines, and crowding into it a lot of matter because there must be something said. Neither is it attractiveness alone that will count, but the genius of an advertiser will display itself in the way an "ad." is presented. There is not much trouble in telling the public what you have to sell; the secret lies in making them believe that they really need what you are advertising.

After advertising has begun to show results in the way of inquiries, it will not be sufficient to merely answer those inquiries, but they must be followed up.

Following up a prospective purchaser is of as much importance as the advertising. A system must be established whereby the inquirer may be made aware of the fact that his business is valued. If you have several good reasons why a customer ought to purchase your goods, do not give him the whole lot in a lump, but spread them out in a series of three or four well-words letters, and follow these up until he either purchases or it is plain that you cannot sell to him.

It has been demonstrated time and time again that good advertising more than pays for itself.

CANNED SALMON SITUATION.

From N.Y. Journal of Commerce, September 8.

THE stronger feeling noted on future red Alaska salmon culminated to-day in an advance by one of the principal interests on the Coast. A wire from Seattle, Wash., to The Pacific Selling Company here stated that The Pacific Packing and Navigation Co. to-day advanced its prices on red Alaska talls to \$1 l.o.b. the Coast, and that all orders will now be taken subject to confirmation only. The reason for the advance, it is stated, is that the heavy export sales have so reduced stocks that it makes it probable that only a small quantity will be available for the home trade after the orders already booked are filled. So far as could be learned to-day the Alaska Packers' Association has not advanced above the 95c. basis for talls. It was stated at the offices of the Association's representatives here, however, that on the 95c. basis business was being taken only subject to Coast confirmation. It was considered probable that no action looking to an advance would be taken to-day. It is now believed that outside of the A. P. A. but one other interest is offering under \$1. Several of the smaller interests have withdrawn entirely.

Although not officially stated it is believed that the late advices from Upper Alaska reporting a falling off below expectations on the pack in that section is one of the reasons for the present advance. It is stated that the total Alaska pack was expected to show an increase of from 500,000 to 600,000 cases over that of last year, but that estimates now figure on little if any increase over 1901. The following table shows the Alaska pack for the last five seasons: 1897, 939,400 cases; 1898, 960,400 cases; 1899, 1,098,800 cases; 1900, 1,534,700 cases; 1901, 2,022,740 cases.

The Western Alaska pack, the season for which closed on July 29, according to the local advices obtained, is said to be fully 20 per cent. short of that of last

year. The amount put up by the principal canneries is as follows:

	Cases
Alaska Salmon Co. of San Francisco.....	24,000
Columbia River Packers' Association of Astoria.....	27,000
Portland-Alaska Packers' Association of Portland.....	35,000
Alaska Fishermen's Packing Co. of Astoria.....	37,000
Pacific Packing and Navigation Co. of Seattle.....	70,000
Alaska Packers' Association of San Francisco, four canneries.....	207,000

Two thousand and eight hundred barrels of salt salmon were put up. Reports from other fisheries on Behring Sea state that on Koggiung River a big pack has been put up; on Naknek and Ugaguk Rivers the pack is of fair size, but on Ugashik River it is exceptionally small.

At the moment on the spot red Alaska talls are available at \$1.10, although it is believed that on this basis few lots could be obtained. Sales of two carloads for export account were made on Thursday and Friday, it is stated, on this basis. Most holders, however, quote up to \$1.12½, and a few well-known brands are held at \$1.15.

According to figures now available the Coast pack (Alaska excluded) is as follows, compared with last year:

	Cases	
	1902.	1901.
Columbia River.....	275,000	240,000
Puget Sound.....	290,000	1,105,000
Fraser River.....	325,000	1,200,000

The packs on the Washington coast, Skeena River, Oregon coast and Californian rivers are yet to be accounted for. The total Coast pack last year was 5,021,538 cases, compared with 3,216,518 cases for the year previous, an increase of 1,808,020 cases.

LABOR UNIONS THAT WILL FAIL.

By Charles M. Schwab, President of The United States Steel Corporation.

LABOR unions will fail as trusts have failed, as long as they have for their fundamental principle restriction of the output. I may add that every labor union with which I have ever come in contact has been founded on this principle.

A trust will succeed where consolidation is made for economy's sake; otherwise no trust will succeed.

Labor organizations have had as their foundations the restriction of the output. Now, this will never do. They will never succeed.

I am opposed to labor organizations as organized to-day. I think manufacturing are not opposed to labor organizations per se, but upon the plan upon which they are organized. I think the organizations that want to restrict the output are all wrong. The fortunes and prosperity of the workingman are identical with those of the employer, and I think that the time may come when they will be together.

Established



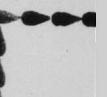
Cey

P. S.—A

Subscriptions on any time, correspond Toronto or

COX'S

Agents for C. E. C. D. MAS ARTHU



B

Order goods—f

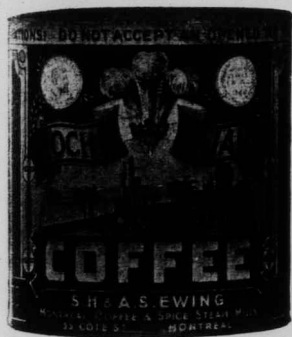
WAL



Established 1845.

MODERN MACHINERY. UP-TO-DATE METHODS.

Established 1845.



1 and 2-lb Tins.

When you hear a man talk about the quality and reputation of "Ewing's Coffee" and "Ewing's Spices," just remember that they are "S. H. & A. S. Ewing's—the perfected products of the old reliable house that has stood the test of 57 years. Try personally and be convinced of the superior aromatic flavor of S. H. & A. S. EWING'S High-Grade COFFEE. Compare the quality of S. H. & A. S. EWING'S High-Grade SPICES, and satisfy yourself that they are the best.

Handle S. H. & A. S. E. Mocha and Java, in 1 and 2-lb. tins (as cut), "Willison's Turkey Coffee," "Vienna Baking Powder," etc. Enquiries and mail orders solicited. Prompt shipment guaranteed.

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

WE HAVE AN IMPORTATION OF

Ceylon Greens Arriving This Week

which we feel quite sure will pay you to consider.

F. J. CASTLE, - - - Ottawa.

P. S.—And we would suggest to you that Fraser River Salmon is a purchase at present prices.

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,

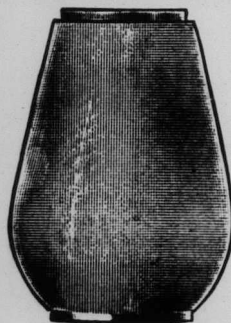
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

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.

California Fruits

Canadian Peaches, Plums,
Tomatoes.

Fresh arrivals daily at lowest market prices.

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

HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

IN THE ADIRONDACK MOUNTAINS.

The sweet green valleys ridged with heathery slopes
The streams whose soft blue arms encircle all,
And far away, the northern mountain tops,
Hued like the azure of the dewberry,
And mingling with the region of the rain.

—Buchanan.

TO a large number of Canadians the Adirondack region, or "Great North Woods," is a terra incognita, and this is not to be wondered at when we recall the multitude of beautiful mountain resorts which we have in our own country. However, the tourist in search of novelty and striking views knows no boundary line and enjoys revelling in the beauties of Nature whether it be in the Highlands of Muskoka, Banff Springs, in the Rockies, the Laurentides, at St. Agathe, or up the Saguenay, the beautiful St. John River in New Brunswick, the shimmering beauty of the Evangeline district, the Blue Mountains in Asheville, North Carolina, the entrancing Trossachs of Auld Scotia, the restful sweetness of the English Windermere lakes, Mount Snowdon, in Wales, Snowdon, in dear old Manxland, or the superb and majestic country of the Suisse.

To a Montrealer the Adirondacks have the great advantage of accessibility. Three hours from Montreal by the Canadian Pacific Railway and the New York Central Railway will place him within the portals of the northern gateway of the Adirondacks at the Mountain View Hotel, Mountain View Station, 1,600 feet above sea level. From the hotel balcony a grand view of the mountains may be obtained. No less than 14 forest-clad peaks being in sight with numerous lakes close at hand, one thinks of Byron:

There is a pleasure in the pathless woods,
There is a rapture in the lonely shore,
There is society, where none intrudes,

The massive pines which one delights to see in "the forest primeval" have nearly all been cut down by the remorseless lumberman except in extremely out of the way places or where the United States Government has stepped in and reserved the section for the good of the people. The second and undergrowth, however, is marvelous, and the pure air is redolent with the rich sweetness of the cedars, balsam, spruce, hemlock, beech, birch, maple, elm and ash, while ferns, moss, golden rod and numerous wild flowers delight the eye and add to the delicious fragrance.

The Mountain View Hotel is unique in its way. It is "run," as the Americans say, by the owner, Mr. Howard H. Lyman and his charming family. There is no "bar." Nor is there any in the village for the simple reason that no village exists. Only the hotel with the farm and boat-houses close by. Indian Lake, a fine sheet of water, is only a few yards from the verandah, which is

ample and deep, with restful chairs for weary brains or aching limbs. The feeling of hotel life is absent, the place being home like and invigorating.

You may take numerous day trips to places of interest. The village of Saranac, on Saranac Lake, is easily reached by rail in a couple of hours, and one can see lodging houses and village hotels to accommodate those with slender means in search of health or gaze upon the large caravansaries, such as the "Algonquin" Hotel or the "Ampersand," where the well-to-do New Yorker "puts up" and cools off after the excitement of coal strikes, beef trusts, watered stocks and Wall Street.

To Paul Smith's famous hotel is another day trip or a drive from Mountain View to Schroeder's Glen (7 miles), probably one of the most bewitching spots on this broad earth. I must quote a Bostonian, who was one of the driving party. As the view burst forth, coming round a bend in the road, she exclaimed:

"This glorious vista lends a charm and produces an exuberant feeling which fills one with ecstasy, rapture and delight!"

"Amen," added a meek voice.

The extreme wildness of the surroundings is a great attraction. For instance, ask "Daisy," one of the young ladies of the house to show you High Falls. There is no beaten gravelled path here with a sign to "Keep off the grass," only a blazed trail through the woods — the haunt of deer — around stumps. Over fallen trees, "O'er moss and fell," bog and bramble our fair guide leads on until the falls are reached in a wild and shel-

tered glen, not marred by quack medicine advertisements, noisy mills or unsightly buildings. Here we had some more "tall" language in another vein. Several of the party were looking up at the lofty pines, and the following exclamations were indulged in:

"Ain't it sweet?"

"Oh, it's perfectly lovely!"

"It's real elegant!"

"Isn't it simply exquisite?"

Of course, my curiosity was aroused, and I looked up expecting to see a raven, a cockatoo, a bird of extraordinary plumage, or, perchance, a possum up a gum (spruce gum!) tree. No. Not even a squirrel in sight! At last, I inquired the cause of the excitement.

"Don't you see the big lump of fungus (toadstool) for painting upon. Isn't it delightful?"

"For the land's sake," some one exclaimed, "flap jacks and dough nuts and pumpkin pie, what a fuss over an unsightly product of dead wood!"

Returning to Mountain View we were quite ready for the tea mine host Lyman had ready for us and piles of smoking hot biscuits, ham and eggs with baked potatoes, etc., soon disappeared.

WILLIAM H. EVANS.

CLOCK FOR ADAM BALLENTINE.

At the last meeting of the Retail Grocers' Association of Hamilton the most interesting feature of it was the presentation of a handsome ebony clock to Adam Ballentine. It was in appreciation of Mr. Ballentine's services on the picnic committee. Joseph Kirkpatrick made the presentation, saying many nice things of the recipient's good work.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,

LIMITED

MONTREAL, QUE.

CEYLON TEA

BLACK AND GREEN

is growing more popular every day.

Facts and figures show that the importation of Ceylon Tea into Canada has been increasing steadily for some time past.

There must be a popular demand to increase the importation of Ceylon Tea, and the wise grocer knows that it pays to sell a popular article.

Once your customers know there is no better tea than Ceylon Tea they will use it exclusively.

Now, don't let the fellow around the corner get your tea trade, but recommend and sell

CEYLON TEA

BLACK AND GREEN

and you will find that the bulk of the tea business will come to your store.

"THE EDWARDSBURG BRANDS"

Starch

... and Syrup

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

EDWARDSBURG STARCH CO'Y, Limited
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO.

COFFEE.

JAMES TURNER & CO.	
Mocha	per lb. 0 32
Damasco	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2
S. D. MARCEAU, Montreal.	
"Old Crow" Java	0 25
"Mocha"	0 30
"Cador" Java	0 30
"Mocha"	0 30
15-year-old Mandehling Java and hand-picked Mocha	0 50
1-lb. Fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's Coffee, 1-lb. tins	0 31
2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	

CONDENSED MILK.



Borden's Condensed Milk Co.	
"Eagle" Brand	\$1 65
"Gold Seal" Brand	1 30
"Peeries" Brand Evaporated Cream	1 20

CLOTHES PINS.

UNITED FACTORIES, LIMITED.	
Clothes Pins (full count), 5 gross in case, per case	0 57
4 doz. packages (12 to a case)	0 12
5 doz. packages (12 to a case)	0 22

COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto	
C. O. Beauchemin & Fils, Montreal	
\$1, \$2, \$3, \$5, \$10 and \$20 books.	
Un-covered and numbered	num Coupons
In lots of less than 100 books, 1 kind assorted	
100 to 500 books	4c. 3 1/2c.
500 to 1,000 books	3c. 3 1/4c.

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

EXTRACTS.	
HENRI JONAS & CO. Per gross.	
8 oz. London Extracts	\$8 00
2 oz. " (no corkscrews)	5 50
2 oz. " "	9 00
2 oz. Spruce essence	6 00
2 oz. " "	9 00
2 oz. Ancho extract	12 00
4 oz. " "	35 00
1 lb. " "	70 00
1 oz. Flat " "	9 00
2 oz. Flat bottle extracts	18 00
2 oz. Square " "	31 00
4 oz. " " corked	36 00
8 oz. " "	72 00
Per doz.	
8 oz. " glass stop extracts	3 50
8 oz. " "	7 00
Per doz.	
2 1/2 oz. Round quintessence extracts	2 00
4 oz. Jockey decanter	3 50

FOOD.

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

GINGER ALE & SODA WATER

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.	
Orange Marmalade	1 80
Clear Jelly Marmalade	2 00
Strawberry W. F. Jam	3 00
Raspberry " "	3 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 85
Red Currant Jelly	2 75

Jams—T. UPTON & CO.

12-oz. glass jars, per doz.	\$0 95
1-lb. glass jars 2 doz. in case, per doz.	1 50
2 1/2-lb. tin pail, 2 doz. in crate, per lb.	0 09
5-lb. tin pail, 8 pails in crate, per lb.	0 06
7-lb. wood pails, 6 " "	0 06

14-lb. wood pails, per lb.	0 06
30-lb. " "	0 06
Jellies—	
1-lb. glass jars, per doz.	\$1 51
7-lb. wood pails, per lb.	0 09
14-lb. " "	0 09
30-lb. " "	0 09

LICORICE.

YOUNG & SMYTHE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (35 or 50 sticks) per box	1 5
"Binged" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes 40)	
per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 20 5 lb. cans	1 50
"Purity" Licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

LIQUORS.

COGNAC IN CASES.

Ph. Richard.

S.O. Quarts, 12s.	\$22 50
F.C. " "	15 00
F.C. 1-15 bottles, 180s.	2 00
V.S.O.P. " "	12 00
V.S.O.P. pints, 21s.	13 00
V.S.O.P. 1/2-pints, 48s.	14 00
V.S.O.P. 1-15 bottles, 180s.	20 00
V.S.O. quarts, 12s.	10 00
V.S.O. 1-15 bottles, 180s.	18 00
V.O. quarts, 12s.	8 50
V.O. pints, 24s.	9 50
V.O. 1/2-pints, 48s.	10 50
V.O. 1-15 bottles, 180s.	14 00
V.O. decanters, 12s.	0 51
V.O. " " pints, 20s.	13 00
V.O. flasks, Imp. pints, with thumbiers	9 75
V.O. " " Reputed " 24"	10 50
V.O. " " no " 4s.	9 50
Chas. Couturier.	
Quarts, 12s.	7 00
1/2 bottles, 24s.	8 00
" 48s.	9 00
1-15 bottles, 180s.	13 50
Flasks, 24s.	8 00
1/2 Flasks, 48s.	9 00
Flasks Imperial pints, Copiale, 16s.	8 00
F. Marion & Cie.	
Quarts, 12s.	6 00
1/2 bottles, 24s.	7 00
" 48s.	8 00
Flasks, reput. d 24s.	7 10
Flasks, 1/2-pints, 48s.	8 00
1-15 bottles, 180s.	12 50
Flasks, Imp. pints with thumbiers, 16s.	8 00

Cognac in Wood.

Ph. Richard.

Gals.	Oct's.	Bbls.	Hds.
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Couturier	\$4 00	\$3 85	\$3 85	\$3 80
Marion	3 75	3 60	3 50	3 40
Ph. Richard				
V.S.O.P.	5 50	5 55	5 25	5 00
Richard				
V.O. proof. 4 15	4 10	4 00	3 90	3 80
Richard 5 up.				
proof V.O. 4 00	3 80	3 70	3 50	3 40
Richard Fine				
champagne 6 00	5 90			
Gin—Pollen & Zoon, in Cases.				
Red, 15s.			\$10 00	
Green, 12s.			5 00	
Poney, 12s.			2 50	
Gin Pollen & Zoon, in Wood.				

Gals. Oct's. Oct's. Bbls. Hds.

Gin, P. & Z.	\$3 15	\$3 05	\$3 05	\$3 00	\$2 95
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Mitchell Bros. Limited Scotch.

1 case. 5 cases.

Heather Dew, ordinary qts.	\$ 7 00	\$ 6 75		
Heather Dew, stone jars.				
Imperial, 12s.	12 50	12 25		
Heather Dew, oval flasks.				
quart, 12s.	11 25	11 00		
Special Reserve, oval pts. 24s.	11 75	11 50		
" " ordinary qts.				
12s.	9 00	8 75		
Special Reserve, 1/2 bottles, pints, 24s.	10 00	9 75		
Extra Special Liqueur, flagon, 12s.	9 50	9 25		
Extra Special Liqueur, ordinary bottles, 12s.	9 50	9 25		
Heather Dew, flasks, 48s.	12 00	11 75		
" " 1/2 flasks, 60s.	9 00	8 75		
Mullmore, Imperial oval quart flasks, 12s.	10 00	9 75		
Mullmore, flasks, Imperial pints, 24s.	10 50	10 25		
Mullmore, flasks, ordinary pints, 24s.	7 75	7 50		
Mullmore, 1/2 flasks, ordinary, 48s.	9 00	8 75		
Mullmore, ordinary quarts, 12s.	6 50	6 25		
Mullmore ordinary pints 24s.	7 50	7 25		
Scotch Whiskey in Wood.				
Gals.	Oct's.	Bbls.		
9gals.	17gals.	40gals.		
Special Reserve	\$4 50	\$4 25	\$4 15	\$3 90
Heather Dew				
"A"	4 00	3 85	3 75	3 65

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

Extra Special	5 00	4 90	4 80	4 75
Liqueur	3 75	3 70	3 65	3 50

Whiskey in Cases.				
Mitchell Bros., Limited—Irish				
Cruisier Lawn, stone jar, 12's.	\$12 50			
Old Irish, flasks, imp. quarts, 12's.	11 25			
Special, quarts, 12's.	9 00			
" Imp. pints, 24's.	11 75			
" round bottl's, quarts, 12's.	6 50			
" round 1/2-bottlers, pints, 24's.	8 00			
" 10-oz. flasks, 48's.	12 00			
" 5-oz. flasks, 60's.	9 00			

Irish Whiskey in Wood.				
	Gal.	1/2-Oct.	Oct.	Bbl.
Mitchell, "Special				
Old	\$4 50	\$4 40	\$4 35	\$4 10
Mitchell, "Old	4 00	3 90	3 75	3 65
" "B	3 50	3 40	3 30	3 25
" "C	3 00	2 90	2 80	2 75

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

Blandly Bros Wine.				
Blandly's Madeira Wine, in cases.				
Very Superior, quarts, 12's.	8 50			
Special Selected, quarts, 12's.	10 00			
London Particular, quarts, 12's.	13 00			

Blandly's Malaga, in cases.				
Pale Sweet Blue Label, quarts, 12's.	7 50			
White Label, quarts, 12's.	10 00			
Blandly's Sherry, in cases.				
Manzanilla, quarts, 12's.	8 50			
Morosa, quarts, 12's.	11 00			

Blandly's Port Wine, in cases.				
Good Fruity, quarts, 12's.	7 50			
Invalid Special, quarts, 12's.	12 00			
Blandly Bros. Wine in Wood.				
	Gal.	Octave.		
Madera, No. 1/2		\$3 50		\$3 00
" No. 3/4		4 50		4 00
Malaga Pale Sweet		3 00		2 75

Canadian Whiskies.				
		In barrels.		per gal.
Gooderham & Worts, 65 O.P.		\$4 50		
" Hiram Walker & Sons		4 50		
J. P. Wiser & Son		4 49		
J. E. Seagram		4 49		
H. Corby		4 49		
Gooderham & Worts, 50 O.P.		4 10		
" Hiram Walker & Sons		4 10		
J. P. Wiser & Son		4 09		
J. E. Seagram		4 09		
H. Corby		4 09		
Rye, Gooderham & Worts		2 20		
" Hiram Walker & Sons		2 20		
" J. P. Wiser & Son		2 19		
" J. E. Seagram		2 19		
" H. Corby		2 19		
Imperial, Walker & Sons		2 90		
Canadian Club, Walker & Sons		3 60		

Less than one bbl.				
		per gallon.		
65 O. P.		\$4 55		
50 O. P.		4 15		
Rye.		2 25		

LYE (CONCENTRATED).				
GILLET'S PERFUMED.				
		Per case.		
1 case of 4 doz.		\$3 60		
3 cases		3 50		
5		3 40		

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

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

HENRI JONAS & Co. Per gross				
Imperial, medium	\$7 50			
Imperial, large	9 00			
Tumblers	12 00			
		Per gross		
Mugs	13 20			
Pint jars	18 00			
Quart jars	4 00			

E. D. MARCEAU Montreal.				
"Condor," 12-lb. boxes—				
1/2 lb. tins	per lb.	0 35		
1/4 lb. tins		0 33		
1 lb. tins		0 32 1/2		
4-lb. jars	per jar	1 20		
1-lb. jars		0 35		

"Old Crow," 12-lb. boxes—				
1/2 lb. tins	per lb.	0 25		
1/4 lb. tins		0 23		
1-lb. tins		0 22 1/2		
4-lb. jars	per jar	0 70		
1-lb. jars		0 25		

OLIVE OIL.				
Barton & Guestier's quarts.				
		\$8 00		
		pints	9 00	

ORANGE MARMALADE.				
T. UPTON & CO.				
1-lb. glass	2 doz. case, per doz.	\$1 00		
7-lb. pails and 5 lb. tins.		0 06		
14 and 30-lb. pails.		0 06		

PICKLES.				
STEPHENS'.				
A. P. Tippet & Co., Agents.				
Patent stoppers (pints)	per doz.	2 30		
Corked (pints),		2 90		

SODA.—COW BRAND.				
DWIGHT'S				
Case of 1 lbs. containing 60 pkgs.	per box,	\$3.00		
Case of 1/2 lbs. containing 120 pkgs.	per box,	\$3.00		
Case of lbs. and 1/2 lbs. containing 30 1 lbs. and 60 1/2 lb. packages)	per box,	\$3.00.		
Case of 50. pkgs (containing 96 pkgs)	per box,	\$3.00.		

DWIGHT'S SODA
Case of 1 lbs. containing 60 pkgs. per box, \$3.00.
Case of 1/2 lbs. containing 120 pkgs. per box, \$3.00.
Case of lbs. and 1/2 lbs. containing 30 1 lbs. and 60 1/2 lb. packages) per box, \$3.00.
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.		
Case 96 10-oz. pkts. (60 lb.)	per case	\$2.80.		

MAYPOLE SOAP
A. P. TIPPET & CO., AGENTS
Maypole Soap, color per grs., \$10.30.
Maypole Soap, black per grs., \$15.30.
Ortol Soap, per gross, \$10.20.

SOAP				
GIROLIA SOAP, per gross..... 12 00				
Straw Hat Polish, per gross..... 10 20				

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

BEE STARCH.				
Cases, 64 pkgs. 48's	\$5.00			
1/2 Cases, 32 pkgs. 24's.	2 50			
Packages 10c. each.				

BRANTFORD STARCH WORKS, LIMITED.				
Ontario and Quebec.				
Laundry Starches—				
Canada Laundry, boxes of 40 lbs.	\$0 05 1/2			
Acme Gloss Starch—				
1-lb. cartons, boxes of 40 lbs.	0 06			
Finest Quality White Laundry—				
3-lb. Canisters, cases of 48 lbs.	0 06 1/2			
4-lb.	0 06 1/2			
Barrels, 200 lbs.	0 05 1/2			
Kegs, 100 lbs.	0 05 1/2			

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

Brantford Gloss—				
1-lb. fancy boxes, cases 36 lbs.	0 08 1/2			
Canadian Electric Starch—				
Boxes of 40 fancy pkgs, per case	3 00			
Celluloid Starch—				
Boxes of 45 cartons, per case	3 10			

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

STOVE POLISH.				
ENAMELINE				
No. 4—3 dozen in case, per gross	4 80			
6—3 dozen in case,	8 40			

ENAMELINE
LIQUID ENAMELINE
FOR DURABILITY AND FOR CHEAPNESS THIS PREPARATION IS TRULY UNRIVALLED.

RIISING SUN STOVE POLISH
For durability and for cheapness this preparation is truly unrivalled.

Per gross				
Rising Sun 6-oz. cakes, 1/2-gross bxs	50			
Rising Sun, 3-oz. cakes, gross boxes	4 50			
Sun Paste 10c. size, 1/4 gross boxes	10 00			
Sun Paste, 5c. size, 1/4 gross boxes	5 0			

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

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

SALADA CEYLON TEA

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

RAM LAL'S PURE INDIAN TEA
WARRANTED ABSOLUTELY PURE AS MANUFACTURED ON THE GARDENS OF INDIA.

Cases each 60 1-lb.	0 35			
" " 60 1/2-lb.	0 35			
" " 30 1-lb.	0 35			
120 1/2-lb.	0 36			

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

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

CROWN BRAND				
Wholesale Retail				
Red Label, 1-lb. and 1/2's	0 25	0 50		
Blue Label, 1-lb. and 1/2's	0 28	0 45		
Green Label, 1-lb.	0 19	0 45		
Green Label, 1/2's	0 20	0 25		
Japan, 1s.	0 19	0 25		

E. D. MARCEAU, Montreal.				
Japan Teas—				
"Condor" I 40-lb. boxes	0 37 1/2			
AMD AAA 40-lb. boxes	0 37 1/2			
"Condor" II 40-lb. boxes	0 36			
" " II 80-lb.	0 35			
" " III 80-lb.	0 32 1/2			
" " IV 80-lb.	0 30			
" " X 80-lb.	0 50			
" " V 80-lb.	0 24			
" " XXXX 80-lb. boxes	0 21			
" " XXX 30-lb.	0 21			
" " XXX 80-lb.	0 21			

TRADE OUR MARK **AUER LIGHT MANTLES** LONGEST LIFE & BRIGHTEST OUR TRADE MARK

Our Chief Business



is making mantles that last the longest and give the most light. **A** is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

HIGH GALLERIES	Best Quality
LOW GALLERIES	2nd Quality
LOW STRAIGHT CHIMNEYS	
BARREL	
MICA CANOPIES	
PEAR GLOBES	
OPAL SHADES	
APPLE GLOBES	SUNDRIES

AUER LIGHT CO., MONTREAL.

More Money for you.

"Empire" Soda gives you a better profit than any other package Soda on the market.

Better goods for your customer.

"Empire" Soda will give your customers better satisfaction than any other soda on the market.

WINN & HOLLAND,
SOLE AGENTS FOR CANADA,
MONTREAL.

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The Roberts Advertising Agency,
WINNIPEG, CANADA

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

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Write for scale of charges, etc., to

THE GLENER CO.,
Limited
"Gleaner" Office, ... KINGSTON, JA.

BASKETS

We make them in all shapes and sizes. We have

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

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

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

BUSINESS NEWS

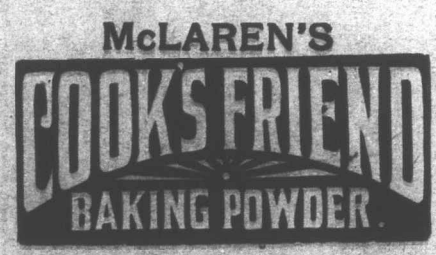
of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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Telephone Main 1285.
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.



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

Retail
0 50
0 45
0 35
0 25
0 25

0 35
0 37
0 36
0 34
0 32
0 30
0 28
0 27
0 26
0 25
0 24
0 23
0 22
0 21
0 20
0 19

0 28

0 19
0 20
0 25
0 36
0 44
0 32
0 42
0 50
1 50

0 35
0 30
0 25
0 20
0 17

per lb.
34
35
29
28
29
25
23
35
34
29
25

ED.
0 39
0 52
0 48
0 36
0 39
0 34
0 29
0 44
0 41

Per doz
0 29
0 27
0 20
0 27
0 22
0 17
0 45
0 35
0 25
0 50

0 60

1 50
1 60
1 80
1 35
1 45
1 35
1 35

Per doz
1 55
1 70
8 50
7 00
6 00
5 25

1 00
1 00
1 00
1 00
1 80



Don't use this kind of a light

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.



For Lime Flint.

LAMP CHIMNEYS

WITH THESE LABELS

ARE THE BEST.



For Lead Flint.

GOWANS, KENT & CO.

Wholesale

Crockery and Glassware
China and Lamp Goods

TORONTO and WINNIPEG.



**WETHEY'S
CONDENSED
MINCE MEAT**

Quality Unsurpassed. Purity Unquestionable.

There is money in handling Wethey's Condensed Mince Meat, and the grocer who pushes the sale of it is sure to profit by sales of other things.

Do not let customers go around the corner for Wethey's. If they go for Wethey's, they will go for other things too.

Manufactured by

J. H. WETHEY,
LIMITED,

ST. CATHARINES, ONT.

Crosse & Blackwell, Limited

*Pickles, Sauces, Jams and
Preserved Provisions.*

C. E. COLSON & SON,

MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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MONTREAL, QUE.
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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Oakey's

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

**'WELLINGTON'
KNIFE POLISH**

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

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Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

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