

PUBLISHED  
EVERY  
FRIDAY

CIRCULATES  
IN EVERY  
PROVINCE

# THE CANADIAN GROCER AND GENERAL STOREKEEPER



## QUALITY..



When a salesman talks price to you

**Ask him about QUALITY**

When he talks quantity . . .

**Ask him about QUALITY**

When he talks merit to you . . .

**Ask him about QUALITY**

That's the \_\_\_\_\_

**STRONG POINT**

in

## Colman's Mustard

# STARCH. 3 Winners.

**BENSON'S PREPARED CORN  
BENSON'S ENAMEL STARCH  
EDWARDSBURG SILVER GLOSS**

**Edwardsburg Starch Co., Limited**

**ESTABLISHED 1858.**

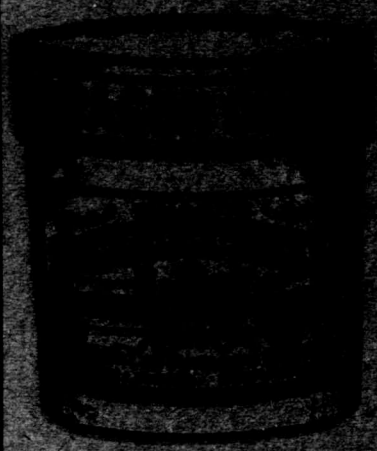
Cardinal, Ontario.

Montreal, Quebec.



THE CANADIAN GROSSER

<p><b>Corn Brooms</b></p>	<p><b>BROOMS</b></p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck"</p>
<p><b>STANDARD BRANDS</b></p>		<p>"GEM" "WIRE" "SNOW" "DORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p>
<p>Wood, Bone, Nickel, Silver and Flush Handles. Large Variety. Low Prices.</p>		<p>Always reliable and as represented.</p>
<p><b>WHISKS</b></p>	<p><b>Corn Whisks</b></p>	
<p><b>The H. A. Nelson &amp; Sons Co., Limited</b> 59 to 63 St. Peter Street <b>MONTREAL</b> Toronto Sample Room: 56 and 58 Front St. West</p>		



If you are a Grocer, you sell Cheese.

As CHEESE forms a considerable part of a Grocer's trade, it is most important that he should be especially careful to see that he gets a reliable article, as he is judged according to quality.

You will be judged right by selling

**MILLAR'S  
PARAGON CHEESE.**

Manufactured by  
**The T. D. Millar Paragon Cheese Co.**  
MONTREAL, QUEBEC

Agents—Frank Hagar & Co., Montreal    A. D. Nichol & Co., Quebec  
Joseph Lamer, Winnipeg

**COLEMAN'S**

Established 1868.

**SALT**

"Educate your customers in regard to quality."

This is especially true with regard to Salt. You want your customers to buy Salt that will bring them in a good return—by producing the finest butter and cheese. You likewise desire to sell Salt to housekeepers that will not set hard in the salt cellar or dredger, and that possesses the pure, sparkling, white color that first-class Salt alone can have.

Educate them thoroughly by advising them to buy Coleman's or Rice's Salt, and the results will give them confidence in your judgment forever after. These Salts are pure—they do not cake—certain to please.

**RICE'S**

Address:  
**R. & J. RANSFORD**  
Clinton, Ont.

**SALT**



## The Pickling Season.

The grocer who has sold the absolutely pure Malt Vinegar brewed by John Stephens, Son & Co., Limited, in the largest and most perfectly equipped Vinegar Brewery in all England, is getting ready to send his orders to us NOW for "the pickling season." It's the grocer who has never yet sold Stephens' Vinegar that we're after—THAT grocer will have a run on Vinegar that will surprise him if he sells

### Stephens' Pure Malt Vinegar.

The reason why is because every woman who buys it will find the pickles she puts up sound and piquant and perfectly preserved when she opens the bottle next winter. There's not a woman in the land but takes great pride in the quality of her home-made preserves, and especially in the quality of her "home-made pickles."

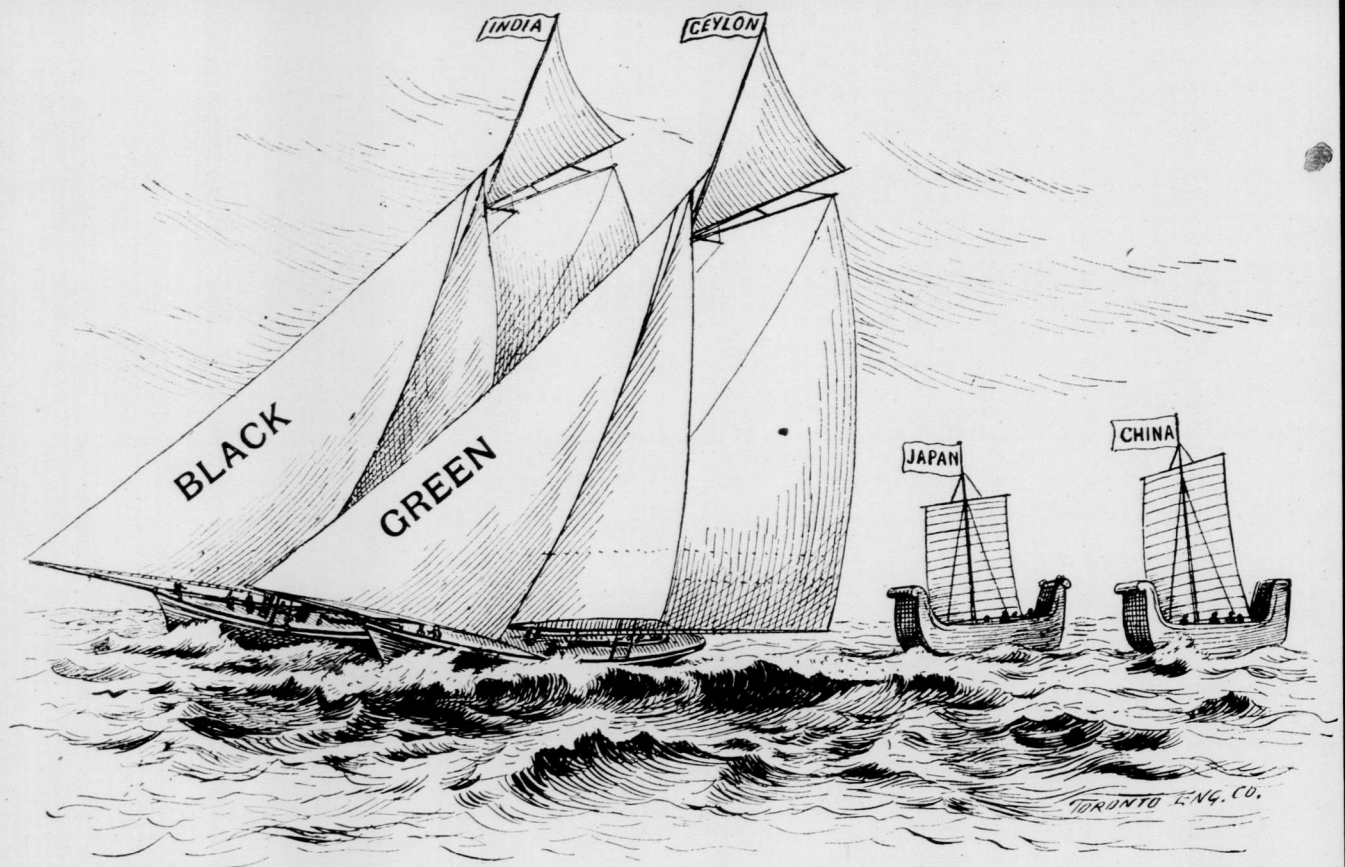
If you recommend Stephens' Malt Vinegar, or if you give it out to a woman when she simply asks for "Vinegar," you'll win that woman's permanent business. And the pickling season is just around the corner—please remember that.

**Arthur P. Tippet & Co., Agents,**

8 Place Royale, Montreal

23 Scott St., Toronto





# Ceylon <sup>AND</sup> Indian TEAS

are forging ahead day after day. The tasteless Chinas and fishy Japans are dropping quietly behind.

The Ceylon Green Tea is quickly displacing Japans, just as the Ceylon Black eclipsed the Chinas.

Intrinsic value, helped by extensive advertising, makes it a very easy matter for the retailer to sell

## Ceylon and Indian Teas.



## Great Weather

for your Cigar trade.  
I hope you're improving it and making money fast by selling my Cigars. Every Cigar you put out now wins a new customer and a permanent one for Payne's Cigars.

There are a few grocers left who have not yet sent in for that "trial order" and they are losing money every day this hot weather. Since I take the last cent's worth of risk on my "trial order" I can't figure out just where the shoe pinches. If they'd only write me I am confident I could explain away the last vestige of doubt!

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

# "The QUALITY that NEVER FAILS"



When the grocer recommends

## "STERLING" Brand Pickles

he knows that he has made a pleased customer.

### T. A. LYTLE & CO.

124-128 Richmond St. West, - TORONTO.

## The Well Being of the Household

largely depends upon the wholesomeness of the food that is served. The highest authorities in the country have agreed that the wholesomeness of Tillson's Molina Rolled Wheat in hot weather should make it a Breakfast Food to be desired everywhere

### Tillson's Molina Rolled Wheat

supplies the system with ideal nourishment in hot weather and it does not heat the blood. Continued use of it yields new health and strength—it gives vim and vigor to weary bodies and minds. You are behind the times if not selling it. It is becoming as staple as flour. It won't "go sour" or musty on your shelves. It will pay you to cater a little to "the well being of the household."

THE TILLSON COMPANY, LIMITED,  
Tilsonburg, Ont.



**"IMPERIAL" WHITE WINE VINEGAR**  
*Has No Equal.*

Sparkling in appearance— Rich in flavor— Guaranteed uniform quality—  
 Clear as crystal— Round and mellow— Full strength—  
**SEE IT! TASTE IT! TEST IT!**

If favored with your inquiries our travellers will take pleasure in showing samples and quoting prices.  
 Five qualities from 16 to 32 cents.

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



**"CLOVER LEAF" SALMON**

Choicest Quality Most Attractive Package.

**DELAFIELD, MCGOVERN & CO.**  
**NEW YORK.**

**AYE READY!**  
**JATERSONS'**  
**"CAMP" COFFEE**  
**IS THE BEST.**

PRODUCING A CUP OF DELICIOUS COFFEE  
 AT A MOMENTS NOTICE.

ASK YOUR WHOLESALE GROCER  
 FOR IT.



**Batty & Co.**

ESTABLISHED 1824.

LONDON.



OLIVES  
 AND  
 PURE  
 OLIVE  
 OILS.



INDIAN  
 CURRIES  
 AND  
 CHUTNIES.

Makers of High-class

**PICKLES**  
 OF  
 ALL KINDS.



**SAUCES**  
 OF  
 ALL KINDS.



**THIS JOURNAL** is the only one of its kind in Canada circulating extensively among Grocers and General Merchants in the Provinces of Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland, Ontario, Quebec, Manitoba, British Columbia and the Territories. In using **THE GROCER** you cover the field.

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VOL. XIV.

TORONTO AND MONTREAL, JULY 20, 1900

NO. 29

### GROCERY TRADE OF THE FUTURE.\*

BY MR. FINLEY ACKER, PHILADELPHIA.

**S**TANDING as we do almost upon the threshold of a new century, which gives promise of the most marvelous scientific and industrial development, and in the very midst of this magnificent International Exposition, which has brought together the products of the most advanced thought in the industrial and artistic world, it seems to me eminently fitting to direct attention to the remarkable evolution of the grocery trade, and also to point to certain vital features which characterize that trade at the present time, and to anticipate some of the changes which in the future may be the logical outcome of its continued evolution. In treating this I will, however, confine my observations to the grocery trade as operated in the United States, for I do not claim to be sufficiently familiar with the practical grocery conditions of Europe to warrant me in forming conclusive opinions regarding their status on this side of the Atlantic. But, inasmuch as we find the elements of human nature to be similar the world over, so we may also assume that the inherent principles of business are essentially the same in both Europe and America, notwithstanding those surface differences which may owe their origin to different conditions and environment, or to different degrees of development.

Half a century ago the

TYPICAL RETAIL GROCER OF AMERICA was a man of limited means, limited stock, limited trade, limited enterprise, and, I might also truthfully add, limited commercial capacity. At that period the entire

\* Paper read at the International Conference of Grocers, Paris.

assortment of groceries was confined to such staple articles as coffee, tea, sugar, salt, flour, butter, cheese, smoked meat, and salt fish, and containing but few, if any, strictly fancy food products. But, in strong contrast with this primitive condition, we find that a complete stock of staple and fancy groceries to-day includes an almost innumerable aggregation of dainties and luxuries, which represents the most skilful manipulations of the epicure, combined with the practical achievements in the science of canning and preserving. In its sphere the grocery trade may justly claim the same advance and improvement which have marked all the other industrial and commercial arts during the latter half of the most marvellous century of the world's history. But recent tendencies in the grocery trade of the United States are causing great uneasiness to many thousands of small dealers, who fear that the encroachment of

#### THE LARGE DEPARTMENT STORES

on the one hand, and the local branch of the extensive cut-rate grocer on the other, will, sooner or later, drive them out of business. The problem is, indeed, a serious one, although in principle it is essentially the same as in all trades or occupations in which the discovery of new labor-saving appliances, or the adoption of new methods, either supplants the former hand labor, or requires a modification or readjustment of future policies or regulations.

In considering the question of the "Grocery Trade of the Future," it seems to me necessary to treat it upon a broad, comprehensive basis, which recognizes the

existence and operation of inherent commercial laws; which favors the largest amount of individual freedom and enterprise; and which heartily endorses the equitable doctrine of "the greatest good to the greatest number." Any conclusion derived from the consideration of this question upon a lower or narrower plane of thought than the above will, in my judgment, be but superficial, temporary, and illusive. If the above basis be sound, it is evident that the supreme and final arbiter of what forms of business shall survive or be the most successful must be that large part of the community who are known as the buying public. The policy of "the greatest good to the greatest number" implies that the wants and wishes of the buying public shall be most carefully ascertained and most cheerfully complied with—so far as this can be done without violating judicious business principles and regulations. The adoption of the above principle in business does not necessarily imply that philanthropy shall primarily control or regulate business ventures; on the contrary, the result of its hearty adoption will more likely demonstrate that the most satisfactory and commercial results will follow where the policy of "the greatest good to the greatest number" is strictly followed as a distinct business regulation.

In America we hear frequent complaints from retail grocers as well as from other exclusive traders regarding the encroachment of the department stores; but when the success of the department store is traced to its basic cause, I think it will be found that many of these

MAMMOTH AND PRINCELY ESTABLISHMENTS are more truly and more effectually the real servants of their patrons than are many small stores in which the proprietor con-



**RISING SUN**  
IN  
**CAKES**  
WELL KNOWN AND RELIABLE.

**STOVE POLISH** and **SUN PASTE**  
**STOVE POLISH**  
IN **TINS**  
GUARANTEED TO THE TRADE

**DURABLE**  
**3000 TONS SOLD YEARLY**

**DUSTLESS, LABOR SAVING,**  
**BEST IN THE WORLD.**

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

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

**MORSE BROS., Proprietors, Canton, Mass.**

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

siders himself entitled to act as an absolute autocrat. A moment's investigation of the manifold conveniences and accommodations which these enterprising stores extend to their patrons—accommodations and conveniences which are frequently unattended by direct sales or profit—fully demonstrates the soundness of this view; and the growing popularity of such stores also emphasizes the fact that they have come to stay, and the sooner the small trader bends his energies to serve his patrons even more faithfully than his larger rival, instead of dissipating his energy in trying to exterminate him, the sooner will he, in my judgment, get his business upon a basis which will be impregnable as possible against assaults of all rivals—no matter whether they be the general department store or the extensive cut-rate grocers.

In offering the above opinion I wish to say that I do not believe it represents the views of the majority of the grocery trade of the United States at the present time. On the contrary, I am aware that the trade generally have condemned at various times and in various ways the development of these stores. But I think it can also be demonstrated that every public attack that has ever been made upon this system of doing business has had the effect of simply advertising the department stores so favorably and so effectually to the buyer that they could well afford to have paid a large sum for the

INVOLUNTARY ADVERTISEMENT.

In order to avoid any possible misunderstanding, I therefore desire to assume entire personal responsibility for the views which I express; but I should be untrue to myself and false to my position were I, because of the fear of adverse criticism, to refrain from treating this question with absolute frankness and upon a broad basis of equity; and I treat it in this manner with all the greater freedom because of my absolute confidence in the inexorable operation and ultimate

triumph of all fundamental laws, regardless of who may temporarily defy them. But I would not like the above remarks to create the impression that the grocery trade of the future is to be carried on principally by the department stores; on the contrary, on account of the location of such stores being generally remote from the home of the buyer, and on account of the greater percentage of expense for conducting the department store business, it is reasonable to assume that the small trader will continue to be a local necessity or convenience—provided he gives that

UNIFORM AND EFFICIENT ATTENTION TO CUSTOMERS

which has made so many department stores popular and successful; and this spirit of rendering to the customer the best possible service must characterize the successful grocers of the future, regardless of whether they conduct a large or a small establishment.

With this general view before us of the basic principle for conducting the grocery business of the future, it may be well to consider the changes which have taken place in our industrial and local conditions during the past 50 years, and which, as they continue to take place, are bound to have a corresponding influence upon the future of all industrial lines. In the United States to-day, in consequence of the increased earning capacity of its people, the varied fertility of its soil, the perfection of the canners' and preservers' art, and the prompt service and low rates of railroad and steamship transportation, the table of the wealthy is supplied during all seasons of the year with an almost endless variety of delicacies, fruits, vegetables, meat and fish, which at an earlier period in our history could not have been procured at any cost. But this varied assortment of food products is by no means confined to the table of the wealthy, but is now also used to a considerable extent by those in moderate circum-

stances and even by the poor. In fact, the table luxuries of a generation or two ago have become the apparent necessities of the poor to-day; and successful manufacturers realize that.

THE TASTE OF THE PUBLIC

is becoming more and more critical, and not only must the palate be gratified, but the eye must be pleased as well; and they are beginning to realize that the ingredients used in their products must be at least harmless, if not nutritious, and that cleanliness and sanitary regulations must be observed in the process of manufacture. The world to-day is better informed than ever before regarding quality, and wide-awake manufacturers are realizing that if they can produce food products that are as wholesome, and particularly if they are more palatable than the housewife can prepare in her own kitchen, and if they can furnish such products at nearly the cost of home manufacture, many housewives are ready to purchase such products, and thereby relieve themselves of what they regard as household drudgery. If this be the case—and it seems to be verified by the experience of the past decade—we are justified in believing that the grocery trade of the future will have even a larger variety of food products to sell than they have in the past, and in consequence the grocery trade should increase both in variety and volume, even though the number of buyers should remain the same. It is thus possible and

PROBABLE EXTENSION OF THE GROCERY BUSINESS

which justifies sanguine expectations of its rapid and continued development—for the perfection of the canners' and preservers' art makes such possibilities almost limitless in their variety and number.

The outlook, therefore, based upon the developments of the latter half of the present century, warrants us in expecting that the future of the grocery trade will represent something more than mere shopkeeping,



# EMPIRE DESSICATED COCOANUT



Packed expressly for us in **Ceylon** has arrived, and we now offer you four brands—

**STRIP, MEDIUM COARSE, FINE BULK**

**ALSO 1 AND ½-LB. LEAD-LINED PACKETS.**

---

**LUCAS, STEELE & BRISTOL, - - Hamilton, Ont.**

---

**HERE ARE DOLLARS TO BE MADE BY BUYING  
AT PRICES WE ARE TO-DAY SELLING:**

## Green Rio Coffees

Types 4, 5, 6 and 7—all lovely, flinty Green Coffees.

## Japan Teas

to retail at a quarter and

GIVE YOU A GOOD PROFIT.

---

**James Turner & Co., 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.






 Sobrite

## A Cleaner and Polisher.

Something new in the polishing line. Will not scratch. Neatly packed, 1 doz. in a box, 90c. per doz. Sells at 10c.

## THOS. KINNEAR & CO.,

Wholesale Grocers.

49 Front Street East, TORONTO.

which is commonly understood to be the mere selling of wares for which the buyer asks; it suggests the elevation of the trade to the dignity of high-grade merchandising, which involves the study and selection of goods, the possible creation of new varieties and fancies, or the direct manufacture of many articles; and it may mean not only a technical knowledge of the nutritive, palatable and digestive properties of each article sold, but also their best manner of preparation and serving, so that instead of the buyer being obliged to depend upon chance information regarding the most desirable food, he can depend absolutely upon the merchant grocer for such in its most advanced form.

To carry out this idea of the future in tangible form and to its fullest extent

### MAY REQUIRE A STAFF OF EXPERTS

in hygiene, chemistry, cooking, catering, and even editing, in order that any question regarding the wholesomeness, chemical constituents, or preparation of food may be answered with intelligence and authority; while in addition a periodical publication of the latest food news will keep the readers reliably informed upon everything that will add to the delights and pleasures of the table. If this view be regarded as visionary,

I will merely assure the sceptic that this is being partly done even at the present time; but with the developing and perfecting of all forms of trading, it is only reasonable to assume that in the largest grocery establishments of the future the above ideal will be found both practicable and profitable; and the evolution of the idea may include, in time, not only the sale of groceries, but also the sale of foods of every variety in both their raw and prepared condition; and the prepared foods may also be sold in the grocery restaurants to those who wish them, or served at their homes through an efficient catering department. But the above suggestion can apply only to extensive establishments, and relates more particularly to those who cater for the wealthy or the well-to-do, and to whom quality, palatability, and convenience are of more importance than

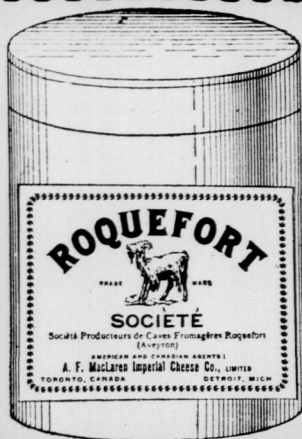
### THE QUESTION OF PRICE.

But the hint is not without significance, even to those who cater to the very poor. Inasmuch as the health and strength of the individual is largely dependent upon the nutritive properties of the food he eats, I feel that the mission of the grocer is one of great responsibility, and, from a humanitarian point of view the dealer will be richly rewarded if he gains such practical knowledge of the nutritive properties of food as

will enable him to assist the poor to secure the greatest possible nutriment from their hard-earned money. While some attention has been bestowed by scientific men upon the study of the kinds of food best suited for men, women and children pursuing different avocations in life, I am afraid this knowledge has not yet been utilized in such practical form as to regulate the dietary habits of the community—particularly those of the poor. I realize the obstacles which confront the hygienic dietitian who attempts to teach people to modify their habitual taste for food and direct it into new channels with a prospect of creating purer blood, stronger muscles, and clearer brains; but the effort, if worked out upon practical lines, is well worth the undertaking, and the man, or men, who succeed in thus adding to the health and happiness of the poor of our great cities well merit a place in the history of humanitarianism which will be far higher and more worthy than those who, under some of the forms of so-called charity, destroy the very basic principle of manhood, which is human individuality and self-respect.

### HOW TO CONDUCT BUSINESS

at the least possible cost is a problem which every small trader, especially those catering to the poor, must solve if he hopes to



# CHEESE

You know  
the rest.

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





# RICE { JAPANS, PATNAS, JAVAS.

We are showing some very handsome samples.

## THE DAVIDSON & HAY, LIMITED

36 Yonge Street

Wholesale Grocers

TORONTO

successfully combat modern competition. Fortunately for him, he is able in the large cities of the United States to purchase many of the staple and proprietary articles from a retail grocers' exchange at almost as low a price as the largest jobber, as he is charged only 1 or 2 per cent. more than the lowest price to the jobber. If the small traders work together, I see no reason why these exchanges should not eventually include the sale of all such goods as are commonly sold in the grocery line, and when this is done the small dealer can buy approximately as cheap as the department stores or the very extensive grocer, and if this be the case it will be his own fault if he permits his larger rivals to capture his trade in his own local territory. Within the limits of a single address it would be unwise for me to enter into more minute details of this fertile and comprehensive subject. If my premises are carefully and impartially analyzed, I believe it will lead to the following conclusions:

First.—The world is big enough and varied enough to support dealers of all varieties and dimensions, and the right should be accorded to every individual to develop his business in whatever direction and to whatever extent his particular genius directs.

Second.—The principle of rendering the best possible service to the buyers should dominate every dealer, and such principle must be employed by all who hope to withstand keen competition.

Third.—The perfection of the canners' and preservers' art, and the reasonable prices at which such goods can be furnished, justifies the expectation that the stock of the grocer and his consequent sales will be gradually enlarged.

Fourth.—The study of food and its relation to the health and strength of the community is assuming greater importance, and is consequently lifting the grocery trade to a higher plane of importance and dignity.

Fifth.—The possibilities in the manufacture and sale of new food products, and the possibilities in the development of the business into new and extensive fields, command the respectful consideration not only of the small shopkeeper, but of the extensive merchant as well.

I trust that these few remarks will give a broader and also an encouraging view of the "grocery trade of the future," and, if the present development continues, we will probably find the epigrammatic prediction fulfilled that "the grocer of the future,

because of his advocacy and sale of the most wholesome and nutritious foods, may prove a greater boon to humanity by conserving its health than the physician who attempts to restore it." I thank you for your kind attention, and trust the discussions before this congress will prove beneficial to the entire grocery fraternity of the world.

### OIL FROM TEA SEED.

Tea seed oil is used for illuminating purposes in the south of China, but, according to *The India Planters' Gazette*, it will not burn in cold climates. An old skipper who has had considerable experience in the China seas, informs *The Gazette* that in the China trade, tea seed oil was looked upon as the best vegetable oil for preserving wood, owing to its possessing great penetrating power on dry wood; and that if it is put on fairly thick on the under-water side of a ship's wooden deck exposed to the hot sun, it comes to the surface in a few hours and materially adds to the hardness of the deck and to its life. The penetrating properties of tea seed oil on wood are superior to the ordinary bright varnish or pine oil in common use for preserving wood in Europe, and, like cocoanut oil, it possesses the peculiar property of shrinkage.

WHO SAID



TURNIPS?



**TRADING STAMPS IN VICTORIA.**

A MEETING of retail merchants was held in Victoria, B.C., on July 11. Among those present were: J. H. Getschman, Thomas Redding, H. Firth, Aaron Garland, John McSweeney, F. E. Plummer, John Leonard, Watson & Hall, Shroeder Bros., M. J. Thompson, H. C. Lester, J. T. McDonald, W. A. Jameson, Hardress Clarke, Jas. Renouf, Fred Carne, jr., T. E. B. Jones, John Speed, of Speed Bros., William Wilby, L. Goodacre, E. P. Chapman, W. J. Pendray, David Spencer, sr., David Spencer, jr., G. A. Richardson, W. Bickford, A. N. Raby, H. Mansell, W. Bowness, J. J. Shallcross, C. H. Lugin, D. R. Ker and others.

W. A. Ward, president of the Board of Trade, occupied the chair, and A. Gilson acted as secretary. The chairman briefly outlined the object of the meeting and asked Mr. Carne to take the initiative in bringing matters to a business basis.

Mr. Carne explained that the grocers of Victoria had held a meeting, and as they, with the other retail merchants of the city, were heartily tired of the trading stamps, they asked the cooperation of the board of trade in an effort to stamp out the evil.

President Ward read a letter from A. C. McGregor, who was unavoidably absent from the city. Mr. McGregor expressed approval of the movement to do away with the system.

Mr. Carne thought they should do away with the stamps, coupons and premiums of all kinds.

W. Williams, of B. Williams & Co., thought that efforts should be confined to doing away with trading stamps; that would be sufficient.

Ald. Cameron thought this opened an important point for discussion. In his opinion they should do away with all premiums.

A. G. Bandless thought that the doing away with trading stamps would be sufficient. There might be occasions when business firms might consider it necessary or advantageous to give something in the nature of a cash discount or premium. He was much opposed to the trading stamps, however; it was in his opinion a big mistake that the system should be in operation, and it would be found that the merchants would get along all right without them after they were gone.

Mr. Williams again expressed the opinion that all that it was necessary to do was to do away with the trading stamps.

Mr. Carne believed that the trading stamp system was inaugurated owing to the fact that merchants had been giving away coupons and premiums.

After some further discussion, the follow-

ing resolution was carried, only three of those present voting against it:

We, the undersigned retail merchants of the city of Victoria, B.C., hereby pledge ourselves that on and after August 1, 1900, we will not offer trading stamps as an inducement for business, or premium gifts or coupons for drawings or lotteries, or give any consideration for the purpose of inducing customers to deal with us, other than the articles bona fide to be sold or to be offered for sale.

The following committee was then appointed to obtain signatures and carry out the details for the discontinuance of the stamps and other evils in the retail trade, with power to add to their number:

Grocers—A. Gilson, W. A. Jameson, J. H. Todd and D. R. Ker; dry goods—Westcott and Richardson; boots and shoes—Patterson and Mansell; clothing and men's furnishings—W. G. Cameron and Wilson; hardware—Shore and Bowness; butchers—Gus Porter; confectioners—Lilley and James Brenchley, manager for J. R. Steward & Co.

There was some further discussion of an unimportant character, and the meeting adjourned, Ald. Cameron moving a vote of thanks to the board of trade for kindness in arranging the conference.

**A MERCHANT MARRIES.**

On Wednesday of last week, the residence of Mr. N. Dietrich, Trafalgar street, Goderich, was the scene of a pretty wedding, when his daughter, Mary Elizabeth, was joined in wedlock's bonds to Anthony J. Ruggle, of the firm of A. Ruggle & Sons, general merchants, Floradale, Ont. The nuptial knot was tied by Rev. Jas. A. Anderson, B.A., pastor of Knox church. Emeline, sister of the bride, being bridesmaid, and Theo. J., brother of the groom, best man. At the conclusion of the ceremony those present partook of the excellent wedding breakfast, and the happy couple left by the 2 30 train on a two weeks' honeymoon trip, which will include Detroit and other cities. The wedding was private, only relatives of the contracting parties being present; nevertheless the bride was the recipient of many valuable and useful presents. THE CANADIAN GROCER joins with the friends in congratulations.

**PERSONAL MENTION.**

Mr. John McGonigle, grocer, Rossland, B.C., was married to Miss Annie Schlicht on Tuesday, July 10.

Mr. P. C. Larkin, Toronto, proprietor of the "Salada" tea, is in Montreal.

Mr. Geoffrion, of L. Chaput, Fils & Cie., Montreal, returned home this week by the S.S. Dominion. He is looking well after his three months' holiday in Europe.

Mr. Charles Chaput, of the firm of L. Chaput, Fils & Cie, Montreal, left last week, in company with Mrs. Chaput, for a holiday of several weeks in Old Orchard.

**TRADE CHAT.**

A NEW creamery has been opened in Winnipeg, Man. The butter will be shipped to the Pacific Coast for sale.

The canning factory in Oshawa, Ont., is now in full operation.

Drew & Son are about to open a general store in Snowflake, Man.

Dupuis & Laroche, grocers, Coaticook, Que., have moved into other premises.

A number of capitalists in Scotland are anxious to buy the beet sugar factory at Warton, Ont.

The Grocers' Association of St. John, N.B., have decided to have a picnic some time in August.

The Cole Butter and Cheese Co., Limited, have been incorporated with a capital of \$300,000; head office at Ottawa.

The mayor of Leamington, Ont., has issued a notice that all shops shall be closed early from July 17 to December 31.

Arrangements have been completed for the St. John, N.B., grocers' picnic. It is to take place at Watter's Landing, N.B., August 14.

Two Government representatives, Prof. Dean, of Guelph Agricultural College, and G. C. Creelman, are in Widdifield, West Nipissing, looking over the territory for a site for a creamery and cheese factory.

The J. K. Armsby Co., Fresno (California), Chicago and Boston, have made arrangements to carry on their business in figs, raisins, salmon and Californian products in Quebec. They will be represented there by the firm of Robt. Mitchell & Co., wholesale brokers, Quebec.

**HAMILTON GROCERS AT THE FALLS.**

The retail grocers of Hamilton, Ont., held their annual picnic at Niagara Falls and Buffalo on Wednesday, July 18. It was under the auspices of the Retail Grocers' Association. Fully 3,500 people were present, and it again proved to be the biggest and best affair of the kind in Canada.

Four train loads of citizens went to the Falls, the first two trains having each 14 coaches, the third one 11 and the fourth 8. The Buffalo train, which left at 10.45, had three extra coaches. The 13th Regiment band went on the second train, and enough tea, coffee, milk and sugar went along to supply 4,000 people. The arrangements were complete. John O. Carpenter was chairman of the committee, and W. R. Harvey, secretary.

Mr. Henry Swan, of Swan Bros., grocers, Toronto, sailed from England July 19.



## A Word about Teas.

Existing conditions point with certainty to marked advances in all lines. **TEAS** now, as always, constitute our principal department. We carry an unequalled range of **INDIANS, CEYLONS, YOUNG HYSONS, OOLONGS, JAPANS, JAPAN SIFTINGS AND BLENDED TEAS**, especially selected for this market, all bought at lowest point for value—not for price—our invariable rule.

We advise early buying; a post card will bring samples and quotations promptly.

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

WHOLESALE IMPORTING  
AND MANUFACTURING GROCERS.  
IMPORTERS AND BLENDEES OF TEAS.

**TORONTO.**

### MANITOBA MARKETS.

Winnipeg, July 16, 1900.

**T**RADE has been good, on the whole, and the volume larger than anticipated. Collections, however, continue slow, nor is there much hope of improvement. There is no doubt, however, that the general tone of trade is much improved. The changes in price for the week are not great.

**SUGAR**—The chief event of the week is the sugar situation. The wholesale men of Winnipeg have been admitted to the Wholesale Guild. Prices here will be, for the future, fixed by that Guild. American and German sugars will be excluded from the market. The change in price is already radical, granulated showing an advance of 25c. per cwt. since last market. All right-thinking individuals will be glad of the change, as, owing to the competition, this article has long been handled by the retailers here at cost, if not at an actual loss. We quote: Extra standard granulated, per cwt., \$5.75; extra ground, \$7; powdered, \$6.75; lumps, \$6.15, and bright yellows, \$5.10.

**CONFECTIONERY AND SWEET BISCUITS**—Owing to the advance in sugar, sweet biscuits and confectionery all show slight advances, amounting to, perhaps, 5 per cent.

**TEAS**—From information arriving this week, it would appear that China teas of equal quality will be from  $\frac{1}{4}$  to  $\frac{1}{2}$ c. higher than last year. It is partially due to the advance in freight rates. From the same sources it would appear that the quality is very fair. New crop Japan also shows an even greater advance, it being quoted at from  $\frac{1}{2}$  to 2c. higher than last year.

**CANNED GOODS**—There is no change in last year's goods on this market. With regard to the new pack, the differences between the packers and the wholesale houses still continue. The price is from 40 to 50c. per case higher than the opening price of last year. Peas are likely to be higher than last year. Prices for new pack goods are about as follows: Tomatoes, per case, \$2.25 to \$2.50; green peas, \$2 to \$2.50; beans, \$2 to \$2.50; corn, \$2; strawberries, in syrup, \$3.40; do., in sugar, \$3.65; raspberries, in syrup, \$2.25; do., sugar, \$2.55. Peaches, pears, apples and plums not yet rated.

**DRIED AND EVAPORATED FRUITS**—No change has occurred in these lines. Dried apples continue scarce and in good demand; in fact, they are practically the same price as evaporated. Although no further advance has occurred in the currant market, all advices point to great shortage of crop owing to the ravages of the peronosporus moth: Raisins, Valencia off-stalk,

per box, \$2.50; raisins, Valencia layers, per box, \$2.50 to \$2.60; loose muscatels, 2 to 4-crown, per lb., 8 to 9c.; apples, evaporated, per lb.,  $7\frac{1}{2}$  to  $7\frac{3}{4}$ c.; apples, dried, per lb., 7 to  $7\frac{1}{2}$ c. On peaches, pears, apricots and plums, no prices are given for new stock.

**COFFEE**—Coffee is in fair demand and very firm: Green Rio, 11 to  $11\frac{1}{2}$ c.

**CANNED MEATS**—Owing to the keen competition of the three great American packers, canned meats are slightly easier in this market.

**BUTTER**—With the improved pasturage the supply of butter, both creamery and dairy, is very large. Owing to competition among dealers the market is somewhat irregular, and prices for creamery range all the way from 17 to 18c.;  $17\frac{3}{4}$  to 18c. is perhaps a fair value for the best grade of creamery, while dairy is worth from 12 to  $13\frac{1}{2}$ c. for the best.

**CHEESE**—The old story of green cheese is again cropping up; as dealers seem as if they would buy anything. Prices range from 9 to  $9\frac{1}{2}$ c., according to quality.

**EGGS**—Scarce at 13c., Winnipeg.

#### NOTES.

Lock Bros., who opened this spring in the provision business, have now added full lines of fresh fruits. Mr. Lock, who was for many years with Sutherland & Campbell, is now joining his brother and giving his full time to the business of the firm.

Make a Leader  
of \_\_\_\_\_

J. M. Douglas & Co.  
Canadian Agents  
Montreal

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The most perfect  
condiment in use.

N.B. — It invariably  
pays to purchase  
a good article.





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has closed its doors after a vain endeavor of forty years to get along with old-fashioned methods of weighing merchandise. This is an object lesson to others. You must get all your just profits or you can't succeed.

**THE MONEY-WEIGHT SYSTEM  
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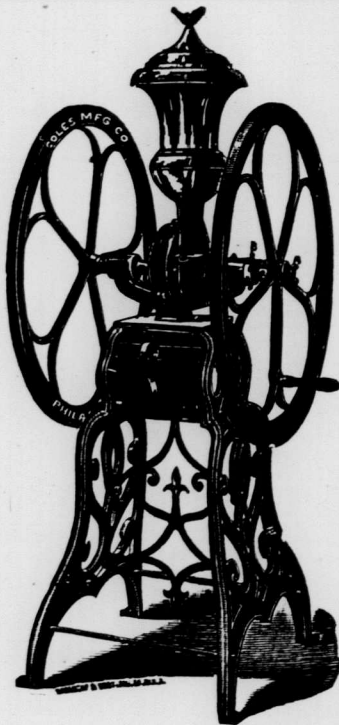
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ON EASY MONTHLY PAYMENTS.**

THE

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a good mill when it is presented to them.

They have taken up the . . .

## COLES COFFEE MILL

Because it saves them dollars in money and pounds of energy when they grind coffee. It works easily, grinds evenly, and is recommended earnestly.

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## Coles Manufacturing Co.

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### High-Class Confectionery.

Rowntree & Co., Limited, of York, England, desire to call the special attention of the Canadian trade to their well-known

### Gum Pastilles and Jujubes.

The perfection of confectionery art of world-wide fame for purity and delicacy of make. Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, the large Yorkshire Factories employing over 1,500 hands.

**Chocolate Creams of all varieties.**

**Rowntree's**  
ELECT COCOA

A delicious, highly-nourishing, and thoroughly digestible Cocoa, so economical in use that 120 breakfast cups can be filled from a 1-lb. tin.

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THEIR ADVERTISEMENT IN THIS PAPER

**GOOD PRICES FOR CHEESE.**

THE farmers of this country certainly cannot complain of being robbed of the profits of their cheese by middlemen, for the keen competition among the shippers seems to prevent them from obtaining anything like a reasonable commission upon transactions they put through.

Last year at this time, exporters were doing a losing business, because they had entered into short contracts. To fill these orders, all the available cheese was being bought up eagerly, and it was anticipated that, when these orders were filled, a decline would set in. The decline did not come, but prices went on advancing with the season.

The cheese market is similarly reported this year. There can be no doubt that short sales have been made by English as well as Canadian houses, which have helped to sustain the market and have contributed to the unprofitable nature of the business for middlemen. There were cheese that went out by last week's steamers, costing 10 to 10½ and 10¼c. in Montreal, on which there will be a loss to shippers, prices on the other side not warranting such

figures being paid, 5s. 6d. c.i.f. being the highest London quotation.

In spite of these circumstances, we cannot feel sure that the drop which some people expect will come. Some London cheese importers are reported as saying that they look to see June cheese at 46s. c.i.f. in the next 10 days. This would mean a drop of 5 or 6s. below the present level.

Certainly, there has been a weak feeling on the other side of the water, which is to be expected when quotations are so much higher than they were last year at this time, but any decline in price causes a quick demand, the market is quickly cleared up, prices again stiffen, and the market here, instead of weakening, takes an advance. This has been the character of the situation the last few days. It would seem to indicate that prices will maintain the high level with which they have commenced the season. And this in the face of the large increase of production and exportation.

To date 626,169 boxes had been shipped from the port of Montreal, against 536,417 boxes for the same period last year, which shows an increase of 89,752 boxes to date. John Bull seems able to consume all the cheese that Canada can produce.

The combined increase in the exports from Montreal, Portland and New York is 237,179 boxes over those of last year. The weather this spring has been cool, leading to large and good products. This may partly account for the increased consumption, for the consumption must be phenomenally large, or prices would have sagged long ago.

It does not seem, then, as if the low level of prices expected by the English importing firms will arrive, so long as the Canadian shippers continue to hold out for the present rate, which policy the keen competition will likely lead them to pursue. The fact that they cannot get a living commission, however, will not tend to give the trade a wholesome tone.

Already, about \$4,800,000 have been distributed among the farmers of Canada in return for the cheese they have marketed for export to Great Britain this season. Those who engineer this vast trade ought not, for the sake of security to Canadian people, follow the business at a loss to themselves.

**A NEW PACKAGE FOR APPLES.**

A NEW package for apples will, probably, shortly be put into use by Mr. J. S. Pearce, London, Ont. It is in the shape of a box or case. This box will have partitions or trays similar to an egg case, the only difference being that each tray can be drawn out and all the fruit examined. There will be a filler in each tray so that the fruit will be kept entirely separated. The box will hold from three pecks to a bushel.

A good many people hold strongly to the opinion that apples for export trade should be packed in boxes instead of in barrels, and, perhaps, the box referred to may be the package that will supplant the barrel for that particular trade. That, of course, however, remains to be seen.

Apples and other green fruits exported to Great Britain from California are already packed in boxes.

**AN INEXCUSABLE BLUNDER.**

One would imagine that those who had the preparation of the official agenda paper for the recent Congress of the Chambers of Commerce of the Empire in London would at least have been conversant with the geography of the Empire, or would at least have recharged their memory. It is evident that something was needed, for Kaslo, British Columbia, is put down as being in Ontario, while Cape Breton is credited with being in British Columbia. Such blunders are inexcusable.

**ANTICOSTI LOBSTERS.**

Mr. Menier, of Anticosti fame, is reported as stating that the lobster fisheries around the island of Anticosti are the best in the Dominion. The catch this year is exceptionally good. Mr. Menier says he will do a large business shipping lobsters to France, and, as soon as he is in undisputed possession of the whole Island, will endeavor to establish a huge business in this trade.

Lobsters are being caught off Anticosti and shipped in tank steamers to the United States. Mr. H. J. Crowe, of Bridgewater, N.S., is engaged in the business, and has run a tank steamer to the Island. Live lobsters are also being shipped to the North Shore canneries. This trade, Mr. Menier would stop if he could, but he has no control over the waters.



## WHAT SHOULD MANUFACTURERS DO ABOUT IT ?

THE retail grocers who are members of the Alleghany and Pittsburg associations have entered upon a unique campaign.

There are certain manufacturers in the United States who, in order to sell goods, send out travelers to solicit business from customers. The orders obtained by this means are turned in to the retailer with whom the customer ordinarily deals. It is claimed that when turning in those orders the manufacturer's representative frequently manages to induce the retailer to give him an additional order. As the goods thus bought sometimes turn out to be unsaleable, the retailer finds himself with an unrealizable asset on his hands.

It is against this practice the retailers of the associations in question propose to wage their campaign. And, as other manufacturers canvas the retail trade and turn the orders thus secured in through the wholesalers, with practically the same results as when the consumer is solicited and the order is turned in through the retailer, it is thought the cooperation of the wholesale houses will be secured. At any rate, steps are being taken to secure their cooperation.

The method proposed for bringing the manufacturers to their knees is to boycott them.

The practice of manufacturers sending their representatives to consumers and retailers is not confined to the United States. The same thing is practised in Canada, although we never hear of anyone being loaded up with unsaleable stock in this more than in any other way.

The members of the Alleghany and Pittsburg associations have a difficult problem to solve. They may compel the manufacturers to discontinue the practice in question, but that will not solve the problem.

In Canada, when a manufacturer solicits business from the consumer or the retailer, it is usually for the purpose of creating a demand for a new line of goods which he is putting on the market. Unfortunately, the new line is not always what the public want, either because of its poor quality or of its unsuitableness for the time and season.

Such goods cannot be expected to obtain a footing. But, where they are all right in

quality and adapted to the time and season, the manufacturer must create a demand for them in some way. And, if he cannot do it in one legitimate way, he must do it in another.

There are always some merchants, both wholesalers and retailers, who possess the happy faculty of being able to judge, as a rule, what will take with their customers. These can usually be depended upon to take hold of a new line of goods and push it. But even these do not always do so.

We have in mind several lines of undoubtedly excellent goods which the wholesale trade would not touch until the manufacturers of the same had sent their travelers out among the retail trade to solicit orders and turn the same into them.

The manufacturers, therefore, have not fallen into the practice altogether of their own volition, at least as far as Canada is concerned. Of the United States we have no knowledge in this particular.

No doubt the manufacturer of a new line of goods becomes impatient when a demand is not created for it as rapidly as he thought it should be, and he is thus led into employing methods which are not to be commended, but it must be remembered that everyone wants to sell the goods which he has spent time and money in preparing.

To the manufacturer we would say, push your new lines for all you are worth. Advertise them judiciously and well. And be careful not to employ methods which will offend those whose good-will and cooperation you should have.

Both wholesalers and retailers have, no doubt, carried to an absurd length the practice of compelling manufacturers to secure orders from their customers for a new line of goods before they will give an order. If a certain new line is all right in quality and other respects, take it up in a judicious manner. The practice of compelling the representatives of the manufacturer to create the demand is getting altogether too common. And then, after all, does it not tend to induce the manufacturer to ignore you altogether and drive him direct to your customer? We know of some instances at any rate where it has.

## SPOT TOMATOES FIRMER.

A STRONGER feeling has developed in regard to spot tomatoes during the past week. The cause is an increased inquiry from the wholesale trade, followed by transactions in 200 and 300-case lots.

As the inquiry came from several wholesale houses and from more than one centre holders have had their ideas strengthened, and, in some instances, have advanced their prices  $2\frac{1}{2}$ c. per dozen. We, however, hear of no transactions at the higher figures.

The wholesalers are also firmer in their views, and it is not as easy to get tomatoes at 85c. as it was a week ago. The ruling price now appears to be 90c. per doz. Some of the houses have advanced their prices 5c. per doz. during the week.

It is the general opinion that the stocks of tomatoes in wholesalers' hands are lighter than they were thought to be. The suddenly increased inquiry from the wholesale trade gives some ground for this belief.

The demand from the retail trade has not been large for some time, being only for small lots; but it has been steady, and, in this way, there has been a larger depletion of stocks than one would imagine. We know of some wholesalers, at least, who have been deceived in this way.

As far as futures are concerned, they are without interest, nearly everyone now sitting down and waiting crop developments before operating.

## CONSUMPTION OF CHOCOLATE.

THE CANADIAN GROCER is in receipt of a letter from Herdt & Co., Montreal, who represent Menier, the chocolate and cocoa manufacturer of Paris, in reference to an article on chocolate which appeared in the columns of this journal on June 22. They quite agree with the article except in one particular, and that is in regard to the ability of manufacturers to supply the increasing demand for chocolate. They state that while the sale of their chocolate is increasing year by year their facilities are such that they are always up-to-date with their orders.

## THE CURRANT CROP.

Advices from Greece continue to confirm the previous reports regarding the deplorable condition of the currant crop. It is now estimated the yield will be only 90,000 tons; six weeks to two months ago it was estimated it would be 190,000 tons.



## A PREPOSTEROUS PROPOSITION.

CERTAIN members of Parliament have discovered that the sessional indemnity of \$1,000 is not sufficient. The present session has lasted about five months and a half, and there has been a clamor for an extra \$500. This would mean an addition of over \$100,000 to the cost of the session.

The Good Book tells us "the laborer is worthy of his hire," and, of course, no intelligent Canadian would for one moment deny proper compensation to his representative in the House of Commons. It is worth no small sum to have a representative who will make long speeches for you, fight for you, use language unparliamentary for you, and sit up until dawn of day wrangling for you. A man who will do all these things for you is worth money. He has staying powers which are not picked up at every street corner.

But, after all, would it not be better if the affairs of Parliament were conducted on the same principles that a man conducts his business on if he hopes to be successful? We may run the risk of differing with the average member of Parliament in this particular, but, in spite of that, we believe it would.

Of course we fully realize that if we are going to contend for a Parliament on business lines, that we must be prepared to amend our statement to the effect that the average present member of Parliament is worth a great deal and declare that he is not worth very much, but we are quite prepared to do so. A newspaper that is not prepared to change its opinion, even in the course of one article, does not amount to much. It is always best to change an opinion when it is for the best; and we are convinced, that is, on this occasion, for the best.

A business man when engaging his heads of departments and minor employes would stipulate, at any rate by implication, that they should faithfully attend to the several duties to which they were allotted. If, instead of attending to business, however, they spent the most of their time bullying each other, threatening each other and impugning the loyalty of each other toward their employer, they would certainly be

dismissed. One cannot conceive that a business man would do anything else. And as far as demanding an increase in salary because of the long hours they had put in at the warehouse, it would be preposterous to think it would be ever granted.

Employers pay their employes for the time they work, not for the time they spend in quarrelling, yet, what Parliament does not the people of this country are asked to do for their representatives in Parliament. Such a request is preposterous, and is no more worthy of consideration than if advanced by the employes of a business house.

We believe we are estimating on the low side when we say that the members of Parliament have, during the present session, spent fully one-third of their time in senseless wrangling or in making speeches whose sole and only object was the making of political capital. And, in doing this, they have not only wasted their own time, but they have wasted the substance of the country, and now they have the impudence to ask for more pay. It would be more seemly for them to suggest a reduction. But they are not magnanimous enough for that, while we are too magnanimous to demand it. An increase in the indemnity is, however, out of all reason.

## CANADIAN-DENMARK TRADE.

A MOST interesting little book, dealing with Copenhagen and its free port, has been handed to THE CANADIAN GROCER by Mr. N. Visholm, who for some months has been in Canada endeavoring to interest Canadians in the free port of the Danish capital and its trade.

The book is nicely written and liberally illustrated, but its chief interest lies in the commercial matters with which it deals.

Copenhagen has been termed the central mart of the Baltic. And a glance at the map of Europe will convince one that as far as situation is concerned the term is not misapplied, while the trade statistics which the book contains make it clear that it is a decidedly important trade distributing centre.

For some centuries Copenhagen has ranked among the important ports of

Europe, but several years ago it was felt that the harbor needed improving and expanding. Eventually the idea of making it a free port was taken up by several influential men. By 1880 it was a national question, and a commission was appointed to consider the project. The outcome of the commission was a decision to construct a new and a free harbor. In 1891 what is known as the free port bill passed through Parliament, and it was decided that the new harbor should be an integral part of the old Copenhagen harbor, under the control of the Minister of the Interior. A company with a capital of \$1,000,000 was formed to carry out the project. Construction work began in 1891, and 3½ years later was finished.

In constructing the harbor, 148 acres of land were reclaimed from the sea, and the harbor consists of four large basins, or docks, with quays over two miles in length.

The harbor is now free from all the inconvenience attending the payment of Customs on goods entering the port. "In addition," to quote from the book, "it is almost entirely free from the usual dues and fees which weigh so heavily on shipping elsewhere, as ships entering the free port are expected to pay only a nominal pierage due, thus making the Copenhagen port one of the cheapest in the world."

One of the important features about Copenhagen is that it is a centre into which merchandise is brought in large quantities for reexport to Russia, Germany, Norway, Sweden, etc., and from these countries for reexport to other nations. In 1893, £44,961,000 worth of merchandise were imported from Russia, and £61,373,000 exported; £11,365,000 imported from Norway, and £7,560,000 exported; £18,423,000 imported from Sweden, and £18,204,000 exported; £199,185,000 imported from Germany, and £154,650,000 exported. The exports on Denmark account were £13,062,000, and imports £17,794,000.

Canada's trade with Denmark is at present small, the aggregate—imports and exports—in 1899 being only \$56,720. The value of the imports are \$2,329 and of the exports \$54,391. Our exports to Denmark last year were much in excess of any previous year. For example, in 1898 their value was \$21,296; in 1897, \$28,757; in 1896, \$42,894, and in 1895, \$16,445.

Our exports were principally made up as follows:

Carriages .....	\$ 2,370
Lobsters, canned .....	23,781
Agricultural implements .....	5,715
Seeds, clover .....	26,765
Wood, manufactures of .....	1,137



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Toronto. Montreal. Boston. Buffalo. Pittsburgh. Detroit. Cleveland. Toledo. Philadelphia.

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Hygienic **Cocoa**  
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 Famous Blend **Coffee**  
 are the favorites with all grocers.

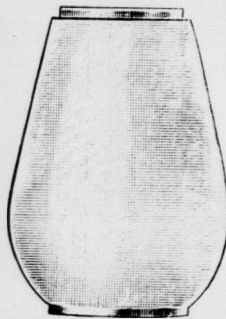
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HAMILTON.**PACKING HOUSES!!!**Direct Steamers  
Montreal and Bristol.**Hoskins & Co.**  
West Street, BRISTOLare open to accept ENGLISH AGENCY  
for FIRST-CLASS FIRM.Correspondence Invited.

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THE SYDENHAM GLASS CO.,  
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Sold by grocers everywhere, from the Atlantic to the Pacific.

**GRAND MOGUL  
TEA** "Is Pure Ceylon Tea."

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Packed in air-tight packets in  
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Aroma and flavor fully preserved.

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# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

Should readers of this journal desire to secure between regular issues, the quotations on any staple line, they will, on application, be furnished by return mail or by telegraph; if by the latter method, at the cost of the person seeking the information.

## ONTARIO MARKETS.

Toronto, July 19, 1900.

### GROCERIES.

**T**RADE, generally speaking, appears to be more active than it has been for some time, notwithstanding the time of the year. Sugar is the feature of the market, being 10c. higher than it was a week ago, while the demand is decidedly brisk. Another feature of the market is an improved demand for the wholesale trade for spot tomatoes, and prices generally are firmer in this line, 90c. now being the ruling figure to the retail trade. Canned salmon is in good demand at firm prices. There is not much doing in coffees, but the market is firm. Teas are in fairly good demand and prices are firm. There is a little doing in molasses, but syrups are dull. Rice and tapioca are both in steady demand. A rather firmer feeling exists in regard to tapioca. Pepper and cassia are much higher in the outside markets, and spices generally rule firm. Currants are in fairly active demand, and prices are firm. Valencia raisins are still scarce and high in price.

### CANNED GOODS.

The feature of the canned goods market is an increased demand from the wholesale trade for canned tomatoes, and there have been several transactions in 200 and 300-case lots. As most of the houses on the street have been making inquiries, and some have been buying, it is evident that stocks are getting low. One wholesale house informed THE CANADIAN GROCER that he was astonished a few days ago to find how low his stock of tomatoes had become, for, while no large lots have been going out, the demand had been steady. As a result of this increased inquiry from the wholesale trade, holders are firmer in their views, and we know of some instances where prices have been advanced 2½c. per dozen. The demand from the retail trade keeps steady, and wholesalers are now quoting 90c., as a rule. Some of those who had recently

dropped prices to 85c. have this week put their figures back to 90c. As far as futures are concerned, there is still very little being done. An odd lot or so of canned corn comes in evidence occasionally, but stocks of this line are evidently getting pretty well cleaned up. The ruling price for canned corn to the retail trade is \$1.10. There is a fairly good demand for canned peas at from 80c. up. The packers report that a little is being done in canned strawberries and raspberries; samples of the latter are being shown this week. Business in canned fruits on retail account is naturally small at this time of the year. A fairly active demand is now being experienced for canned salmon. The feeling in regard to futures is, if anything, a little firm. Advices from the Coast state that the run of salmon has so far been very light on the Fraser River. Fishing, it will be remembered, began on July 1. The representatives of some of the Fraser River canneries report that they have sold their allotment for this market. There is still Northern River fish to be had, and the prices are rather firmer. The wholesale

See pages 27 and 28 for  
Toronto, Montreal, and St.  
John prices current.

trade report a good demand for canned salmon on the spot, but very little in futures. The kinds of salmon most wanted for present shipment are the better grades. A good demand is being experienced for canned meats.

### COFFEES.

The coffee market is decidedly firm. Advices from both European and American points report higher prices. Local importers who have been holding off now appear more anxious to buy, although we hear of no transactions having taken place within the last few days. The demand on retail account is light, with prices firm at 10 to 10¼c. for Rio coffee.

### SUGAR.

Another advance of 10c. per 100 lb. has taken place in all refined sugars. This is in sympathy with a similar advance in New York. The price of Montreal granulated in Toronto is now \$5.28 per 100 lb., and of Acadia \$5.23. Yellows run from \$4.58 upwards. The market for raw sugars is

strong. Since we last went to press, cane sugars have advanced 1-16c. in New York, and beet sugar is 2½d. higher in London. Holders in the former city are asking another 1-16c. for raw sugars, and it is expected that in view of the lightness in supplies, the price will soon reach 4¾c. per lb. The advance in granulated sugar in Canada from the lowest point is 75c. per 100 lb., and in yellows 85c.

### SYRUPS AND MOLASSES.

There is a small trade being done in molasses, but there is scarcely anything being done in syrups. The molasses usually wanted is a good New Orleans kind for baking purposes.

### RICE AND TAPIOCA.

Advices to hand report a firmer market for Patna rice. In other kinds the situation is much the same as it was before. There is a fair demand from the retail trade for "B" rice at 3¾c. Tapioca is in fair demand at 4¾ to 5c. per lb. Advices from the primary market report a firm market for tapioca with the tendency of prices upwards.

### TEAS.

The wholesale trade have been freer buyers in cheap Indian and Ceylon teas, and, while there have been quite a few transactions in teas both on spot and for direct importation, spot stocks are still fairly large, although it is the opinion of some that the next week or 10 days will see a marked reduction in them. The market for Indian and Ceylon teas keeps firm. Advices from Calcutta state that the exports to North America of the new season's Indian teas from April 1 to June 1 were 19,243 lb., against 10,590 lb. the same time last year. This is an increase of 81½ per cent. To Australia the exports for the same period show an increase of 39¼ per cent., while to London there was a decrease of 45¾ per cent. The market for Japan teas continues firm, and prices are fully on an average 2½c. higher than they were a year ago. Local importers evidently realizing that they will have to pay higher prices are, this week, buying a little more freely. The tea trade, as a rule, is more active than it was a week ago, both on wholesale and retail account.

### SPICES.

Advices to hand report that pepper has advanced equal to a ½c. per pound in the primary and secondary markets. A few transactions have taken place on the local market during the past week, but they did



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not amount to a great deal. China cassia is much firmer, being 1 to 2c. per lb. higher, according to quality. This advance is attributed to the troubles in China. Spices generally are firm.

### FOREIGN DRIED FRUITS.

**CURRENTS**—There have been some fresh arrivals of currants on the local market during the past week, but notwithstanding this, prices are firmer, in sympathy with the primary market where the condition of the new crop is now in very bad shape. Mail advices from London state that the prices there have advanced 11s. per cwt. since the end of May. Advices from Greece state that there is very little business being done there as stocks are small and there are very few sellers. The lowest price at which provincial currants could be laid down here to-day would be about 21 to 22s. It is understood that as high as 21s. has been paid in London for currants in barrels. The new crop, which, six or eight weeks ago, was estimated at about 190,000 tons, will not now exceed 90,000 tons, it is claimed. During the past week, on the local market, there have been some transactions largely, no doubt, on speculative account. We know of one transaction in which 800 packages were concerned. The demand on retail account is also good. Prices run all the way from 5½ to 6c. for Patras, and 6 to 7c. for Filiatras, according to quality. Vostizzas are quoted at 7 to 8c.

**VALENCIA RAISINS**—Some of the houses are cleaned out completely, and those who have any are finding a steady demand for odd box lots at 8¾ to 9c.

**PRUNES**—There are a few Californian prunes going out at 6¾ to 7c. per lb. for 90's to 100's.

**DRIED APRICOTS**—New season's Californian dried apricots are being shown on the market this week. Prices will rule much lower than last year.

### GREEN FRUITS.

The market this season is the best in many years in almost all lines. This week, there is an active trade doing. Oranges have practically disappeared from the market, a few late Valencias at \$4.50 being all that remain. A few harvest apples are arriving, and sell for 25 to 35c. per basket. Tomatoes have dropped 35c. since last

week, and are now 75 to 90c. A few Canadian tomatoes are selling freely at 65c. to \$1. Red and black raspberries are arriving in plentiful supply, and sell quickly at 6½ to 8c. for the red and 6 to 7c. for the black. The demand for pineapples is dropping off, and Floridas, per case, have dropped 50c., now going for \$3.50 to \$4. A good supply of Californian pears are on the market for \$2.50 to \$2.75 per box. Two cars of 1,200 crates of Georgia peaches arrived on Tuesday: Montrose sell for \$1.75 to \$2.25, and Alberta for \$2.50 to \$2.75. Goosberries are rather scarce this week, selling for 40 to 75c. per basket. A good quantity of red currants is offering at 30 to 50c., prices being a little firmer than last week. Black currants are not very plentiful; they sell for 80c. to \$1 per basket. Strawberries are done for the season. A very few canteloupes are offering at \$2.25 to \$3 per box. Watermelons are arriving in poor condition on account of immature picking. They sell for 20 to 30c. Bananas have dropped 50c. per bunch, the bunches being of a smaller size; they are now \$1.50 to \$2.50. Lemons are not very plentiful. The market has been pretty well cleared up, and 300 size are very scarce.

### COUNTRY PRODUCE.

**EGGS**—Receipts have increased this week. Prices are steady as yet, though some packers are expecting a decline. The loss in bad eggs is still very heavy. Prices are 12½ to 13½c., an advance of ½c. since last week.

**POTATOES**—Prices remain unchanged and steady. Price per bag f.o.b., track, Toronto, is 30 to 35c.; out of store prices, 40 to 45c.

**BEANS**—There is not much doing. We quote nominally as follows: Hand-picked, \$1.70 to \$1.75; mixed, \$1.50 to \$1.60.

**DRIED AND EVAPORATED APPLES**—The market has not improved and trade is still very dull. Prices are nominally 6½ to 7c. per lb. for evaporated and 5½ to 6c. for dried.

**HONEY**—A good trade is doing in honey. Prices are steady at 6½ to 7c. for strained clover, and 3 to 4c. for buckwheat. Clover comb sells for \$1.25 to \$1.50.

### PROVISIONS.

There is a good trade in all lines of provisions, and an active and increased de-

mand on all smoked meats. As lumbermen are already taking supplies, there is an improved demand for long clear bacon at 8½ to 8¾c. In smoked meats, breakfast bacon has advanced ½ to 1c., now being quoted at 11½ to 12½c.; rolls, at 10½c., are ½c. higher, and hams have also advanced ½c., the price now being 12½ to 13c.

### BUTTER AND CHEESE.

**BUTTER**—The market is rather quiet this week, not much butter moving, with an easier feeling. Best tub butter has advanced ½c., and is now quoted at 15½ to 16½c. There is no large roll dairy butter on the market. We quote: Dairy prints, 16 to 17c.; tubs, 15½ to 16½c.; creamery, prints, 19 to 21c.; boxes, 18 to 19½c.

**CHEESE**—The market remains quiet. We quote 10½c. per lb. to the retail trade.

### VEGETABLES.

The demand for vegetables is very good. A good supply is offering in everything except rhubarb and asparagus. Rhubarb has advanced 10 to 15c. per doz. bunches, now selling from 25 to 40c., and asparagus is also 10 to 15c. higher than last week. New Canadian cabbage is 30 to 40c. per doz., a decline of 15c., owing to the large quantities arriving. Butter beans, we quote this week in bushels, 40 to 60c. Imported asparagus beans at \$1.40 to \$1.60, 15c. higher than last week, on account of the size. Imported potatoes have dropped 40 to 50c. per bush., and Egyptian onions 50c. per sack. We quote as follows: Rhubarb, 25 to 40c. per dozen bunches; green onions, 15 to 25c. per doz.; green mint, 10 to 20c. per doz. bunches; asparagus, 60 to 75c. per doz. bunches; parsley, 15 to 20c.; radishes, 10 to 15c. per doz. bunches; lettuce, 20 to 30c. per doz.; new Canadian cabbage, 30 to 40c. per doz.; butter beans, 40 to 60c. per bush; cucumbers, 30 to 50c. per doz.; green peas, 90c. to \$1 per bag, or 25 to 30c. per basket; imported cabbage, \$1 to \$1.25 per crate; imported cucumbers, \$2 to \$2.25 per crate; imported asparagus beans, \$1.40 to \$1.60 per basket crate; imported potatoes, 60 to 75c. per bush.; turnips, 50c. per doz.; carrots, 15 to 25c. per doz.; parsnips, 75c. to \$1 per bag; onions, \$1 to \$1.25 per bag; Bermuda onions, \$2 a case; Egyptian onions, \$2 to \$2.50 per sack.

### FISH.

Market conditions remain the same. The market, on the whole, is rather dull. No change in prices this week. We quote as follows: Trout, 7½c.; whitefish, 8c.;



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### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—There is nothing doing. Buyers are all waiting for the new crop in Ontario wheat, which is expected to be a better quality. No. 1 hard, Manitoba wheat, Toronto freight, is offered at 88c. with no buyers, a decline of 2c. since last week; grinding in transit 89 to 90c. Values are 90 and 91c. Price on track outside, Ontario wheat, remains at 69 to 71c. We quote: Wheat, white and red, 72 to 73c. Toronto; goose, 70c. Toronto; peas, 60 to 63c.; oats, 29 to 32c.; barley, 40 to 42c.; rye, 50 to 52c.

**FLOUR**—The market is very dull. Buyers have lost faith in the advance and are holding off. Prices have not changed. We quote as follows: Manitoba patents, \$4.50; Manitoba strong bakers', \$4.25; Ontario patents, \$3.55 to \$4.00; straight roller, \$3.50, Toronto freights.

**BREAKFAST FOODS**—There is a very fair market at steady and unchanged prices. We quote as follows: Standard oatmeal and rolled oats, \$3.40 in bags, and \$3.50 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4.00.

### HIDES, SKINS AND WOOL

**HIDES**—Prices have declined ¼c. all around, in sympathy with the American markets. The market is still quiet. We quote: Cowhides, No. 1, 7¾c.; No. 2, 6¾c.; No. 3, 6c. Steer hides are worth ½c. more. Cured hides are quoted at 8¼ to 8½c.

**SKINS**—There is very little doing. Prices are steady as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring lamb-skins, 30 to 35c. each.

**WOOL**—The market is very quiet; no change in prices since last week. Combing fleece sells for 15 to 16c., and unwashed at 9½ to 10c.

### MARKET NOTES.

Eggs are ½c. higher.  
All hides are ¼c. lower.  
Refined sugars are still higher.  
Bananas are 50. per bunch lower.  
Tomatoes are 35c. per crate lower.  
Best dairy tub butter has advanced ½c.  
Oranges have disappeared from the market.

China cassia is 1 to 2c. dearer in the outside markets.

There is a rather firmer feeling in canned tomatoes on spot.

Raspberries, black and red, have declined ½c. per quart.

Peppers are ½c. per lb. higher in the primary and secondary markets.

In smoked meats, breakfast bacon, rolls and hams have each advanced ½c.

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### QUEBEC MARKETS.

MONTREAL, July 19, 1900.  
GROCERIES.

FROM a Montreal point of view, the grocery trade is in a very healthy condition. The tone of the market is upwards. In this regard the feature again this week is a further advance in sugars, which were quoted on Monday 10c. higher than they were last week. As sugar is a staple article it has a strong influence in governing the tendency of other lines. Consequently, we find a firmness prevailing the entire grocery market. Confectionery goods have been advanced  $\frac{1}{2}$  to 1c. per lb. this week. The biscuit manufacturers have also announced higher prices. Other conditions are at work which tend to create the same feeling. Canned goods remain firm and are likely to advance on account of poor crops in certain lines. Dried fruits are firm. Coffee and spices share the same tendency. Teas, also, are advancing slowly but surely. Cheese and butter and country produce are firm. Taking it all in all, the holder of stocks is satisfied. The demand from the retailers has been fair this week, teas and canned goods receiving the most attention.

#### SUGAR.

The position of the market for refined sugar is stronger than ever, and prices on Monday were advanced another 10c. per 100 lb. The foreign market for raw sugar is also stronger, and the raw article is now costing the refiners  $4\frac{3}{8}$ c. The demand here for refined sugar is not so active, as most retailers have laid in stocks in anticipation of the advance. Jobbers, too, have large stocks on hand. This, coupled with the fact that the high prices predicted have been reached, has had a tendency to tame the bull fervor to some extent, and new business at present is only moderately active. Confidence in the situation, however, continues general. Indications are that the consumption is running in excess of expectations, the requirements for the canning trade being especially heavy, and it is expected that the requirements for the remainder of the season will be large, as the coming crop of peaches will likely be heavy. We quote granulated \$5.10 and yellows \$4.40 to \$5 per 100 lb.

#### SYRUPS.

There are few syrups selling. Only the finer grades, which molasses cannot displace, are in demand. The lower grades are quoted at  $1\frac{7}{8}$  to  $2\frac{1}{2}$ c. per lb., and the perfection corn syrup at  $2\frac{7}{8}$  to  $3\frac{1}{8}$ c. Prices are firm, in sympathy with the sugar market.

#### MOLASSES.

Since our last report molasses has advanced 2c. per gal., as we predicted it

would. Dealers are now asking 41c. for single puncheons and 40c. for carlots. Stocks are extremely low, and it is understood that the pressure will not be relieved till August, when some cargoes will arrive. These are mostly all sold already. The finer brands of molasses cannot be obtained at lower figures than 50c., and the Barbadoes brand will likely hold undisputed control of the market this fall. Some dealers look for further advances before winter sets in.

#### CANNED GOODS.

"Everything in can is good stock" is the motto of the wholesale and retail grocers of Montreal this week. The demand from outside points would lead us to believe that this feeling extends beyond the city. In salmon, the market is firm and stocks, particularly in the low-grades, are low. Fraser river salmon is quoted, for spot goods, at \$1.30 to \$1.40, spring salmon at \$1.20, and flat talls at \$1.45 to \$1.65. Horseshoe salmon, to arrive, is worth \$1.50 a dozen. The local canners are trying to avoid the trouble of last year caused by entering into heavy future contracts. This year they are selling only about 60 per cent. of their expected pack, for fear of unexpected shortages. Consequently, some canners have withdrawn from accepting future orders. Poor showing of crops may also have tended to bring about this action on the part of the canners. Strawberries are from \$1.50 to \$1.55 a doz. and at \$1.60 to \$1.70 for preserved goods. Most canners are sold out of tomatoes, which are now quoted at 85 to 90c. for round lots. There is also a noticeable timidity in corn, which will likely be only half a crop. The price is \$1.05 to \$1.15. Peas are firm at  $77\frac{1}{2}$ c. to \$1.05, according to quality and size. Beans are worth 84c. to arrive and 90c. an spot.

#### DRIED FRUITS.

The demand is fair. Spot prunes are beginning to be scarce and the price,  $6\frac{1}{2}$  to 9c., according to size and quality, is firm. Bosnia prunes are worth  $5\frac{1}{2}$ c. New Californian prunes are being offered for delivery in October at an open price. Currants are very firm, and, while  $5\frac{1}{4}$  to  $5\frac{1}{2}$ c. is all that is being asked now, yet  $5\frac{1}{4}$ c. is about the lowest figure at which they can be laid down here now. Valencia raisins generally decline at this season of the year, but they are still firm at  $7\frac{1}{2}$  to 8c. Sultanas are low and the demand is limited. Shelled walnuts and almonds are scarce on the spot, and quoted higher in the United States. Jobbers are advancing prices from  $1\frac{1}{2}$  to 2c. per lb.

#### RICE.

There continues to be a good demand for rice, which is the cheapest food that can be bought to-day. Rice has not been so

low for years. Standard B is quoted at \$3 to \$3 10 in bags of 250 pounds. Patnas are worth \$4.25 to \$4.50. Tapioca is selling at  $4\frac{3}{8}$  to  $4\frac{1}{2}$ c. It remains to be seen whether this low level will be maintained.

#### SPICES.

In spices there is no change. The firm tone in the primary markets still obtains. We quote as follows: Nutmegs, 25 to 50c. per lb., as to size; mace, 45 to 60c. per lb., as to quality; pimento, 10c; cloves, 12 to 14c.

#### COFFEES.

Coffees are quiet but firm at advancing prices. The Cucuta grades of Maracaibo are quoted at 11 to 12c. Green Rio coffees are up to 10 to 11c. This rise may be a long gradual advance, as the only changes that occur in coffee are those of a long, steady character.

#### TEAS.

Second shipments of teas arrived in Montreal this week and appear to be turning out in good quality. There is a good demand for high grades of Japans at 25 to 40c., according to quality. China teas are scarce, and are worth  $14\frac{1}{2}$  to  $16\frac{1}{2}$ c. Lower grades are difficult to obtain. Advices from primary markets continue to keep the same nature as we have heretofore given. It is generally accepted that Japan teas will be high this year, and if this Chinese trouble does not soon blow away the people will find it hard to get Chinese teas at any price. The retailers purchasing at Montreal have filled in their stocks pretty well, and the demand is now slackening. Several large transactions have taken place this week among the jobbers, and it is a well-known fact that Japan tea, which, at one time, could easily have been obtained for 12c. per lb., has brought 16c. this last week. Holders wear smiling faces this week.

#### GREEN FRUITS.

Trade has not been so brisk this last week. Heavy receipts of Californian fruit are to hand this week, six cars arriving on Monday, three on Tuesday and five to-day. This extra amount made lower prices obtain. Otherwise, the market remains almost unchanged. Raspberries are being received in large quantities, as are red currants. A venture in the form of red bananas was tried on the market, but it can hardly have been called successful. We quote: Oranges, \$3 to \$3.50 for Messinas; \$3.25 to \$4 for Sorrentos, and \$2.75 to \$3 per box for bloods; lemons, \$3 25 to \$3.50 per box; bananas, \$1.35 to \$2, as to quality; strawberries, 9 to 10c. per box; raspberries, 7 to  $9\frac{1}{2}$ c.; pineapples, 10 and 20c. each, as to size and quality; Bermuda onions, \$2.75 per crate; golden dates,  $4\frac{1}{2}$ c. per lb.; Malaga figs in matting,  $4\frac{1}{2}$ c. per lb., and, in boxes, 11



to 14c. per lb., as to grade. Californian peaches, 75c. to \$1.25 per box; Californian plums, 75c. to \$1.25 per box; Canadian cherries, \$1 to \$1.50; watermelons, 22½ to 30c. each. Cabbage is now quoted at 60 to 70c. a doz.; beans, \$1 per bag.; peas, 75c. per bag. Red bananas, \$3.50 per bunch; red currants, 4½ to 5c. per box; black currants, 75c. per basket; tomatoes, 50 to 75c. per 4 basket crate.

#### COUNTRY PRODUCE.

EGGS—Receipts of eggs continue to be as steady as the demand, making the market fairly active. Prices are unchanged at 13 to 15c. for selected, 11 to 11½c. for No. 2 candled, and 9 to 10c. for culls per doz.

MAPLE PRODUCT — The demand for maple product continues slow. We quote: Maple syrup, 85c per 14 lb. can; 65 to 70c. for 10 lb tins, and 6½ to 7½c. per lb., in wood. Pure sugar is sold at 9c.

HONEY — White clover in comb is quoted at 13 to 14½c.; white extracted, in large tins, 9 to 10c., and in small tins, 10 to 10½c., and buckwheat extracted, 8 to 9c.

POTATOES—Farmers are selling bags of 75 to 80 lb. at 25c. each. Local dealers are paying 35c. on track for bags of 90 lb. Stock is reselling at 45c. a bag of 90 lb.

ASHES —There is a rather better demand. Quotations are: \$4.75 for first pots, \$4.20 for second, and first pearls, \$5 to \$5.25.

BEANS—The market is dull. We quote: Canadian hand-picked at \$1.60 to \$1.65, and primes at \$1.25 to \$1.50.

#### PROVISIONS.

The trade in provisions continues active with prices unchanged. We quote as follows: Heavy Canadian short cut mess pork, \$18; short cut back pork, \$17; selected heavy short cut mess pork, boneless special quality, \$19, and heavy mess pork, long cut, \$17; pure Canadian lard, 9½ to 10c. per lb., and compound refined, 7¾ to 8¾c. per lb. Hams, 11 to 14c., and bacon, 10 to 14c. per lb.

#### FLOUR AND GRAIN.

FLOUR — In flour, a fair jobbing trade is done and prices remain steady. We quote as follows: Manitoba spring wheat patents, \$5; winter wheat patents, \$3.95 to \$4.25; straight rollers, \$3.75 to \$3.85; in bags, \$1.80 to \$1.85, and Manitoba strong bakers', \$4.40 to \$4.65.

GRAIN — The demand for all lines is limited and the trade dull. We quote: Wheat, 83c.; oats, 32c.; corn, 43 to 44c.; peas, 71c.; rye, 65 to 66c.; barley, 50c.

FEED—There was no change in feed to note, and a fair business is doing. We quote: Manitoba bran, in bags, \$15; shorts, \$17; mouille, \$18 to \$24; Ontario bran in bulk, \$14, and shorts, \$16 per ton.

## Thousands have said so

I want a line that will please my customers;  
one they will talk about and advertise, because it's  
a good thing.

This description fits

### Clark's Sliced Smoked Beef

It has no successful rival.

OATMEAL — There is nothing new to report in rolled oats. The demand is fairly active at \$3.30 to \$3.45 per barrel, and at \$1.60 to \$1.67½ per bag.

HAY—Prices show no change. We quote: No. 1, \$9 to \$10; No. 2, \$7.50 to \$8, and clover, \$6.50 to \$7.50 per ton, in carload lots.

#### CHEESE AND BUTTER.

CHEESE—The market is steady this week, and, if anything, prices were a fraction firmer. It is also worthy of note that the cheese in the country is so well sold up to date that the offerings at some of the boards last week were altogether too green to ship. This practice, if followed up, is bound to lead to dissatisfaction between the sellers and buyers in England as to condition. Prices now are 9¾ to 10c. per lb., an advance of ¼c., for Western, and 9½ to 9¾c. for Quebec.

BUTTER—The market is rather steadier. A large number of receipts showed the effect of hot weather, and, consequently, strictly fancy creamery is rather scarce. The finest creamery brings 19¾c., and seconds go as low as 18¾c. per lb.

#### MONTREAL NOTES.

The butter market has settled, with prices somewhat higher than a few weeks ago.

Makers of confectionery and biscuits have advanced prices.

Evaporated apples have advanced ½c. per lb. In Montreal, they were down to 5½c., but now Western holders have put them into cold storage and are asking 6c. At 5½c. they were below the cost of production.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., July 18, 1900.

THIS has been rather an uneventful week in business. Markets continue firm. This is the quiet season, except for the fruit men, who are reaping their harvest, the small fruits, such as berries, being very plentiful and low. From arrivals at our hotels, it is easily seen that our fine cool weather is appreciated by our American friends. There is another report that a

direct line of steamers will be put on between here and New York, but, as past ventures have not proved very successful, not much interest is taken. We are quite well served now. In spice, cloves have gone off somewhat in first cost. Cream of tartar is also somewhat easier, though still high. In teas, a nice trade is being done, particularly in blends. These are now chiefly blended here. In Indians, the home market seems easier.

OIL—This is one of the quiet months. Burning oils are steady in price, and, for the season, are having a fair sale. In paint oils, prices are firm. At the high figures little is doing. The lubricating varieties have a steady sale at even figures. In cod oil, there is quite a quantity coming to hand. Prices are firm, and show but little change. The goods which the dealers buy now have to be held largely until fall.

SALT—There have been continued fair receipts of Liverpool coarse, and every effort has been made to sell from ship's side. Quite a quantity has, however, been stored. Owing to high freights and firm cost figures, it has not been possible to shade figures much. Fine salt has a good sale. This is largely of Canadian manufacture, and is used mainly for dairy purposes. We quote as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

GREEN FRUITS—Small fruits, particularly strawberries, have occupied the attention of the retail grocery trade quite largely this week. Quality is good and prices lower than usual. The western market has taken quite a quantity. Among the wholesale fruit houses, Californian fruits have the attention. With pears, which are now here,



# S. H. EWING & SONS

— 96 King Street, MONTREAL

**Headquarters for Ceylon, Indian and Japan Teas.**

Consult us now, as we have some splendid values in these brands. Wholesale only.

—SAMPLES AND PRICES ON APPLICATION—

the season is in full swing. The quantity increases each season. Plums are very freely sold, pears, however, are the favorites. Bananas hardly take a second place. These are very freely moved. Lemons are also good sellers. Oranges show light business. Quality at this season is not good. Pineapples have only a very light sale. Watermelons are freely received, but these are not good sellers here. Green apples are now being received, and there is some sale. Prices are quite high. Nova Scotian cherries are now here.

**CANNED GOODS** — Reports favor higher figures. The season in the West is very dry, and in some lines, such as strawberries, which packers have advanced 10c., the fruit ripened so quickly that there was not time to can them. In peas, very unfavorable reports for the future are heard. In fact, it looks like another off season. In spot goods prices are firm at the high figure, peas being somewhat advanced during the week. In gallon apples the sale is not likely to be as large as last season. Some dealers will carry stock over. Local packers will chiefly supply the trade. Few other fruits are being sold except peaches. In canned meats firm figures rule, and there is nice sale. Bacon at this season is a seller. Canned beets, a new line here, are

having quite a demand. American packers who withdrew grated pineapples are again offering, but only in limited quantities. Salmon is firmer.

**DRIED FRUITS**—To these, as the season draws near, more attention is given, but, being a smaller market, there is not so much business done at open figures as in the West. At the higher prices at which the market opens, but light business can be done here. In spot goods, demand is quiet. Loose muscatels are very scarce and Valencias a light stock. Currants are higher, cleaned stock having quite a steady sale. Seeded raisins are held at even figures. There were large arrivals of Egyptian onions during the past week, and the price is somewhat lower. These have a good sale. Evaporated apples are very dull. In dates, there is some little sale for package goods. Figs show no business, and dealers are anxious to sell. Prunes are not largely held. The green fruits, particularly strawberries, interfere with the sale. In nuts, peanuts have a steady demand. Prices are rather higher.

**DAIRY PRODUCE**—Eggs keep quite high for the season, but the market is rather easier. Stocks held here are not large, and the quality is generally good. Butter is dull at low figures, even for good stock. For

fancy, in a retail way, rather better figures can be obtained. Cheese is still high. For the local market, only small or twin cheese can be moved at all freely. There are not the facilities for export which either the quantity or quality of our product would warrant.

**SUGAR**—Price continues to move up. Fair stocks are held, and a good, steady sale is reported. Outside sugars are not now largely held here.

**MOLASSES**—The arrival of the West Indian steamer with quite a large quantity of Barbadoes has somewhat eased the local market. The demand is, however, for Porto Rico, and, while a further small cargo arrived during the week, holders are very firm. Still, at this season, sales are light and buyers incline to hold off. A small cargo of Barbadoes arrived by sailer to be forwarded to Fredericton. In other grades of molasses very little is doing.

**FISH** — Salmon are still of chief interest. The catch has been small. Prices are rather lower. It is said shippers would have done much better but for the competition they have met from Newfoundland salmon. These are something new in the Boston market, but have given quite good satisfaction. Halibut are still offered and prices are firm. In dry cod and pollock there is

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



little doing. Prices are easy. Smoked herring are dull. Pickled herring are a light sale. New goods still continue to arrive. There is no snap to business. We quote: Large and medium dry cod, \$3.00 to \$3.25; small, \$2.00 to \$2.25; pickled shad, \$4.00 to \$4.50; haddies, 4½ to 5c.; smoked herring, 7 to 8c.; fresh haddock and cod, 2½c; boneless fish, 4 to 5c.; pollock, \$1.75 to \$2 per 100; pickled herring, \$1.75 to \$1.90 per half bbl.; Shelburne, \$4.50 to \$5; halibut, 9 to 10c.; salmon, 13 to 14c.

PROVISIONS — Light business is being done. Some little eastern barrelled pork and beef are moving at about even figures. In smoked meats sale is light and prices high. Lard is firm.

FLOUR, FEED AND MEAL—Prices in flour are no higher, and in the local market there has been no change during the week. Oatmeal is rather higher but shows a light business. Feed is quite scarce. The high prices asked for cornmeal have rather affected the sale. Beans continue dull and

holders incline to shade prices. A good deal of hay is held throughout the Province. Our people make the mistake of growing too much for the stock that they keep. The price is low. Barley and peas are dull at even figures. We quote: Manitoba flour, \$5.50 to \$5.60; best Ontario, \$4.35 to \$4.40; medium, \$4.00 to \$4.15; oatmeal, \$3.75 to \$3.85; cornmeal, \$2.35 to \$2.40; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.75 to \$1.85; prime, \$1.60 to \$1.70; yellow-eye beans, \$2.25 to \$2.45; split peas, \$4.00 to \$4.25; round, \$3.25 to \$3.40; pot barley, \$3.85 to \$4.00; hay, \$9 to \$9.50; timothy seed, American, \$1.50 to \$1.85; Canadian do., \$1.75 to \$2.40; clover seed, 9½ to 10c.; alsike, 10½ to 12c.; mammoth, 11½ to 12½c.

ST. JOHN NOTES.

A. L. Goodwin has a large stock of Egyptian onions just to hand.

Dearborn & Co. have received some extra Singapore pineapple, a full line of which is

not generally carried here. This they have bought so as to make a right price to the trade.

S. Jones, of Jones & Scofield, is again at his desk after quite an extended holiday.

C. & E. Macmichael have a shipment of the popular Machonachie pickles just to hand.

"A good trade in Fredericton," so reports R. Jardine, the local agent for The Pure Gold Manufacturing Co., Limited.

Mr. Gilmour, of Montreal, manager in Canada for Chase & Sanborn's coffee, called on the trade this week in company with his brother, the regular traveler.

Thos. H. Bullock, one of the managers of The Imperial Oil Co. here, has just arrived home from an extended trip to England and the Paris Exposition.

The total value of the butter produced in the Northwest Territories last year was over \$103,000. There are 42 creameries, whereas five years ago there was only one.



# CARR & CO'S BISCUITS

You want a line of Imported Biscuits to complete your stock.

We will bring you out assorted cases.

Dominion Agents:

Frank Magor & Co.,  
16 St. John St., Montreal.

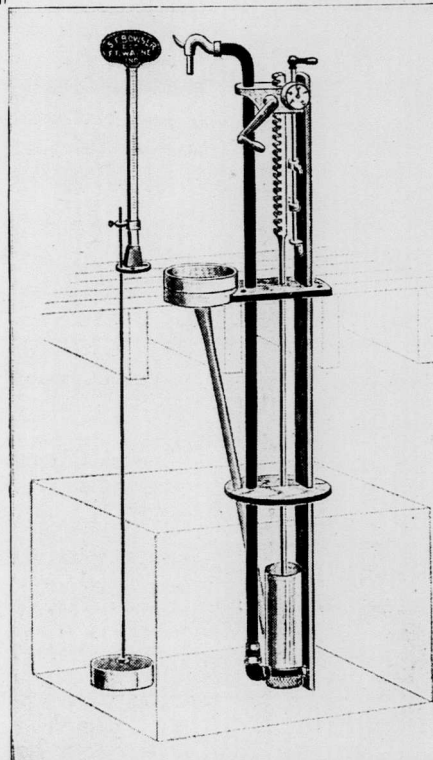
For British Columbia:

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

Wm. O'Brien, Stoco, Ont., has opened a grocery store in M. S. Murphy's old stand.

The Grocery Clerks' and Drivers' Association, of Oshawa, Ont., will hold their annual picnic in Prospect Park, Oshawa, on August 6. Three special trains have been chartered, and a good programme of games and sports is being prepared.

## THE VITAL PART



of an oil tank is the valves in the pump.

**BOWSER**  
3 Measure Self-Measuring

**OIL TANKS**

are equipped with

**Steel Ball Cage Valves**

The only valves ever invented that hold kerosene oil indefinitely. The balls in these valves are guaranteed to us not to vary one-ten-thousandth part of an inch from a perfect sphere. No flat valves in ours. They won't hold. Our valves will hold oil "till the cows come home." Do you want an oil tank that you can rely upon to measure accurately all the time? The BOWSER tank will do it.

### BOWSER OIL TANKS

pump and measure accurate Imperial Gallons, Half-Gallons and Quarts at every stroke. Catalogue free.

**S. F. BOWSER & CO.,**

P. O. Box 564, TORONTO.  
Factory: FORT WAYNE, IND.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**A** TELEGRAM received from the Coast by a leading New York dealer in dried prunes, stated that a blight or disease has struck into the orchards in most of the villages of the State. The disposition in the trade is to take these reports with some discount.

### CURRENTS IN NEW YORK.

In currants, we hear in some quarters of a further advance to  $6\frac{1}{4}$ c., and in others of a sale of 200 barrels at 6c., with the seller at the close of the market holding firmly at the advance. It is confidently expected that higher prices will rule next week, as a better inquiry is noted.

### TEAS IN NEW YORK.

A firm market continues to be experienced, and there was no falling off in the volume of line business transacted. The out-of-town trade was a fairly good buyer, having confidence in the situation, and there also was a moderate run of orders from the local trade. The firm news from the East from both China and Japan, together with the improved demand, made dealers indifferent sellers, and they held firm for full values. The market for invoices was firm. —New York Journal of Commerce, July 14.

### PRUNES ARE POOLED.

A letter from San Jose, Cal., received in New York, commenting on the prune situation says: "Everything is pooled. All rates are to be made from one pool, and all receipts held by the combine which runs each packing house, retaining the owners as agents. Each carload sold interests all stockholders in proportion to their stockholdings, regardless of who makes the sale. Seller's interest does not exceed the proportion of his stock interest. If any stock is left over it is owned by all in proportion to their output."

### SALMON ON THE UNITED STATES COAST.

Referring to the salmon situation The San Francisco Trade Journal says in part: "While the season for the biggest run of chinooks is over, yet the run of bluebacks has not set in, and it is these that cannerymen banked to pull them through for a pack nearly up to last year's. Some steelheads are coming in the Columbia river, but not in large quantities. Cold storage men pay 5c. per lb. for them. This price was agreed on early in the season. Someone paid as high as  $6\frac{1}{2}$ c. per lb., but it is thought that it was done so as to get cold storage men to fight and advance prices by which cannerymen could sell at the high figures. On Puget Sound every available or suitable

place for traps has been taken up. When all the traps are in place it will be difficult for salmon to escape, for between fishermen and trapmen there will be very little water that is not operated in. It is this which will go far towards exterminating the fish even with hatcheries in full operation. It is thought that salmon turned loose by the hatcheries four years ago will come into the Sound and Fraser river this year. Even with this and the more extensive operations for fishing and canning we still believe that the sockeye pack of Puget Sound will be less than it was last year. Many think the sockeye pack will equal, if not exceed, last years, but they say that the humpback will show a decided falling off. Mail advices from the Sound report that sockeyes are coming in and fair catches were reported by some."

### LIGHT SARDINE RUN.

Late mail advices from the French sardine fishery state that the run of fish continues extremely light, and that the prospects are unfavorable for an average pack. Regarding canned mushrooms the letter says: "The increased consumption of the product in a fresh state is interfering with the packing operations, and from present indications it is not improbable that the close of the season will see a much smaller pack than was the case last year."

### CANADIAN WALL PAPER AT PARIS.

**P.** DARTIGUENAVE, the leading New York designer, has written a letter to a New York wall paper journal as follows relative to his observations at the Paris Exposition:

PARIS, June 20, 1900.

In my last letter I told you I would write to you again about what I might find interesting in the wall paper exhibits of the Paris Exposition. The other day I was visiting the English Colonies, when I was agreeably surprised to see a beautiful display made by The Watson, Foster Co. in the section of Canada. They have a very large and splendid showcase where one can see a selection of the best samples of their line. I was not the only one to be attracted by their showing, for a whole crowd were standing around, admiring the richness of the colorings and the grace of the drawings. One of the company's best and most attractive samples is a large parlor paper in half-tapestry shades and with a heavy gold background. I have hardly ever seen anything of a more striking and artistic effect. I will not try to depict to you all the good things I have seen in their exhibit. A design is something that must be looked at; a description of it is hardly interesting. Still, I will tell you that their assortment is complete. Florals, heraldics, halls, scrolls, etc.,

are in great variety. Besides their central display, they have a number of panels, spread a little all over the rooms of the Canadian section.

I have also noticed in the section of the United States two beautiful rooms decorated with papers of Wm. Campbell & Co. You have already given their complete description in your weekly paper, so I need only tell you that they are of great taste and attract a great deal of attention.

Do I need to tell you that the exhibition here is now in full bloom? Paris is no more the capital of France, but seems to be in the hands of strangers, for one can hear all languages spoken here. Americans, especially, are in great numbers. They will find here all they want that is interesting, for the American exhibit alone is of great importance, and it would take several months to study it thoroughly.

Yours, most sincerely,

P. DARTIGUENAVE,  
31 Avenue de la Republique,  
Nanterre, near Paris, France.

### ADVANCE IN JAMS AND JELLIES.

Owing to the fact that small fruit, tinware, woodenware, glassware and sugar have advanced, and are very high, Upton & Co. have been compelled to increase the prices of their marmalade, jam and jellies, in 1-lb. glass, to \$1.05 per doz., and marmalade in 7-lb. wooden pails and 7 and 5-lb. tins to  $7\frac{1}{2}$ c. per lb., and jams and jellies in pails and tins to  $7\frac{1}{2}$ c.

Upton & Co. have added a great deal of new plant to their present large capacity, and they state that they are now in a position to put up a better class of preserves than at any time heretofore. In fact, many orders have been received lately from territories where their goods are unknown.

Mr. Upton says nothing enters his factory but fruit and sugar, and consequently nothing can make a better preserve when properly boiled.

### CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

### CORRESPONDENCE WANTED.

**BRITISH COLUMBIA BROKERAGE FIRM** (rustlers), high standing, want Wholesale Grocers, Dairymen, and other manufacturers' correspondence. Address Box 2, CANADIAN GROCER, Toronto. (29)

### THE RUBLEE FRUIT CO. LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC GREEN AND DRIED FRUITS, NUTS, Etc.  
151 Bannatyne St., 12th St.,  
WINNIPEG, MAN. BRANDON, MAN.



*Social Tea***SOCIAL COFFEE***Social Tea*

We have much pleasure in informing the Grocery Trade of Canada that we have purchased the plant, name, etc., of the

## SOCIAL CEYLON TEA CO.

We will continue the profit-sharing portion of the business, and redeem all genuine coupons with handsome premiums. It will take some little time to have this portion of the business in perfect working order, but you can promise your customers that every genuine coupon will be redeemed. Will also add to above

### **Social Coffee and Social Baking Powder**

WITH COUPONS IN EVERY PACKAGE.

We would like to have Agents in every town in Canada where our travellers do not call. Write us.

We will guarantee 40c. Social Tea equal, if not superior, to any package tea in Canada. Two coupons with each pound, one with half pound.

Our Social Coffee—40c.—will be our famous Queen Blend. Two coupons with one-pound tin, one coupon with half pound. This line of Coffee we will guarantee equal, if not superior, to any Coffee sold in Canada.

Social Baking Powder will be sold at 15c. per pound, one coupon in each tin.

Do not forget that Jersey Cream Baking Powder will be kept well to the front.

## LUMSDEN BROS.

**TORONTO and HAMILTON**

One "ARMEDA" Tea Packer for Sale.

*Social Tea***SOCIAL BAKING POWDER***Social Tea*





The opinions of some of the merchants who display these signs in Toronto:



**Mr. Reddick, President of The Retail Grocers and Protective Association of Toronto,** says—"We have given Trading Stamps for over two years. They are all right."

**W. R. Stewart, Grocer and Butcher, 665 to 669 Queen St. East,** says—"Our business has more than doubled by giving Stamps."

**Mr. Bach, Dry Goods Merchant, Queen St.,** says—"My experience is that Trading Stamps given liberally, honestly and without quibbling, are a boon to the public and an aid to the merchant."

**Mr. Dent, Dry Goods Merchant, Yonge St.,** says—"Trading Stamps have immensely increased our trade, by getting customers that formerly went to the Departmental Stores."

**J. P. O'Neil, Butcher, 520 Queen St. West,** says—"We have more than doubled our trade with Blue Trading Stamps."

**E. J. Henry, Grocer, 781 to 785 Queen St. West,** says—"I find Trading Stamps the best system as a discount for cash. Have been using them for nearly three years."

**G. Fursseidon, Butcher, 128 Queen St. West,** says—"Trading Stamps draw a good cash trade and is a first-class way of advertising. Have had them for nearly three years and am well satisfied with results."

**W. Marshall, Butcher, 104 Gladstone Ave.,** says—"Trading Stamps have built me up a fine trade."

**R. B. Powell, Grocer, 440 Spadina Ave.,** says—"Trading Stamps are a very good means of getting trade. Keeps trade from going to Departmental Stores."

**J. F. Cleary, Grocer, 409 College St.,** says—"I consider Trading Stamps to be the best means of drawing trade, encouraging the customers to pay Cash and also advertise my business. Have had them nearly three years."

**Wm. Greaves, Grocer, 593 College St.,** says—"Trading Stamps are a good inducement for people to pay Cash."

**A. Wright, Grocer, cor. Harbord and Robert Sts.,** says—"I think people are entitled to a discount for Cash, and the Trading Stamps are the best medium of giving same. Have had Stamps for over two years and am very well satisfied with the results."

**F. W. Bastow, Grocer, cor. Brunswick and Ulster,** says—"I think Trading Stamps keep trade from Departmental Stores, induces Cash trade and is a first-class means of advertising."

**Brown Bros., who have one of the largest Grocery Stores on Queen St.,** say—"Trading Stamps are all right. We will continue giving them, which means they increase our business or we would not have them."

Trading Stamps are simply discounts to cash customers in a convenient form, and discounting is a recognized principle in every legitimate business.







# Most Excellent Coffee



A pure, high-grade berry at a popular price.

Trial Order Solicited.

# The Cyclone Fruit Cleaner and Dresser



is built entirely of metal and is the most efficient, durable and yet simple fruit cleaner ever invented.

It will clean over 1,000 lbs. of currants per hour and leave the fruit with the natural bloom revived, the skins uninjured and apparently of a higher grade than before, ready for immediate packing or using in any form required.

Sole owners and patentees for Canada,

**NICHOLSON & BROCK,**  
TORONTO, - - - CANADA

# CURRANTS

IMPERIAL  
ROYAL PATRAS  
EXCELSIOR VOSTIZZAS

Cases and Half-Cases.

**WARREN BROS. & CO.**

Wholesale Grocers. TORONTO.



# MOCHA

Makes the most delicious cup of coffee obtainable.

Any Person selling or putting up imitations lay themselves open to Prosecution.

For Sale in 1 and 2 lb. tins by all Wholesale Grocers.

**ACME MILLS, 88 Grey Nun St., Montreal**

COFFEE	Montreal, Quebec.	Toronto.	St. John, Halifax.
Green—			
Mocha	24	23	28
Old Government Java	27	22	30
Rio	10	9½	12½
Santos	10	10½	15
Plantation Ceylon	29	26	30
Porto Rico	22	22	25
Guatemala	22	22	25
Jamaica	18	15	20
Maracaibo	13	13	18
<b>NUTS</b>			
Brazil	24	25	13
Valencia shelled almonds	24	25	30
Tarragona almonds	13	14	13
Formegetta almonds	13	13	13
Jordan almonds	25	33	35
Peanuts (roasted)	6½	8	9
" (green)	5½	7	9
Cocanuts, per sack	3 00	3 75	4 00
Grenoble walnuts	12	13	14
Marbot walnuts	9	10	10½
Bordeaux walnuts	8	9	9
Sicily filberts	5½	10½	10
Naples filberts	10	10	11
Pecans	12	13	12
Shelled Walnuts	16½	17½	23
<b>SODA</b>			
Bl-carb, standard, 112-lb. keg	1 65	1 80	2 60
Sol soda, per bbl.	70	75	80
Sol Soda, per keg	95	1 00	1 00
Granulated Sol Soda, per lb.			1
<b>SPICES</b>			
Pepper, black, ground, in kegs			
pails, boxes	16	18	18
in 5-lb. cans	14	17	19
whole	15	17	19
Pepper, white, ground, in kegs			
pails, boxes	26	27	22
5-lb. cans	25	26	20
whole	23	25	20
Ginger, Jamaica	19	23	22
Cloves, whole	12	30	14
Pure mixed spice	25	30	25
Cassia	13	18	20
Cream tartar, French	25	24	25
" best	28	25	25
Allspice	10	15	13
<b>WOODENWARE</b>			
Pails, No. 1, 2-hoop	1 90	1 90	1 90
" 4-hoop	2 05	2 05	2 05
" half, grained	1 75	1 75	1 75
" quarter, jam and covers	1 45	1 45	1 45
" candy, and covers	2 70	3 20	3 20
Tubs, No. 0	11 00	11 00	11 00
" 1	9 00	9 00	9 00
" 2	8 00	8 00	8 00
" 3	7 00	7 00	7 00

PETROLEUM	Montreal, Quebec.	Toronto.	St. John, Halifax.
Canadian	18	19	19½
Sarnia water white	19	17½	20½
Sarnia prime white	19	16½	21
American water white	20½	18½	21
Pratt's Astral (barrels extra)	21½	18½	21
<b>TEAS</b>			
Black—			
Congou—Half-chests Kaisow	13	60	11
Moring, Paking	17	40	15
Caddies Paking, Kaisow	35	55	30
Indian—Darjeelings	20	40	18
Assam Pekoes	18	25	17
Pekoe Souchong	35	42	34
Ceylon—Broken Pekoes	20	30	20
Pekoes	17½	40	17
Pekoe Souchong	17	35	17
China Greens—			
Gunpowder—Cases, extra first	42	50	42
Half-chests, ordinary firsts	22	28	23
Young Hyson—Cases, sifted	42	50	42
extra firsts	35	40	35
Cases, small leaf, firsts	22	35	22
Half-chests, ordinary firsts	17	19	17
Half-chests, seconds	15	17	15
thirds	13	14	13
common	13	14	13
Pingsueys—			
Young Hyson, ½-chests, firsts	28	32	35
" " seconds	16	19	16
" Half-boxes, firsts	28	32	32
" " seconds	16	19	16
Japans—			
½-chests, finest May pickings	38	40	35
Choice	32	36	32
Finest	28	30	28
Fine	25	27	25
Good medium	22	24	21
Medium	19	20	19
Good common	16	18	16
Common	13	15	13½
Nagasaki, ½-chests, Pekoe	16	22	16
" Oolong	14	15	14
" Gunpowder	16	19	16
" Siftings	7½	11	7½
<b>RICE, MACARONI, SAGO, TAPIOCA</b>			
Rice—Standard B	3 10	3 25	3 30
Patna, per lb	4½	5	4½
Japan	4½	5	5½
Imperial Seeta	4½	5	4½
Extra Burmah	4½	5	4½
Java, extra	6	6½	6
Macaroni, dom'ic, per lb., bulk	5	6	7½
" imp'd, 1-lb. pkg., French	8	12	9
" " Italian	8	10	11
Sago	3½	4	4½
Tapioca	4½	5	4½



# Don't Spoil The Cook's Work In Hot Weather!

Think of the thousand and one dainty foods that the cook prepares in hot weather. Think of the Flavoring Extracts she uses to tickle the palates of the household with. Are you going to trifle with her confidence in the quality of the goods you sell by handing her a Flavoring Extract that you're not quite sure of—or proud to keep in stock?

## Jonas' Flavoring Extracts

will please the most exacting cook in all Canada. They are the Standard Extracts of purity, richness, strength, and they are never known to fail. They yield satisfaction in its fullness. You'll hold your trade if you sell goods like these that never vary in their superior excellence. You'll win new trade also. These are not idle words, but facts—facts borne out by the experience of over thirty years. **And experience counts!**

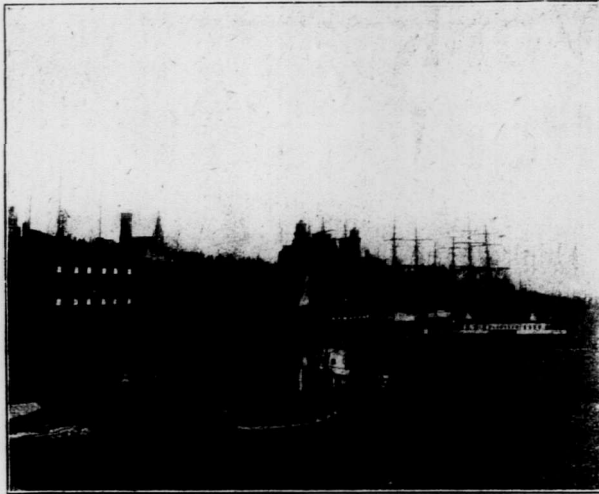
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HENRI JONAS & CO., MFRS.,  
Montreal.



## AN IDEAL TRIP FOR TOURISTS.

FOR years I have urged Canadians to spend their holidays in the Maritime Provinces, instead of at summer resorts on the United States Atlantic Coast. I must confess that until last summer I was influenced more by what we term patriotism than by knowledge gained by practical experience. What I knew about the Maritime Provinces was acquired altogether from reading books, magazines and newspapers,



St. John, N. B., Harbor.

and from conversation with those who had visited the Provinces down by the sea. Now I am in the fortunate position to know whereof I speak.

Reading is not seeing; and I found that the half had never been told.

I cannot speak from personal observation of Prince Edward Island. Time would not permit me to visit that delightful island. But, New Brunswick and Nova Scotia, I could scarcely use terms too extravagant in regard to them. They are the paradise for tourists.

It was a hot, sultry day in August when I boarded a Canadian Pacific train in Toronto. There had been no rain for some weeks, and, until we reached the island of Montreal, the country along which we sped in well-appointed cars looked unpleasantly thirsty and dry, and one caught the complaint, if complaint it can be called. But across the Ottawa and we were amid entirely new conditions. The fields were a luxuriant green, and the vegetation everywhere was bright and refreshing.

When I awoke in the morning our train was in the State of Maine, traveling along the famous Short Line of the Canadian Pacific Railway to St. John, New Brunswick's capital city.

That portion of the State which the Short Line traverses will never be noted for its

agricultural qualities. But agricultural qualities are not usually what the average tourist desires. What he wants is scenery, and the more and striking it is the better he likes it. This he gets as he speeds along the Short Line. But it is when he is well into the Province of New Brunswick that the prospect pleases most.

For, mile after mile, there is one endless profusion of mountain and river scenery.

One would almost think the road had been constructed with the special object of affording the tourist the maximum advantage of the glorious and varied colors that mountain, valley and river provide. I held a magazine between my fingers, but read I could not. The articles therein were interesting and to my taste, but the Book of Nature, with such pictures as I never saw before, was more so.

By and-by we reached the high bridge that spans the St. John river close to the famous reversible falls,

as Mark Twain so aptly terms them. Some people may pooh-pooh the idea of reversible falls, but, if anything was ever reversible, these falls are. When I entered St. John they were falling toward the sea. A week later, when I returned, they were falling in the opposite direction; in other words, they were falling up the river.

But, while the falls were unique, wonderful, the River St. John itself is grand, is entrancing. From the deck of one of the big steamers that ply on the river one is held spellbound. At any rate, I was. The river is broad and majestic, with towering hills on either side which throw their shadows far into the river.

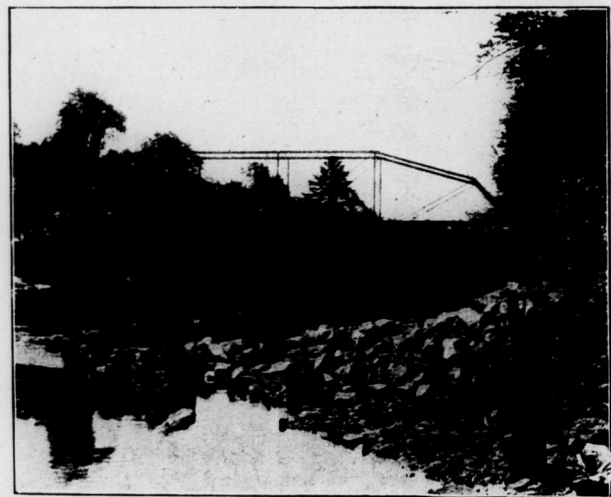
I have seen the Hudson river, and only recently, too, but give me the St. John river in preference. The Hudson is grand and imposing. So is the St. John, but it is more. There is a wealth of color such as I never saw on the banks of any river before, while the glamour which hangs over hill top and in distant mountain recesses gives a decided mystery, an enchantment to the scene.

And the mystery grows upon one as the steamer ascends the river past the Kennabeccasis, until one begins to wonder if he is in the land of the living, in Dreamland, or on his way to Fairyland. Bye and-bye the dinner bell wakes one from his reverie, but, in the meantime, a picture has been photographed on the memory that time, I think, can never efface.

Once in St. John, no tourist should return home without first crossing the Bay of Fundy. The steamer leaves the wharf about 7 a.m., and less than three hours later she is carrying you through Digby Gut with its towering sugar-loaf hills on either side, into the famous Annapolis Basin. And the stiff breezes that strengthened your lungs and sharpened your appetite while crossing the Bay of Fundy give place to a balmy air redolent with seaweed and other not unpleasant odors, which remind you that you are nearing a fishing village.

Digby town, at the eastern extremity of the Annapolis Basin, is reached in a few minutes. And when you get to Digby be sure and entrain for a trip through the Annapolis Valley, the land of Evangeline, with its curious dykes, its pretty and quaint towns and villages, its glorious bits of distances, its hills and valleys, and—its famous historical recollections.

When you have reached Halifax and visited the many points of interest there, take the Intercolonial train and come back through Nova Scotia the opposite side from which you went down, again past dykes, again through glorious scenery of mountain and valley, and, just as evening sets in, you will find yourself back in St. John, with a Canadian Pacific Railway train, with com-



Pleasant River, Brownville Junction.

fortable Pullman and well appointed dining car attached, waiting to take you past the reversible falls and back to home and friends, fully persuaded in your mind that a better holiday trip you could have scarcely had on this or any other continent.



**TILBURY BUSINESS MEN.**

**M**R. W. C. Crawford, general, or you might say departmental store, for you could scarcely conceive of any article he does not carry in his monster new premises in Tilbury, which for modern convenience could hardly be improved on. Mr. Crawford is a hustler, and has the tact to do everything in systematic order, and although kept so busy in superintending so large a business, has always time to see all callers, and dispose of them in a way which makes



Magog River, Sherbrooke, Que.

them feel they would like to call again. Judging from the fine premises and active business carried on there, the Tilbury merchants must be prospering.

Since I last visited Tilbury, Mr. J. S. Richardson, general merchant, has moved into his large new brick premises, 40 x 155 ft.; with plate glass front, 14 x 37 ft. This is one of the finest stores I have seen. There is not a single pillar to obstruct the view over the whole floor, the ceilings being supported by steel girders. On the first floor, dry goods, boots, shoes, hats, caps, and ready-made clothing are tastily arranged, while, at the back, the grocery department is located. On the south side is a fine suite of offices of fine workmanship, finished in ash. The second floor is devoted to the millinery, carpet and housefurnishing lines. The building is heated throughout by steam, lighted by electricity, and cash carriers traverse the whole store.

Mr. Richardson is an active business man, and courteous to everyone. He reports business good.

**EXPERIMENTS IN ORANGES.**

In spite of the hopeless situation in which many of the Florida orange growers now find themselves, the patient work which the experimenters of the Agricultural Department are doing gives ground for hope of the

ultimate success of orange raising in the Eastern States, according to The New York Sun.

It may seem something like a fairy tale to talk of growing shiny-leaved orange trees laden with golden fruit upon the banks of the Hudson, but the experts of the Department of Agriculture declare that this should be by no means an impossibility. Herbert J. Webber, of the Department, is authority for the statement that fully as remarkable things have happened in plant life as the production of a hardy orange, and he firmly believes that the result will be attained, in some measure at least.

A hardy orange, if evolved, will result from a hybridization of the tropical orange and the hardy Japanese trifoliolate orange (*Citrus trifoliolate*), the crossing of one on the other. The trifoliolate is perfectly hardy as far north as Philadelphia, but its fruit is useless.

Mr. Webber has some thousand crossed trees from one to two years old, which show distinctly in appearance traits of both parents. It is hoped that they possess

likewise the frost-resisting and fruit-producing qualities in combination. This cannot be determined for some years to come.

**ATTRACTIVE MEETINGS.**

"How to Make Business Meetings more Attractive" is a question recently discussed in a British grocers' association, and it occupies the attention of association officials elsewhere, says New York Merchants' Review. It would almost seem as though the value of associations had been exaggerated, when members cannot be induced to attend the meetings. Perhaps the meetings are held too often; perhaps a clique monopolizes the offices; perhaps the exhausting nature of the grocery business explains the disinclination of members to regularly attend meetings. Perhaps—but surmises are idle when every remedy in sight has been tried without effecting a permanent cure in all cases. There is nothing so dissatisfying to active and ambitious men as the paralyzing indifference of the rank and file of the

membership, when the former are desirous of using the organizations as stepping-stones to their ambitions, but while this sort of thing is perfectly natural and not at all discreditable to the active members, the lethargic fellows should not be blamed for not wanting to turn out to meetings after a hard day's work. The men whose bread and butter depend upon the activity and health of the organizations hold different views, but we are speaking disinterestedly.

**IT MUST TELL ITS STORY.**

I admire brevity as much as anybody does. When a man has anything to say to me I want him to say it quick—to stop just the minute he gets through. But an ad. must tell its story, not hint at it.

If it's necessary to use a page to say what needs to be said, well and good. If it can be said in an inch, well and better. But say it.

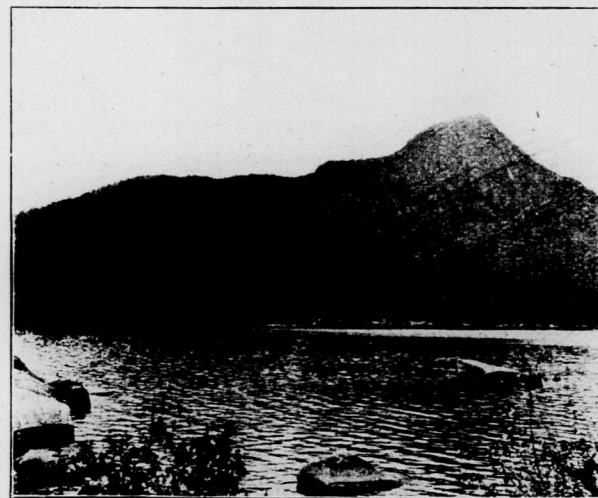
There are some men who can say more in an inch than others can in half a column, say it better, and make a far more deep and lasting impression.

That's genius—born, not made.

And the man who ought to use half a column, but tries to imitate the genius and get it all into an inch, is monkeying with a very dangerous edged tool.—Chas. A. Bates.

**A NEW FRENCH APPETIZER.**

Quinquina Dubonnat is the name of a delicious new wine lately imported by L. Chaput, Fils & Cie. It is a strengthening appetizer, made, not of chemicals or anything harmful, but of old Spanish wine and is just suited to the hot summer weather.



Bearstone Mountain, Maine.

It is said to be indispensable in damp climates and to be a guard against fever. It is put up in liter and half-liter bottles. Samples may be obtained on application.



### MILLING GREEN COFFEES.

A COFFEE milling machine is a machine for giving the beans of green coffee a perfectly clean surface, so that a bright, attractive roast may be made from them. Milling is a green coffee operation, but it is intimately connected with the roasting business, and so important is proper milling for the handsome roasting of certain coffees that a large part of the roasting establishments to day operate their own milling apparatus, instead of buying coffee already milled by large handlers of green coffee.

Perhaps "milling" is not the best word which could have been chosen for this particular cleaning operation, as it is an overworked term in other connections, and always suggests a grinding operation (which coffee milling must never be). "Scouring" is a word which has been used for the same purpose, and it expresses the operation pretty closely. But milling has come to be the word technically adopted by the trade, and it should be used uniformly to describe this special coffee treatment.

Sometimes there is an unfortunate looseness in the use of coffee manipulation terms, and there may be a corresponding uncertainty in the work which is performed by machines with indefinite purposes. It may be well to note right here four terms which have definite, limited meanings with well-informed members of the coffee trade. Polishing refers to the coloring of green coffees. It should not be confused with finishing, which is a roast coffee tumbling process, or with milling. Separating refers to sorting green coffee, according to size and shape of bean. It is a better term than "grading," because this word has a special meaning as regards coffee exchange standards of quality.

A coffee may be cleaned without any real milling. Cleaning is a general term for any improvement by removing foreign material—sticks, strings and dirt. A good milling machine is usually provided with attachments for doing this work in addition to genuine scouring. But there are many deceptive, disappointing contrivances on the market which are claimed to be combined cleaners, polishers and separators, and which do a little of all these things, but only in the popular meaning of the terms. To perform any of these coffee operations completely, in the technical meaning, according to the best trade standards, requires a piece of apparatus definitely adapted to it.

To mill coffees effectively they must be given a thorough rubbing so that the fine dirt and scale will be removed. Any mere sifting or battering of the coffee beans about will not answer. Tumbling the coffee in

quantity so that it rolls heavily on itself, comes nearer to the requirement (and for this reason green coffee mixers, with proper suction connections, are found to give distinct milling results). A good milling machine secures a turning of the coffee on itself, so that with little power a great amount of friction is developed from the coffee itself and from the scouring surfaces over which it is passed. And the apparatus must have properly directed air currents by which all loosened dirt is sucked out of the coffee. The results of good milling are more apparent to the touch than in the looks of the green coffee, as it acquires a decided smoothness. But it is in the appearance after roasting that the real gain in milling is made evident.—The Spice Mill.

### PREJUDICES AGAINST INSURANCE.

"There is the great prejudice that one can handle his own money better than the company, and therefore he will not assure his life, and this goes hand-in-hand with the conviction of the noncapitalist that he cannot afford it. But it is a happy thing," says James W. Alexander in *The Atlantic*, "that these prejudices are gradually breaking down, but the people still treat life assurance as a luxury. They pay in their premiums in good times, and drop them or refrain from taking the first step in bad times. The reverse of this would be rational. Instances of bitter disappointment to families are occurring all the time, upon the death of the bread-winner leaving nothing but debts. In former times life insurance was sparingly resorted to, and almost exclusively by salaried men and by men of small affairs. Later, the prosperous and the capitalistic class learned that 'an anchor to windward' in the shape of life assurance is an advantage.

"Many is the successful merchant who has left one or more hundreds of thousands of assurance which has saved the integrity of his business or has bridged over the gaps while the estate was being disentangled. Partnerships have been saved from wreck by the interinsurance of the members. Families enjoying luxury have through the medium of large life assurance escaped being suddenly plunged into the misery of dependency. The man who is confident that he can handle his own money best without committing it to a company ignores the uncertainty of life. Even if he has the requisite knowledge, skill and steadfastness to do as well as the company throughout a lifetime of 60 years, how can he be sure he will not die? Premature death wrecks all his plans. The assured man establishes a capital for those he is to leave behind the moment he assures."

### THE APPRENTICE QUESTION.

GROCERY, London, England, has the following anent the apprenticeship question: "Hand in hand with the subject of technical education goes the question of apprenticeships. In the 72 days a grocer, although, perhaps, he knew little else, knew his trade thoroughly; he had been brought up in it since he was comparatively a small boy, and was thoroughly conversant with every detail of it. The question of reviving the apprenticeship system is very much to the front just now, and Sir William Pink, at the recent meeting of association delegates in connection with the next London Grocery Exhibition, spoke strongly on the subject. He was of opinion that the old practice should be revived, but he contended that the conditions of the grocer's assistant would have to be improved. At present he is, perhaps, the longest worked and the worst paid in any trade. Things are improving, perhaps, but the grocery trade has got such a bad name that parents would not be in a hurry to apprentice their sons to it, unless they saw some marked change for the better.

"There is a very general demand amongst masters for better educated assistants than they are getting at present, especially for those who are educated in the technical sense. As a general rule, the grocer's assistants know very little beyond the three 'R's' and what they have been able to pick up in a shop concerning their business. The worst of it is that the hours in the grocery trade are so long that the assistant, unless he is unusually industrious and energetic, gets no opportunity of improving himself, and goes through life with the little knowledge he had when he entered the trade. There are now plenty of technical classes which the grocer's assistant could attend, if he had the time, although, perhaps they are not specially designed for his needs. This is a good thing to some extent, as it a great mistake to specialize knowledge too much; it narrows a man's horizon and leads him to think he knows a great deal more than he really does."

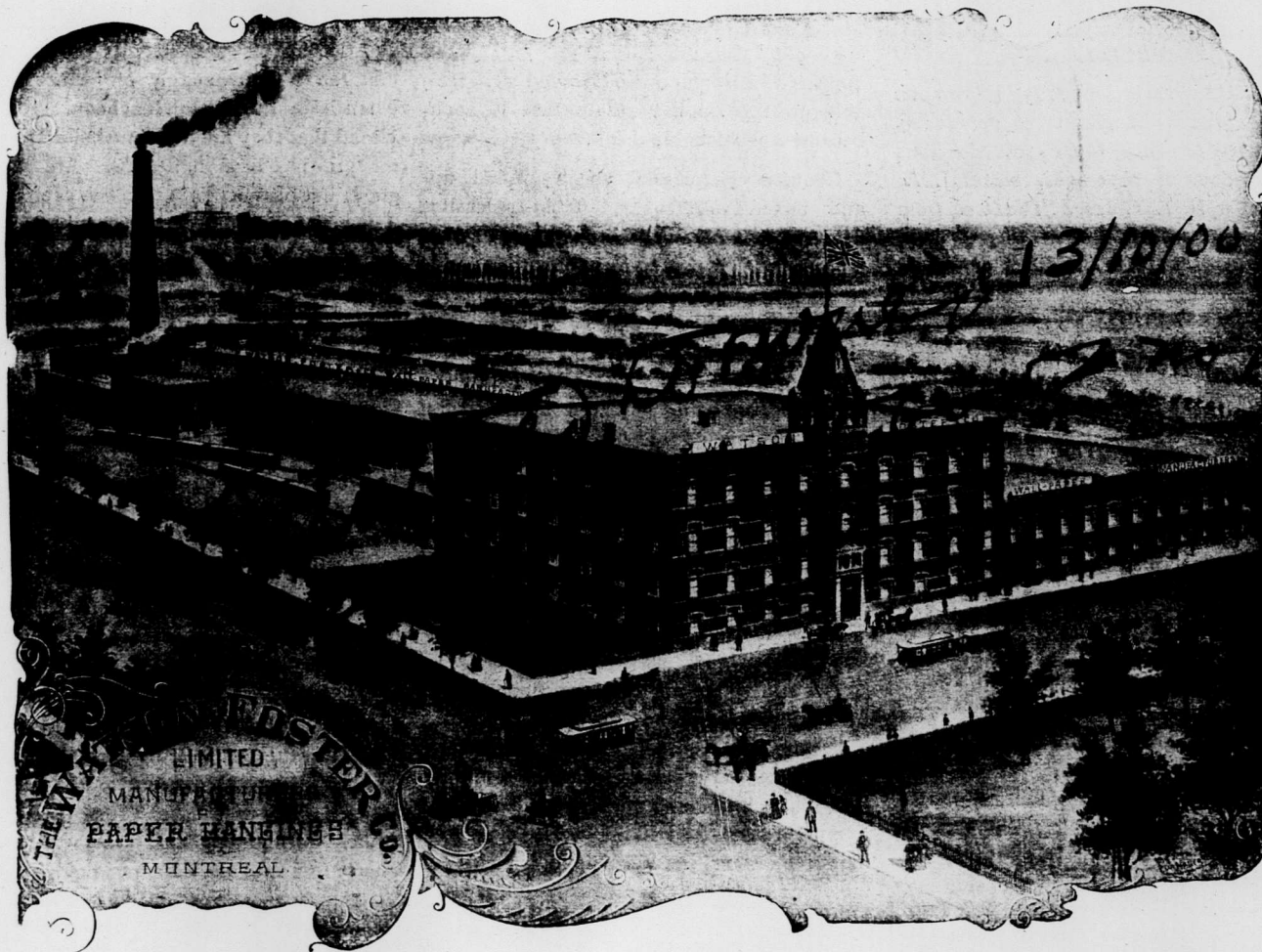
Stephen Fournier has purchased the grocery and provision stock of J. R. Kirkwood at Sudbury, Ont., and will immediately commence business.

The members of the Butter and Cheese Association, together with Professor Robertson, Canadian Dairy Commissioner, unanimously favor the appointment of an official cheese inspector to see to the quality of cheese, ascertain its defects and their causes and give counsel to the manufacturers.



# Wall Paper Works

.... OF ....



THE **WATSON, FOSTER CO., LIMITED**  
MONTREAL, CANADA,

WHO, WITH A CAPACITY OF 70,000 ROLLS PER DAY,  
UNEXCELLED EQUIPMENT AND RESOURCES, PRODUCE  
THE LARGEST LINE IN THE WORLD OF ORIGINAL  
AND EXCLUSIVE DESIGNS—ARTISTICALLY COLORED.

**SEE OUR PARIS EXHIBIT** CANADIAN BUILDING  
FACING MAIN ENTRANCE

FOREIGN CORRESPONDENCE INVITED.



# Ogilvie's Hungarian Ogilvie's Glenora....

All BAKERS and GROCCERS handling this Flour exclusively are making money.

**Superior Quality  
Always Good**

## CACOA.

**C**ACOA, more generally known as cocoa, although not so popular as tea or coffee, is the most delicious and nutritious of beverages, writes J. A. Willson in N. E. Grocer. The tree from which it is obtained is often 30 feet high. It is a native of Mexico, and was cultivated there before the Spaniards conquered that country.

A fleshy fruit from 4 to 9 inches in length, as well as the leaves and blossoms, all grow from the brown bark of the trunk and branches of the tree. The first, which is formed like a pear, contains from 20 to 40 almond shaped seeds, enclosed within a pale, red pulp. This pulp is a sweet, slightly acid substance, something like that of the watermelon, and is used as a food. The rind of the fruit is smooth, tough and insipid.

After separating the seeds from the pulp, they are dried, roasted and winnowed. The seeds contain a great deal of oil or fat which must be extracted before they are ready for the market. This is done by crushing the seeds between heated rollers which cause the fat to run off. The oil is nutritive, and is used as an anodyne in surgical operations, and in making pomades.

The culture of this useful plant is limited to the countries of the tropical regions. The ancient Aztecs were very skilful in its fabrication, producing a froth which, when cool, was solid enough to be eaten like candy.

Cocoa, which means "food for the gods," was introduced into Spain in 1520 by Columbus, and it became so general a favorite that its use quickly spread over the

continent of Europe. In 1657, it first appeared in England, and proved so agreeable to the English palate that it soon became a fashionable drink.

Genuine chocolate is cocoa ground up and mixed with sugar. It is generally flavored with vanilla, cinnamon or some other spice. It is easy of adulteration, and is often massed with farinaceous substances, such as arrowroot, sago or wheat flour. Caracas, in Venezuela, exports the finest cocoa in the world. In the West Indies, the beans, on being gathered, are immediately dried and packed for the market.

So long did man thirst for a natural stimulant, that he spent centuries and centuries in testing the root, leaf, flower, fruit and seed of the field and forest in search of such, and now we enjoy the many excellent beverages which are the result of this long-felt want.

Tea and coffee are excellent stimulants, but they do not possess so many valuable and important dietary properties as cocoa. While cocoa serves as a gentle nerve stimulant, it also introduces nitrogenous elements into the system, and is invigorating to the digestive organs. As it is delicious, nourishing, strengthening and easily digested, physicians recommend it as a safe and beneficial article of diet.

## PEANUTS FOR CHILDREN.

Children will be pleased at the suggestions which are now being made to feed them freely with peanuts, according to Spice Mill. And the suggestions are coming from sober sources. One journal devoted to body

culture advises that parents provide their children a daily supply of peanuts to be eaten with the school luncheon. It is declared that they are a most wholesome food for growing boys and girls. All nuts are good, but peanuts are given the preference. The belief that nuts are indigestible is due, it is asserted, to the usual mode of eating them at the end of the heartiest meal of the day, when the stomach is filled or overloaded. Parents who furnish their children with peanuts for luncheon are advised to impress upon them the importance of thorough mastication. If the nuts reach the stomach in firm, solid lumps, there is little chance for their assimilation.

## SETTLERS FOR CANADA.

Another large batch of emigrants are shortly expected in this country from Iceland, on their way to Winnipeg.

This Icelandic emigration to Canada is a very curious thing, says The Manchester Guardian. Since the stoppage of live stock exports to the United Kingdom the Icelanders have been hardly put to it to make a living. They used to send their lean sheep to the North of England and to Scotland, where the animals were put out to fatten and then sold. Now this has stopped, the Icelanders have only fishing to fall back upon as a means of livelihood, which is not much for a population of 80,000 souls.

They are, therefore, emigrating to Canada. Over 1,000 of them have left within the last few months, and they have all settled in the neighborhood of Winnipeg. The colony they have formed is called "Young Iceland." May it prosper!—Canadian Gazette, London, Eng.

## —THE DEMAND FOR—

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

is rapidly increasing, and grocers will find them "easy sellers."

They are largely advertised and are giving perfect satisfaction.

WRITE US FOR PRICE LIST.

REGISTERED  
*Bow Park*  
BRAND  
**BACON**

**THE BRANTFORD PACKING CO., Limited,**

**BRANTFORD, ONT.**



# GILLARD'S PICKLE and GILLARD'S SAUCE

are the finest goods of their kind in the world. 12 Gold Medals have been awarded for superior excellence, and over 5000 of the leading hotels and restaurants throughout Great Britain use them exclusively.

**THE PICKLE**—CASES OF 2 DOZEN

5-Case lots and over, \$3.20 per doz.  
Less quantity - \$3.30 "

**THE SAUCE**—

5-Doz. lots and over, \$1.40 per doz.  
Less quantity - \$1.50 "

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

**GILLARD & CO., - The Vintry Works, Walthamstow, London, Eng.**  
SOLE MANUFACTURERS.



## Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



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

# Have You Heard It Hum ?

Bee Starch is selling—  
It's selling fast.  
Note its many imitations.

# Bee Starch

— IS A WINNER.

Don't let your customers go elsewhere to buy it.

**BEE STARCH CO., 10 Lemoine Street, MONTREAL**



**BUSINESS CHANGES.**

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**R.** HICKMAN & CO., grocers, Toronto, have assigned to Thomas Jenkins; assets, \$1,307.15, and liabilities, about \$2,700.

E. Primeau, Windsor, Ont., has assigned to Robert Pinchin.

The creditors of Adilon Gagnon, St. Celestin, Que., met on July 17.

The stock of M. C. Phaneuf, grocer, Winnipeg, is advertised for sale by bailiff.

Malcolm McKinnon, grocer, Richibucto, N.B., offers to compromise at 20c. on the dollar.

John C. McMillan, general merchant, Webbwood, Ont., has assigned to Richard Lee, Toronto.

W. R. Powell has been appointed receiver of Andrew Grant, grocer and liquor dealer, Halifax, N.S.

S. & J. Carriere, general merchants, Coteau Landing, Que., have assigned; creditors meet July 24.

A meeting to appoint a curator for H. Boulay, general merchant, Sayabec, Que., was called for July 17.

John W. Stilling, baker, London, Ont., has assigned in trust to D. M. Cameron; creditors met on July 17.

E. S. Cressman & Co., general merchants, Hanover, Ont., have assigned to H. H. Miller and C. S. Scott, Hamilton.

Kinney Bros., Massey Station, Ont., bakers and flour and feed dealers, have assigned to D. M. Brodie; creditors meet on July 24.

## PARTNERSHIPS FORMED AND DISSOLVED.

J. A. Dagenais & Co., grocers, Montreal, have dissolved.

Doust & Frere, grocers, Montreal, have registered partnership.

Kwong Hang Chong, general merchants, Vancouver, B.C., have dissolved partnership.

Desjardins & Chabot have registered partnership as traders at St. Henri de Montreal, Que.

## SALES MADE AND PENDING.

R. Lumoine, tobacconist, Ottawa, has sold out.

Christina Gillespie, Uptergrove, Ont., advertises business for sale.

The stock of the estate of L. Lapatnikoff, grocer, Toronto, has been sold.

Graham & Co., confectioners, Morden, Man., are reported to have sold out.

George Turville, miller, St. Thomas, Ont., advertises his business for sale.

A. Madill, flour and feed dealer, has sold out to H. Waddup, Virden, Man.

J. C. Dupont, grocer and liquor dealer, Ottawa, has disposed of his grocery stock.

C. B. Graham & Co., tobacconists, Winnipeg, Man., have sold out, assigning

portion of purchase notes to C. H. Newton for creditors' benefit.

Michael McElroy, lobster packer, Tignish, P.E.I., advertises his assets for sale by tender.

The stock of T. B. Willis, general merchant, Markham, Ont., was sold by sheriff.

T. & D. Briggs, general merchants, Fork River, Man., have sold out to Thomas Whale.

Carley & Studor, general merchants, Morden, Man., have sold out to Joseph P. Graves.

W. Cleary, baker and confectioner, Norman, Ont., has sold out to C. C. Godfrey.

The assets of R. A. Schreiber & Co., cigar manufacturers, London, Ont., have been sold.

B. J. Smith, general merchant, Reston, Man., has sold out to John White, Boissevain, Man.

F. W. Chambers, baker, confectioner, etc., Pembroke, Ont., has disposed of his bakery business.

The property of Edgar Scott, general merchant, Milford, N.S., is advertised for sale by auction.

The stock of the estate of Hemenway & Waller, general merchants, Carman, Man., was sold at 70c. on the dollar.

The stock of the estate of Andrew Holiday, general merchant, Boissevain, Man., was sold at 62c. on the dollar.

The business of the estate of W. T. Lockhart, grain dealer, Newcastle, Ont., is advertised for sale by tender.

The stock of E. J. Saunders & Co., gro-

cers, etc., Victoria, B.C., has been sold by chattel mortgagees to Saunders Grocery Co.

## CHANGES.

J. H. G. Carriere, grocer, Ottawa, has started business.

The Abbott Produce Co., London, Ont., are closing out business.

Peart & Ruthven, confectioners, Leamington, Ont., are commencing business.

D. H. Shaw, grocer and fruit dealer, New Glasgow, N.S., has commenced business.

Mrs. Timothy Ryan has registered as proprietress of Mrs. T. Ryan & Co., grocers, Montreal.

Mrs. Gilbert A. Emard has registered as proprietress of Emard & Cie., grocers, etc., Montreal.

Mrs. Alphonse Masse has registered as proprietress of A. Masse & Cie., grocers, Montreal.

Charles Peterson, grocer and flour and feed dealer, Gravenhurst, Ont., has opened a branch in Germania, Ont.

## FIRES.

J. A. Dagenais, grocer and liquor dealer, Montreal, was burned out; insured.

## DEATHS.

John S. Graham, of The Canada Preserving Co., Hamilton, Ont., is dead.

F. H. Simms, of Robert Simms & Co., commission merchants, Montreal, Que., is dead.

The Pork Packing Company of Petrolia, Ont., are now in good shape to proceed with their project. Stock is now being subscribed, and a great demand for it is expected for the next few weeks.

**POPULARITY**

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

**EMPIRE****Smoking Tobacco**

In 5, 10 and 15c. Plugs.

**EMPIRE** costs you only 36 cents, and pays a good profit.**EMPIRE** is well advertised.**EMPIRE** is selling well in almost every store from Halifax to Dawson City.**EMPIRE** is A BIG PLUG FOR LITTLE MONEY.

Made by

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





It takes a heap of thinking  
to decide which way to vote.

BUT WHEN

# Keen's Mustard

is on the ballot the  
decision is immediately made.

"Keen's is the BEST Mustard."

## Current Market Quotations for Proprietary Articles

July 19, 1900.

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

### BAKING POWDER.

<b>PURE GOLD.</b>	
3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
1 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00
<b>Cook's Friend—</b>	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
<b>Diamond—</b>	
W. H. GILLARD & CO	
1/2 lb. tins, 2 doz. in case	per doz 2 00
1 lb. tins, 3 "	1 25
1/2 lb. tins, 4 "	0 75
<b>JERSEY CREAM BAKING POWDER</b>	
1/2 size, 5 doz. in case	40
1/4 size, 4 doz. in case	75
" 3 "	1 25
" 2 "	2 25
<b>OCEAN WAVE BAKING POWDER.</b>	
per doz	
No. 10, 5-ounce Cans, round or square, 4 doz. in case	\$0 75
1/2-lb. Cans, round only 3 doz. in case	1 20
14-oz. Cans, round only 2 doz. in case	1 80
16-oz. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00



<b>BLACKING</b>	
P.G. FRENCH BLACKING	
per gross	
No. 4, 1/4 grs. bxs.	\$4 00
" 6, 1/2 " "	4 50
" 8, 3/4 " "	7 50
" 10, 1 " "	8 25
" 10, Jet Enamel.	8 25

<b>CARR &amp; SONS.</b>	
per gross	
No. 2—1/4 gross boxes	2 70
No. 4—1/4 gross boxes	5 75
No. 5—1/4 gross boxes	8 00

<b>SHOE POLISH.</b>	
Per gross	
Jonas'	\$9 00
Froments	7 50
Military dressing	24 00

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

<b>BLACK LEAD.</b>	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	

<b>CORN BROOMS</b>	
BOECKH BROS & COMPANY doz. net	
Bamboo Handles, A, 4 strings	.....
" " B, 4 strings	.....
" " C, 3 strings	.....
" " D, 3 strings	.....
" " F, 3 strings	.....
" " G, 3 strings	.....
" " I, 3 strings	.....

<b>BISCUITS.</b>	
PEEK, FRENCH & CO.	
Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins \$3.70 per doz

<b>CARR &amp; CO., LIMITED.</b>	
Frank Magor & Co., Agents.	
Cafe Noir	0 15
Ensign	0 12 1/2
Metropolitan mixed	0 09
Special price list of Fancy Tins for Xmas trade and other lines on application.	

### CANNED GOODS.

<b>MUSHROOMS.</b>	
HENRI JONAS & Co.	
Mushrooms, Rionel	\$14 75
1st choice Duthell	17 50
1st choice Lenoir	18 50
extra Lenoir	20 00
Per case, 100 tins.	

<b>FRENCH PEAS—DELORY'S.</b>	
HENRI JONAS & Co.	
Moyen's No. 2	\$9 00
" No. 1	10 50
1/2 Fins.	12 50
Fins	14 00
Trea fins	15 00
Extra fins	16 50
Sur extra fins	18 00

<b>FRENCH SARDINES.</b>	
HENRI JONAS & Co.	
1/4 Trefavennes	\$9 00
1/4 Rolland	9 50
1/4 Delory	10 50
1/4 Club Alps	11 50

<b>CHOCOLATES &amp; COCOAS.</b>	
Epps's cocoa, case of 14 lbs., per lb.	0 35
Smaller quantities	0 37 1/2

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

<b>TODHUNTER, MITCHELL &amp; CO.'S.</b>	
Chocolate—	
French, 1/4's—8 and 12 lbs.	per lb. 0 30
Caracas, 1/4's—8 and 12 lbs.	0 35
Premium, 1/4's—8 and 12 lbs.	0 30
Sante, 1/4's—8 and 12 lbs.	0 25
Diamond, 1/4's—8 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

<b>Cocoa—</b>	
Homeopathic, 1/4's, 8 and 14 lbs.	0 30
Pearl, " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock, " " "	0 30
Bulk, in boxes	0 18
Foyal Cocoa Essence, pkgs., per doz.	1 40

<b>Chocolate—</b>	
Caracas, 1/4's, 8-lb. boxes	per lb. 0 42
Vanilla, " " "	0 42
"Gold Medal" Sweet, 1/4's, 8 lb. bxs.	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4's, 14 lb. bxs.	0 24
Fry's "Monogram", 1/4's, 14 lb. bxs.	0 24
<b>Cocoa—</b>	
per doz	
Concentrated, 1/4's, 1 doz. in box.	2 40
" 1/4's, " "	4 50
" 1 lbs. " "	8 25
Homeopathic, 1/4's, 14 lb. boxes	.....
1/2 lbs. 12 lb. boxes	.....

<b>JOHN P. MOTT &amp; CO.'S.</b>	
R. S. McIndoe Agent, Toronto.	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

<b>COWAN COCOA AND CHOCOLATE CO.</b>	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes	0 25
Royal Navy Chocolate, 12 lb. boxes	0 30
Mexican Vanilla Chocolate, 12 lb. bxs	35

<b>CHEESE.</b>	
Imperial—Large size jars, per doz.	
Medium size jars	\$8 25
Small size jars	4 50
Individual size jars	2 40
Imperial Holder—Large size	1 00
Medium size	18 00
Small size	15 00
Paragon—Large size, per doz.	12 00
Medium size	8 25
Small size	4 50
Individual size	2 49
Individual size	1 00

<b>COFFEE.</b>	
JAMES TURNER & CO.	
Mecca	per lb. 0 32
Damascus	0 13
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2



# YARDLEY'S PURE BUTTERMILK SOAP



## SOAP

"For a Skin like velvet."

A PURE WHITE SOAP

which always gives satisfaction alike to the retailer and user.

ATTRACTIVELY BOXED IN DOZENS.

YARDLEY & CO., Limited, London and Paris.

AGENTS IN CANADA, GREIG MFG., CO., Montreal.

# THE AUER GASOLINE LAMP

100 Candle-Power

Satisfaction Guaranteed or Money Refunded

Approved by

Can. Fire Underwriters' Association

SEND FOR CATALOGUE.

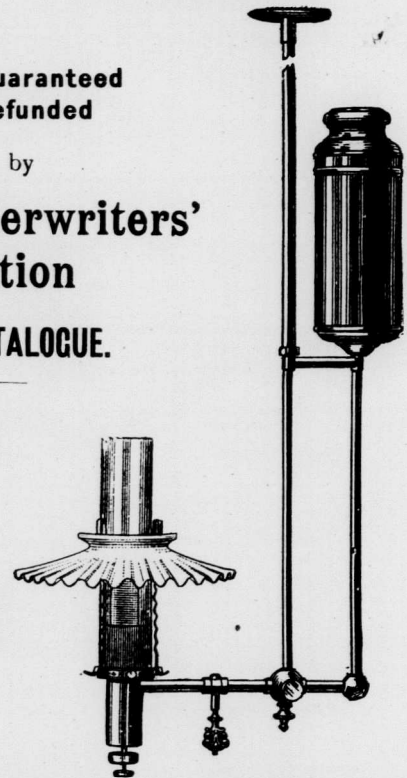
No. 8, Price \$8.00

5 STYLES.

## Auer Light

Company

MONTREAL.



# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

TODHUNTER MITCHELL & CO.'S	
Excelsior Blend.....	0 32
Jersey ".....	0 29
Rajah ".....	0 20
Old Government Java.....	0 28
Maracibo ".....	0 20
West India ".....	0 16
Rio, choice.....	0 12

### CLOTHES PINS.

BOECKH BROS. & CO.	
Clothes Pins (full count), 5 gross in case, per case.....	0 75
4 doz. packages (12 to a case).....	0 90
6 doz. packages (12 to a case).....	1 20

### EXTRACTS.

P. G. FLAVORING EXTRACTS	
8 oz. Glass Stopper bott.....	\$6 00
4 oz. ".....	4 00
8 oz. Plain bottles.....	5 00
4 oz. ".....	3 00
2 1/2 oz. Cabinet bottles.....	2 00
2 oz. Bottles.....	1 80
1 oz. ".....	1 20
Per gallon.....	7 00
Per pound.....	1 00



### HENRI JONAS & CO.

1 oz. London Extracts.....	Per gross. \$6 00
1 oz. " (no corkscrews).....	5 50
2 oz. ".....	8 00
1 oz. Spruce essence.....	6 00
2 oz. ".....	9 00
2 oz. Anchor extracts.....	12 40
4 oz. ".....	21 00
8 oz. ".....	36 00
1 lb. ".....	70 00
1 oz. Flat ".....	9 00

2 oz. Flat, Anchor extracts.....	18 00
2 oz. Square ".....	21 00
4 oz. " (corked).....	36 00
8 oz. ".....	72 00
Per doz.	
4 oz. " glass stop extracts.....	3 50
8 oz. ".....	7 00
2 1/2 oz. Round quintessence extracts.....	2 00
4 oz. Jockey decanters.....	3 50

### FOOD.

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

### JAMS AND JELLIES.

SOUTHWELL'S GOODS.	
Frank Magor & Co., Agents.	
Orange Marmalade.....	1 50
Clear Jelly Marmalade.....	1 80
Strawberry W. F. Jam.....	2 00
Raspberry ".....	2 00
Apricot ".....	1 75
Black Currant ".....	1 85
Other Jams, W. F.....	1 55
Red Currant Jelly.....	2 75



### P. G. JELLY POWDER.

Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz.

### P. G. ICINGS.

Chocolate, 2 doz. cases \$1.25 per doz.  
Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.

T. UPTON & CO.	
Raspberry, Strawberry, Red Currant, Pineapple.....	
1-lb. glass jars, 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb.	0 06 3/4
7-lb. wood pails, 6 ".....	0 06 3/4
14-lb. wood pails, per lb.	0 06 3/4
30-lb. ".....	0 06 3/4

### LICORICE.

YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb....	\$0 40
Fancy boxes (36 or 50 sticks) per box..	1 25
" Ringed " 5 lb. boxes, per lb.....	0 40
" 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
" 5 lb. cans.....	1 50
" Purity " Licorice, 200 sticks.....	1 45
" 100 sticks.....	0 73
Dulce, large cent sticks, 100 in box....	0 75

### MUSTARD.

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

### BAYLE'S PREPARED MUSTARDS.

Horseradish.....	1/2-lb. jars 1-lb. jars
English Sandwich.....	per doz., \$1 20 \$1 75
Mustard (with fine herbs).....	1 20 1 75
Packed in our self-sealing half and one-pound jars, two dozen in a case.	

English Sandwich Mustard, Mustard (with fine herbs)			
Bbls.	Half	10-gal.	5-gal.
50c.	Bbl.	Kegs.	Kegs.
	55c.	60c.	85c.
			70c.

### JONAS' FRENCH MUSTARDS.

HENRI JONAS & Co. Per gross	
Pony size.....	\$7 50
Imperial, medium.....	9 00
Imperial, large.....	12 00
Tumblers.....	12 00
Mugs.....	13 20
Pint jars.....	18 00
Quart jars.....	24 00

### MINCE MEAT.

Wetley's Condensed, per gross, net.....	\$11 40
per case of 3 doz., net.....	2 85

### ORANGE MARMALADE.

T. UPTON & CO.	
1-lb. glass 2 doz. case, per doz.....	\$1 00
7-lb. pails, 8 pails in crate, per lb....	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz.....	1 80

### PICKLES---STEPHENS'

A. P. TIPPET & Co., AGENTS.	
Patent stoppers (pints), per doz.....	2 30
Corked (pints), ".....	1 10

### SODA---COW BRAND

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 packages) per box.....	\$3.00
Case of 5c. pkgs (containing 96 pkgs.) per box.....	\$3.00



# RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)



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.

## “Daisy Fruit”

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

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

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THE BEST

**PICKLE PACKAGES**  
**PAINT PACKAGES**  
**SYRUP PACKAGES**

are manufactured by  
The Wm. Cane & Sons Mfg. Co'y, Limited  
Newmarket, Ont.

Selling Agents:  
**Boeckh Bros. & Company**  
TORONTO, ONT.

# Soap

“IMPERIAL” and  
“SNOW”

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

## 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.

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

“Clippings from any Canadian paper on any subject.”

**CANADIAN PRESS CLIPPING BUREAU,**

506 Board of Trade Bldg., MONTREAL, QUE.  
Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.

## Store Decoration



is made easy with the help of such goods as

**DWIGHT'S**  
**COW BRAND SODA**

The packages and the Cow Brand show-cards make a handsome addition to the grocer's stock.

John Dwight & Co., Toronto and Montreal.  
Victoria, B.C. Halifax, N.S. St. John, N.B. Quebec, P.Q.  
St. John's, Nfld.

Georgia Peaches. California Fruit. Watermelons.

Our first car Peaches will arrive Monday. Lemons, Bananas, and Oranges in big demand. Send us name and address for weekly quotations. Our prices are the lowest.

**WHITE & CO., 64 Front St. East, TORONTO.**

**OUR SPECIALTIES!**

**FANCY BANANAS.**

“ **LEMONS and ORANGES.**

“ **PINEAPPLES.**

♦ ♦ ♦  
AT RIGHT PRICES.

**HUGH WALKER & SON**

Wholesale Fruits,

GUELPH, ONT.

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

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

# WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,  
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Every grocer should keep it. You can recommend it to your customers and the first package will insure their buying it from you regularly.

Manufactured by

**THE EXPRESS ROLLER MILLS**

WM. MACK, Proprietor

CORNWALL, ONT.

**DON'T PAY FREIGHT**  
**ON WATER**

**CONCENTRATED GRAPE WINE VINEGAR**, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—Great saving in weight and freight. Write for sample.

Agents—

**SEYLER, SANDERSON & CO.**  
28 Wellington St. West, TORONTO

Agents for **HEINRICH FRANCK SOHNE & CO.**  
German Chicory, Coffee, Extracts and Essences  
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

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

The

**DAWSON** Commission Co., Limited

**FRUIT, PRODUCE AND COMMISSION MERCHANTS.**

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





# Boston Laundry Starch...

is the best domestic starch ever offered to the Canadian trade. It is very simple to use, gives a beautiful hard finish to linen and cotton goods, and is sold at popular prices by dealers at 10c. a package. One package goes as far as two of the ordinary cold water starches.

SOLD BY

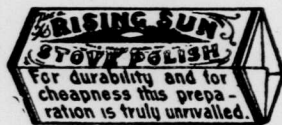
THE F. F. DALLEY CO., Limited, - Hamilton.

SOAP



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

STOVE POLISH.



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



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

STARCH.

EDWARDSBURG STARCH CO., LTD.

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

Culinary Starch—  
Benson & Co.'s Prep. Corn..... 0 06  
Canada Pure Corn..... 0 04 1/2

Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart. 0 09  
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 07 1/2

KINGSFORD'S OSWEGO STARCH.



SILVER { 40-lb. boxes, 1-lb. pkgs., 0 08  
GLOSS { 6-lb. boxes, sliding covers  
(12-lb. boxes each crate) 0 08 1/2

PURE—40-lb. boxes 1-lb. pack..... 0 07  
48-lb. " 16 3-lb. boxes.. 0 07  
For puddings, custards, etc.

OSWEGO } 40-lb. boxes, 1-lb. packages..... 0 07 1/2  
CORN STARCH }

ONTARIO } 38-lb. to 45-lb. boxes,  
STARCH } 6 bundles ..... 0 06

STARCH IN } Silver Gloss..... 0 07 1/2  
BARELS } Pure ..... 0 06 1/2

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



Cases, each 60 1-lb. .... 0 35  
" " 60 1/2-lb. .... 0 25  
" " 30 1-lb. .... 0 35  
" " 120 1/2-lb. .... 0 36



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

TEAS.



SALADA CEYLON.  
Wholesale. Retail

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



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

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

CROWN BRAND

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

TOBACCOS.

THE EMPIRE TOBACCO CO., LIMITED.

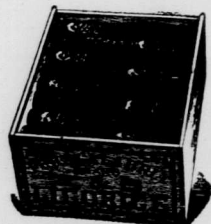
Smoking—Empire, 3s, 4 1/2's and 9s... 0 36  
Royal Oak, 2 x 3, Solace, 8s ..... 0 52  
Something Good, 7s..... 0 53  
Chewing—Currency, 13 3/4 oz. bars, spaced 9s..... 0 39  
Currency, 6s and 10s ..... 0 39  
Old Fox, Narrow 10s ..... 0 44  
Snowshoe, 10 3/4 oz. bars, spaced 8s 0 44  
Snowshoe, pound bars, spaced 6s.. 0 44  
Snowshoe, 2 1/4, 6s ..... 0 44

WOODENWARE.

BOECKH BROS. & COMPANY.

Washboards Leader Globe ..... 1 65  
" Improved Globe..... 1 70  
" Standard Globe ..... 1 80  
" Solid Back Globe ..... 1 90  
" Jubilee (perforated).... 2 45  
" Crown..... 1 50  
F.o.b. Toronto.  
Matches, Kodak, per case (10 gross in case)..... 3 50

# 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 or cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLAIN LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/2 lb. boxes. Write for illustrated catalogue.

OUR LATEST NOVELTY—  
BLOW PIPES, 300 TO BOX  
Styled, TRIPLETS.

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



**AMERICAN GROCER**

**AMERICAN GROCER**  
 1000 ...

**AMERICAN GROCER**  
 1000 ...

**AMERICAN GROCER**  
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**AMERICAN GROCER**  
 1000 ...

**AMERICAN GROCER**  
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**AMERICAN GROCER**  
 1000 ...

**AMERICAN GROCER**  
 1000 ...

**OLD'S DELATINE** Always Trustworthy  
 ESTABLISHED 1725.

Agents for Canada:  
 G. B. COLSON & SON, Montreal.  
 D. MARSH & CO., Montreal.  
 A. J. ...

**Fine JAPAN RICES**

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