

**PAGES
MISSING**

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND GENERAL STOREKEEPER

COLMAN'S MUSTARD



BEST ON EARTH

"IMPERIAL"

stands for perfection in **VINEGAR**



"Imperial" White Wine has a delicate delightful flavor that makes it unequalled for table use.

Its uniform strength and keeping qualities make it the standard with Canada's best pickle manufacturers.

The cost is no more than the ordinary kind of vinegar—yet it gives satisfaction always—under all conditions.

Ask your grocery traveller for quotations.

We find this brand of Table and Dairy

SALT
BRUSSELS

rapidly increasing in favor—

WHY?

Because

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

R. & J. RANSFORD,

Established
1868

Clinton, Ont.



LICORICE...

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

YOUNG & SMYLYE

Established 1845.

BROOKLYN, N.Y.

ENTERPRISE on an article is a
Guarantee of QUALITY

ENTERPRISE

**FOOD
 CHOPPERS**

**Four Knives
 with each Machine**

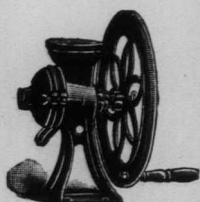
No. 100, chops 2 lbs. per minute, \$1.50
 No. 300, chops 3 lbs. per minute, \$2.25

**Sell every Day in Year
 GUARANTEED TO CHOP RAW MEAT**

Illustrated Catalogue **FREE**

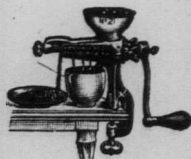
Order through your Jobber

Bone, Shell &
 Corn Mill



No. 750, \$7.50

Meat Juice
 Extractor



No. 21, \$2.50

Cherry Stoners
 5 Sizes & Styles



No. 1, \$7.50 doz.

Rapid Grinding &
 Pulverizing Mills

15 Sizes & Styles for Hand
 & Power, \$1.25 to \$300.00



No. 2½, \$4.75

New York Branch,
 10 Warren Street

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

San Francisco Branch,
 105 Front Street

Codou's
French Macaroni
and Vermicelli.

The glutinous, nutty-flavored Wheat grown on the borders of the Black Sea has given a world-wide reputation to Codou's Macaroni and Vermicelli. No other wheat can possibly produce such white, tender, delicate Macaroni. Codou's is the standard and always has been. Its high quality has never been jeopardized by an inferior product. *It never will be.*

Stephens'
Malt Vinegar.

Genuine English Malt Vinegar, whose quality never varies from year to year. Brewed by the Messrs. Stephens in one of the model breweries of the world, where all the piping is of vulcanite. You won't find a brew here and there that is better or worse than the one that preceded it, because each particular brew must reach the one high standard that has made it famous. You can depend upon the quality *always*, when you buy Stephens' Malt Vinegar.

Sold by leading wholesalers everywhere.

A. P. TIPPET & CO., Agts.,

8 Place Royale,
MONTREAL.

23 Scott Street,
TORONTO.

FRASER
GROWS
FRUIT

WRITE OR WIRE
J. D. FRASER
Leamington,

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


GOLD MEDAL, PARIS, 1900.

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

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

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

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


TRADE-MARK.

WALTER BAKER & CO. Ltd.
ESTABLISHED 1760.
DORCHESTER, MASS.
BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.
TRADE-MARK ON EVERY PACKAGE.



Downweight is a Thief

Stealing Your Profits
Every Time You Use
Your Scales.

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

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

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

Toledo Computing Scale Co.
DEAN & McLEOD,
Canadian Agents, HAMILTON, ONT.



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

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

HIRES' ROOT BEER

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

Price, in lots of one gross and over per gross \$20.40
Price, in 5-gross lots and over " " \$19.40
Freight Prepaid on Two Gross and Upwards.

SEND YOUR ORDER TO.... **W. P. DOWNEY**, Sole Canadian Agent,
20 and 22 St. Peter Street, - MONTREAL.
Handbills, Showcards, etc., on receipt of Business Card.

The real thing



If we didn't put the real thing—fine Havana—into our "**MARGUERITES**" the sales would fall off a good deal quicker than they have increased.

We are selling **5 to 1** this year, as compared with 1897, and it's all because "**MARGUERITE**" has always borne out what we claimed for it.

If we didn't think it was the best Cigar in Canada for the money, you wouldn't be reading this ad. to-day.

Profit? Just put yourself in communication with us and we will figure out profits with you.

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

MY CIGAR OFFER.

I take all the risk on your selling 1,000 of my cigars. You know of the offer I make dealers on a trial order. If there is anything you don't understand about it, I should like to, I would be glad to explain it at length. Write us.

J. Bruce Payne,

Cigar Mfr.

GRANBY, QUE.

"Sterling" Brand Pickles.

In order to secure and keep the best trade a grocer must have high-grade goods. Any grocer can offer this brand of pickles to the most fastidious customer and be assured that they will suit.

High-class Canadian-made Pickles.

T. A. LYTLE & CO.

124-128 Richmond St., West, TORONTO.

A Steady Rise

MOLINA BREAKFAST FOOD

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

Grocers, your customers will appreciate

MOLINA BREAKFAST FOOD.

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

THE TILLSON CO., Limited, Tillsonburg, Ont.

A pleased customer is
the best advertisement a grocer can have.

Japan Tea always pleases the customer and also those to whom it is served.

It possesses the essential elements that contribute towards gaining and maintaining the favor of your best customers.

The buyer of

JAPAN TEA

is benefitted because it gives satisfaction.

The seller of

JAPAN TEA

is benefitted because it makes friends and profit.

Are you pleasing customers by pushing sales of Japan Tea ?

You ought to be, for there is a good advertisement as well as profit in it for you.

A good advertisement, because the customer will tell all her friends about the excellent tea you sell, and they will come to you for lots of other things if they know you sell good, clean, wholesome

JAPAN TEA

**JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.**

Trafalgar Chambers, Sun Life Building
Annex.

Tel. Plain 4142. MONTREAL, CANADA.



IMP
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and pre



IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged
Superiority Admitted.**

YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
Montreal.

"IT MUST PLEASE"

in order that

IVORY GLOSS STARCH

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

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

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

WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

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



"GILT EDGE"

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

LARGEST QUANTITY, FINEST QUALITY.

For Sale by all Wholesale Grocers.

MOLASSES

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

The Dominion Molasses Co.,

Limited

Halifax - Nova Scotia.

The
Currants
Of
Quality



"HAYCASTLE" and "PARADISE"

(IN CASES)

KNOWN for years by the best grocers in Canada as the highest grade currants imported into this country. We have ten carloads ordered for early delivery, bought at a price that will enable us to offer the trade these brands at just what ordinary currants would cost.

"HAYCASTLE" and "PARADISE" currants are the production of the most favored districts in Greece. Their quality can be relied on when all other growths fail.

GET PARTICULARS FROM OUR TRAVELLERS, OR WRITE US.

W. H. Gillard & Co., Wholesale Grocers,
Tea and Coffee Importers, **Hamilton.**



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



THE PRESIDENT OF THE UNITED STATES SAID:
"When the conditions have been created which make prosperity possible, then each individual man must achieve it for himself, by his own thrift, intelligence, energy, industry and resolute purpose."

GROCERS' WHOLESALE CO., LIMITED, has prospered because each individual shareholder has the freest opportunity to do the best he can for himself.

GROCERS' WHOLESALE COMPANY, LIMITED

Correspondence
Solicited.

HAMILTON

FEW I

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POPPED HIS WAY TO WEALTH.

FEW men would think it possible to shake a fortune out of a corn popper, yet that is what Mr. Dudley S. Humphrey, of Cleveland, with the assistance of his wife, his sister, and his two brothers, has done. What is more remarkable, the feat has been accomplished within ten years. Less than a decade ago the Humphreys were worse than poor, for they were loaded with debts. To-day, if not worth a million dollars, they are in a fair way to possess that sum soon.

Twenty years ago the father of the Humphreys died on his 1,000 acre farm, near Wakeman, Huron county, Ohio. He had been one of the wealthiest men in that part of the State, but at the time of his death his farm was encumbered with debts amounting to \$50,000. The boys, Dudley S., David and Harlow, and their sister, Miss M. M. Humphrey, undertook to manage the farm and free it from debt.

For 14 years they struggled, and in that time they had earned and paid out \$60,000 on the principal and interest of the debt and in improvements. Then they had to quit. The Sheriff disposed of the farm. The brothers and their sister were left with nothing but a debt of \$25,000, which remained unpaid. They borrowed \$100 and went to Cleveland. There they were at their wits' end how to make a living.

Previous to that time Dudley Humphrey had been a correspondent of an agricultural newspaper and in the summer of 1890 he was sent as one of a delegation to represent the various industries of the United States at the Paris Exposition. Therefore he was a man of observation and intelligence, but he had no money.

"POPPED" HIS WAY TO WEALTH,

In the summer of 1892 he was glad to take a place working about the stables of the Cleveland driving park. Later he became interested in the success of the few

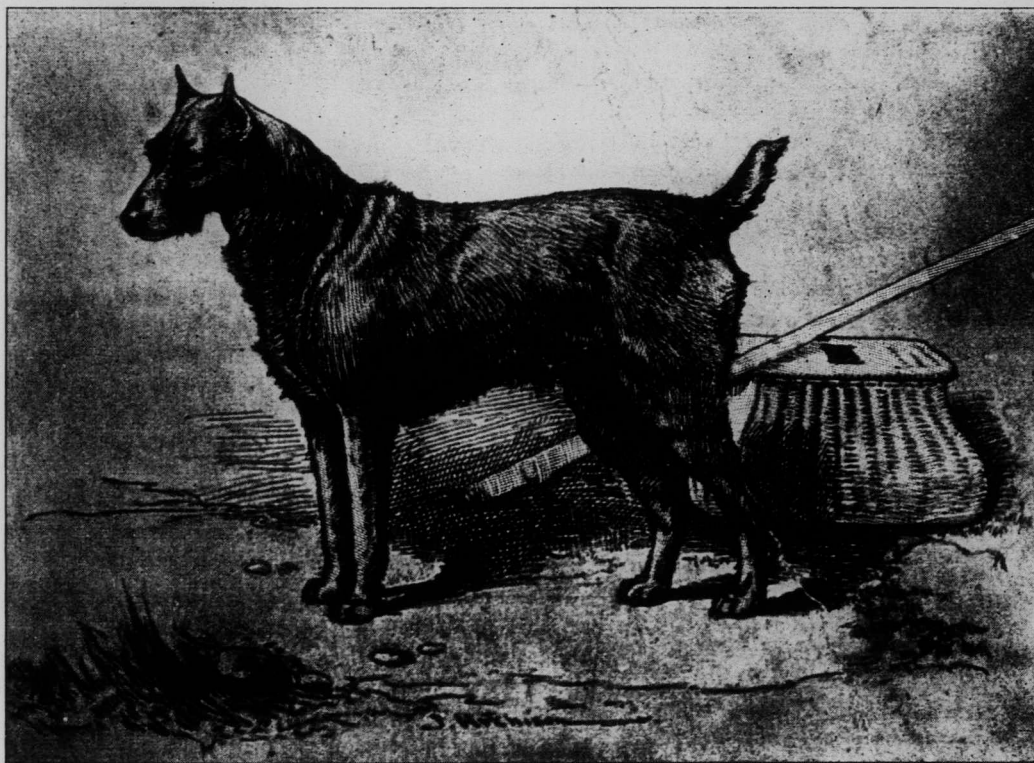
vendors of popcorn who sold the toothsome edible from pushcarts in the downtown streets. He saw that most of this corn was popped in the old-fashioned poppers that are swung back and forth over a fire.

Humphrey thought it could be done better than that. Therefore, he invented a popper of his own. It was a sheet iron device, in which the corn was "cooked" and seasoned rather than popped in the old way. A revolving piece of iron inside the covered iron vessel kept the corn moving, and thus

That pushcart, which was purchased in June, 1893, was the foundation of the Humphrey Popcorn Co. of to-day. The popped corn had a delicious odor, and when it was seasoned with creamery butter and well salted it made a delicious nibble. Nobody could well pass the Humphrey cart without buying some, and it was cheap, too; two bags for a nickel. The theatre crowds at night were the best patrons, and Humphrey did a rushing business.

OUTGREW PUSH CART ESTABLISHMENT.

Soon the pushcart gave place to a horse and wagon and the business continued to grow. Then Humphrey rented a "little hole in the wall" next to a fish market on the public square, in the centre of the city, in the same building which he now occupies from top to bottom and which stands on a



Meditating on the Sport in store for the Master and Himself.

allowed it to open in imitation of snowflakes. Humphrey saw that the other corn vendors were at least making a living. He thought he would try it himself. He purchased a pushcart and began business.

Meeting a man who had known him for some time, he said: "I suppose you will think I am getting down pretty low."

"Why?" asked the friend.

"Well," was the reply, "I have got to make a living, and I am going to try to do it selling popcorn. I am going to sell it from a pushcart, too."

"Well," said the friend, "there is nothing dishonorable about that, Dudley, and I hope you will succeed."

narrow strip of land that is worth nearly \$100,000.

Hot peanuts were added to the popcorn, and then Humphrey thought there was money in pulled taffy. He bought a small quantity of sugar and candy was added to the other stock in trade. A bag of taffy sold for a dime, and a package of corn was given with each purchase of a dime's worth of taffy. The business of the popcorn stand grew amazingly, and before long it amounted to \$50,000 a year. Then other stands were established and the money continued to roll in.

At first the creditors of the Humphreys—the persons who held judgments for \$25,000

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

IN
CAKES
WELL KNOWN AND RELIABLE

IN
TINS
GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

—were inclined to interfere with their prosperity, and it required careful management and a few visits to court to prevent the closing of the various stands. Finally, however, all the creditors were satisfied, and there were no more obstacles in the way. Then the Humphrey Popcorn Co. was organized.

In 1899 the company opened a popcorn stand at Euclid Beach Park, a suburban resort, and, while there was only a small profit during the season, the Humphreys gained from their experience at the park an idea as to the way the place should be managed. They discussed plans for leasing the park, doing away with the liquor selling, gambling, admission at the gate and all other objectionable features and running it as a popular resort on a higher plane.

PARK RUN ON POPCORN BASIS.

Their business associates and friends tried to dissuade them, but all to no purpose. Early last season they signed a lease and took charge of the resort. Their success was phenomenal from the start. The previous attendance, with beer and disorderly crowds, had been less than 200,000 for the season. The first summer the Humphreys catered to 1,500,000 visitors. Their motto at the start was and is now: "One fare, free gate, no beer. No freaks, 'fakes' or 'fresh' people are either hired or permitted on the grounds."

Forty-five thousand dollars was the net profits of the first season's management of the park. Before the end of the season the Humphreys had purchased the grounds, comprising 73 acres, with many buildings, and this spring it was again opened, with several of the attractions from the Midway at the Buffalo Exposition added to the former features.

Though they had business enough to keep them fully occupied, the Humphreys bought this spring another resort known as Forest City Park, consisting of 23 acres, and undertook the task of reforming it into a

pleasure ground similar to Euclid Beach Park. Their efforts are meeting with great success.

Although this company is now doing a business of \$500,000 a year, the capital stock is only \$5,000. Each of the brothers—Dudley S., David and Harlow—Miss M. M. Humphrey and Mrs. D. S. Humphrey own \$1,000 worth of the stock. Each gives all his time to the affairs of the company, and it is stipulated that neither shall invest a dollar in an outside enterprise that takes his time or attention from the business of the Humphrey Popcorn Co. Dudley is the manager, his sister is the president and his wife is the treasurer.

During the winter they live in a brick house on Euclid avenue, which is distinguished by the Humphrey colors—yellow and red—with which all their buildings are decorated. In the summer they live at the parks.

"GET ACQUAINTED WITH YOUR JOB."

"The one thing I would like to say about my success," said Dudley Humphrey, "and this may be helpful to others, is that the first thing a man should do is to get acquainted with his job. He should first make up his mind what he wants to do, and then find out how to do it. To that I attribute my success.

"My brothers and I understand the details of every branch of our business. We know how to do everything to be done as well as the people we employ can possibly know it. Another thing is to find out what the people want, and then give it to them. I don't mean that the people should be asked what they want, because the successful caterer knows better than the people do themselves what they want.

"When I was on the farm, before I came to Cleveland, I knew how to do things. So did my brothers. If we had not been handicapped on the farm by a big debt we would have made a success of farming. That is proved by the fact that we made

\$60,000 there in 14 years, but it was all eaten up by debts and interest.

"I never would permit myself to get discouraged. Even when I did not know where the next meal was coming from and when I was burdened with debt I would never admit that I was poor. I always believed in myself—had confidence in my ability to get along. Once, when things were at low ebb with us I went to ask a man for work in response to an advertisement in a paper. After talking with me he said, with a twinkle in his eye, that I was too good a man for him. I did not know how he meant that, but I decided right there never to work for another man. I am glad I made the decision.

BEGAN ON BORROWED \$15.

"I have a lot to thank my wife for. When I bought the pushcart with which to begin business she borrowed the money for me—\$15. That was fortunate, too, for when the creditors began to push us, as we were beginning to see our way out, my wife was able to go before a referee and say that the business was hers, that she had furnished the money. That settled us until we got on our feet, but we satisfied all the creditors several years ago, and that is all past.

"It is satisfying to make money, but there is something else. There is satisfaction in being able to do good as you go along. That was one of the reasons why we bought Euclid Beach Park and Forest City Park. Both those places were of immoral influence upon the community, and we have purified them.

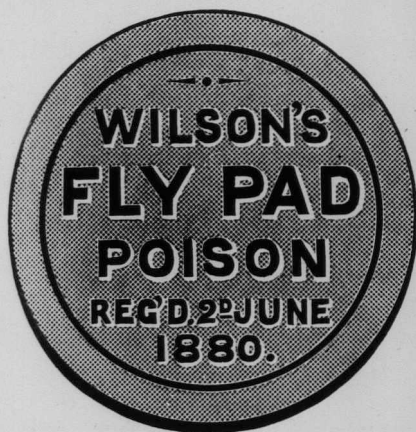
"We did not need these parks. Our business was big enough as it was. We could have duplicated in other cities our success in the popcorn and candy business, but we decided to give the people of Cleveland a moral resort, and we have succeeded, while at the same time it has been immensely profitable to us."

"SHINON"

- "METAL POLISH," for all kinds of Pots, Pans, etc.
- "CREAM SILVER" Polish, for Silver, Gold and Glassware.
- "BAR POLISH," for Brass, Copper, Zinc, Marble, etc.
- "LIQUID POLISH," for all kinds of Metals.

THESE GOODS ARE HANDLED BY LEADING GROCERS AND DRUGGISTS.

LUCAS, STEELE & BRISTOL, Agents, Hamilton, Ont.



The Pad That Did.

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

SELL THE ARTICLE THAT DOES THE WORK.

Archdale Wilson - Hamilton.

"Imperial" Vinegar.

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

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

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

For
Sale
by

James Turner & Co.

HAMILTON.

To Our Many Customers.

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

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

HINTS TO BUYERS.

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

E. D. MARCEAU reports the arrival of ss. Empress of China with 245 packages of teas consigned to him, including 15 packages of a beautiful, early, basket-fired Japan tea at 27½c.

Lucas, Steele & Bristol are agents for "Shinon."

The Eby, Blain Co., Limited, have a spicy scheme in hand. Wait for their travellers to tell you all about it.

The "Ozo" Co., sole selling agents for the Michael Lefebvre Vinegar Works and Brosseau & Co., state that they are now in a position to quote on pickles.

"Our kipperenes are most attractive and very tasty," report Lucas, Steele & Bristol.

The Eby, Blain Co., Limited, have just received another carload of Williams Bros. & Co.'s pickles, the sale of which is steadily increasing.

Lucas, Steele & Bristol offer Marshall's red herrings in tins of 100 each.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., report having booked

a great many orders for canned goods of all descriptions for fall delivery, and have still abundance to offer the trade at interesting prices.

Several invoices of Ceylon Young Hysons are being offered by Lucas, Steele & Bristol.

The Eby, Blain Co., Limited, have an interesting demonstration of their famous "Kin-Hee" coffee and quick coffee pots at the Industrial Exhibition that is well worth visiting.

HOW TO REACH THE WEST INDIES.

On another page of the present number there will be found the advertisement of The Pickford & Black steamers which sail from Halifax for Demerara calling at Bermuda, St. Kitts, Antigua, Dominica, Montserrat, St. Lucia, Barbados, St. Vincent, Grenada, Tobago and Trinidad every other Monday. These boats are said to be the finest in the British West-Indian trade, having accommodation for 40 or 50 first-class passengers on each trip. Pickford & Black will be glad to send a booklet, now being issued by them, to all inquirers. It is a story of an excursion party who made the voyage last winter on one of The Pickford & Black boats.

THE WORLD'S WHEAT CROP.

The world's wheat crop is a large one. The Liverpool Corn Trade News says it is almost the largest ever raised. Their latest estimate, in quarters of 8 bush. each, of the crop in America and Europe compares as follows with recent seasons:

	1902.	1901.	1898.
France	42,000,000	38,000,000	45,600,000
Russia	52,000,000	50,000,000	50,800,000
Austro-Hungary	26,000,000	22,000,000	23,400,000
Italy	14,500,000	15,700,000	16,700,000
Germany	17,000,000	11,500,000	16,500,000
Spain	14,000,000	14,500,000	13,600,000
Portugal	1,200,000	1,200,000	1,100,000
Roumania	10,500,000	8,800,000	7,100,000
Bulgaria	3,600,000	3,300,000	4,000,000
United Kingdom	6,500,000	6,700,000	9,300,000
Belgium	1,600,000	1,500,000	2,100,000
Totals, Europe	188,900,000	173,200,000	190,200,000
United States	85,000,000	94,000,000	89,100,000
Canada	11,000,000	10,500,000	8,200,000
North America	96,000,000	104,500,000	97,300,000
Totals, Europe and America	284,900,000	277,700,000	287,500,000

This makes the total 57,000,000 bush. more than last year. It places our crop at 680,000,000 bush. This is more than the Government, but somewhat less than the extreme private guesses.

Geo. E. Ingram, who has conducted a grocery store in Brampton died of diphtheria on August 24.



This poor merchant has been cheated. So will you if you handle imitations of

MacLaren's Imperial Cheese.

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

When visiting the city we cordially invite you to make

36 YONGE STREET

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

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

TORONTO.

HAMILTON'S RETAIL STORES.

ON Saturday night, August 30, one of the members of the staff of THE CANADIAN GROCER chanced to be in Hamilton, and, in his wanderings about, it gradually dawned on him that Hamilton was a decidedly busy place. Such an animated scene did the business streets disclose that he at length became impressed with the fact that Hamilton is one of the busiest cities in Ontario on a Saturday evening.

Everybody seemed to be taking a walk down town, and, as the stores were all open and the delivery wagons rushing about, the main street of Hamilton bore quite a resemblance to Broadway on a busy day.

The large grocery store of Hazell & Sons was visited and, although it was Saturday and all the clerks were very busy waiting on the numerous customers, everything was in perfect order, and there was none of that excitement and confusion which characterize most grocery stores on the busiest of all days in the week. "A place for everything and everything in its place" seemed to be the firm's motto. Hazell & Sons cater to the best class of trade in Hamilton, and everything they handle is of first-class

quality. In connection with their grocery business they run liquor and butcher shops, all under the one roof but with separate entrances. These stores, like the grocery one, are perfect models of what business places should be.

Andrew G. Bain's store on King street was also visited. Like Hazell's, the store is elegantly fitted up, and a first-class trade is carried on. The store is brilliantly lighted and presents a bright appearance, while the windows are exceptionally well-dressed. One window was filled with all kinds of fruits, arranged in such a manner as to tempt all passers-by to stop and take some home with them. The other window contained a pickle display, whose make-up showed the hand of a first-class window-dresser. The bottled pickles were all attractively and tastefully arranged, and the floor of the window was covered with fine strips of white paper. Both windows were well lighted with incandescent lamps and attracted the eyes of the large crowds that promenaded the street. The pickle window was exceptionally timely, as this is good picnic weather, and there is always a great demand for pickles at picnics.

The majority of Hamilton's stores had nicely-dressed windows, and many good

ideas could be gathered by a stroll down the busiest streets of the city on a Saturday night.

TRADE CHAT.

John Scott, grocer, Dundas street, Woodstock, has just returned from the scenes of his boyhood, Scotland.

Reports from the Annapolis Valley apple crop are very discouraging. Years ago the trees brought forth fruit of their kind abundantly. The farmers are now beginning to ask, "Does scientific fruit raising really pay?"

The following were the officers who had in charge the St. Thomas Retail Merchants' Association's excursion on Wednesday, August 27, to Port Stanley: George R. McColl, M. Anderson, W. Worth, J. Moody, W. C. Forbes, J. A. Forsythe and T. H. Cray.

The employes of The Canadian Pork Packing Co., of London, held their annual picnic at Port Stanley on Saturday, August 23. The committee having the affair in charge was composed of F. Thomley, chairman; G. Nuttcombe, treasurer; A. Oettinger, secretary; besides A. Gunn, H. Burge, T. Olsen, T. Tinsley and T. Merton.



Have you tried UPTON'S JAMS, JELLIES and MARMALADE?

These goods are made from pure fruit and will bring and keep you custom.

Get our quotations.

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

51 COLBORNE STREET, TORONTO.

AGENTS.

THE PROVISION TRADE.

Co-operative Packing Plants in Canada.

CO-OPERATIVE PACKING PLANTS IN CANADA.

THE manager of the Farmers' Co-operative Pork Packing Company, of Brantford, writes to The Ottawa Valley Journal, as follows:—

"I don't think that Canada is at present ripe for factories run under the co-operative principle. In Denmark they have 25 factories run under this system. They commenced 11 years ago with one, but the Danes are not nearly so skeptical as the Canadians are.

"The trouble with the co-operative factories in Canada is, that if the opposition buyer comes forward and offers from 5c. to 10c. per 100 pounds in excess of what their own factory can offer, the stockholders of the factory will give them the hogs, and leave their own factory without. In nine cases out of ten we find the farmers are prepared to sell their factory for 5 cents, and really a factory under such conditions is not a co-operative one. It is only a joint stock company with a multiplicity of farmers as stockholders.

"In Denmark it is entirely different—each stockholder is bound to supply a certain proportion of his hog produce to the factory, with the result that they have made co-operation a great success in that country. They ship more bacon to London than does the whole of Canada. At present there are not sufficient hogs raised in Canada to supply the present packing companies, a great proportion of which are only run on half supplies.

"Around Ottawa, for example, they frequently have to come down to the southern part of Ontario to get their supplies. In brief, our chief difficulty lies in the fact that the farmers cannot be induced to deliver hogs to the factory at a paying price all the time. The competition created by other factories and the extra price offered as an inducement sometimes take the great proportion of the hogs away from us.

"Were the hogs more plentiful this would not happen to the same extent, but as far as the word co-operative is concerned, I think you can eliminate it from the vocabulary of the Canadian farmer. They may some day come to understand the meaning of the word, but at present we are sorry to say, they do not seem to."

STATE AS A SLAUGHTERER.

The State of Minnesota is going to try being its own butcher for a while, at least,

in so far as it relates to the supplies of the Fergus Falls Hospital. The new departure is due to some disagreement over bids. The State now slaughters for the feeding of the inmates at St. Peter and Rochester. In regard to this, W. E. Lee, of the State Board of Control, says:

"We shall, as far as possible, raise all the animals that will be required for meat on the institution farms. We have the farms and an abundance of labor, and we ought to be able to raise meat at a profit, if it can be done in the State. Of course, it will require some experimenting, but next year the farms will be managed more than ever before with a view to raising everything that will be required for the institutions.

"Some animals are now killed at St. Cloud, and the plan is satisfactory there. If we cannot raise enough animals at the institutions at present to supply all the meat needed, we have a good territory to draw from, and should be able to buy as advantageously as the meat dealers, and then slaughter at our own slaughter houses.

"We do not want to go too fast."—National Provisioner.

THE PROVISION MARKETS.

TORONTO.

The offerings of dressed hogs have increased during the week and prices have consequently taken a drop of 25c. per 100 lb. Veal also has declined 1c. per lb. and the demand for it is moderate. Live hogs are weak and the cattle market is dull and featureless. We quote as follows: Dressed hogs, \$9.00 to \$9.25; beef carcasses, \$6.50 to \$8.00 per 100 lb.; hind quarters, \$8.50 to \$9.50 per 100 lb.; front quarters, \$4.50 to \$5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 7 to 8c. Select live hogs are worth \$7.25 and fat and lights, \$7 per 100 lb. Choice export cattle are worth \$5.25 to \$5.75 per 100 lb., and lights, \$4.25 to \$5.

A good all around demand continues for smoked and cured meats, and the prices are maintained. Trade in lard keeps up steadily. We quote as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, \$21.50; short cut, \$23.50 to \$24; lard, in tierces, 10¼ to 11c. per lb.;


tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¼ to 10¼c.; plate beef, \$15 per 100 lb.

MONTREAL.

Trade has been fairly good during the week and the demand for all hog products is steady. In last week's report, 9¾c. was inadvertently placed instead of 9⅝c., the new tierce basis of Fairbank's "Boar's Head" brand of refined lard compound. Pure lard has again weakened, and it is quoted now about ⅓c. lower. Armour's and Jones' pork have both declined 50c. Wholesale grocers are now quoting 50.60's at \$25.50 per bbl., in small lots, and Jones' at \$24.75 per bbl. With these exceptions prices of provisions have been steady and are unchanged all around. In dressed hogs, some weakness has been shown. Fresh killed abattoir stock is now quoted at \$9.25 to \$9.50 per 100 lb. Our quotations are: Pure Canadian lard, \$2.37½ to \$2.40 per pail. Fairbank's "Boar's Head" lard compound, 9⅝c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20 lb. tin pails, ¼c.; 20-lb. wood pails, ⅓c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, \$1.80 to \$1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11⅝c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, \$24.50 to \$25.00; Canadian short cut clear pork, \$23.50 to \$25.00; American short cut clear pork, \$24 to \$24.50; American fat back, \$24.50 to \$25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, \$14.50 to \$15.00 per bbl.

ST. JOHN, N. B.

Business is improving, as the lumbermen are beginning to think about supplies, some crews being already in the woods. Domestic mess pork is high, as is also Canadian plate beef. The price of smoked meats continues high. The makers of sausages have begun operations for the season. Fresh meats are steady. We quote: American mess pork, \$22.50 to \$23.50; domestic mess pork, \$22.75 to \$23; plate beef, Canadian, \$15.50 to \$16.50; clear pork, American, \$22.50 to \$24.50; plate beef, American, \$17 to \$18; lamb, 7 to 8c.; fresh beef, 8 to 10c.; round hogs, 7½ to 8c.; pure lard, tubs, 11¼c.; pure lard, pails, 12c.; compound

Are you selling 

REGISTERED
Bow Park
BRAND

Cream Cheese?

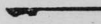
Just the thing this hot weather. It sells fast. Send us your order or ask your wholesaler.

The Brantford Packing Co.
LIMITED
BRANTFORD, ONT.

When you have any

BUTTER OR EGGS

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

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

HAMS

that are good hams.

If you have not had a shipment of
Three Star Hams

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

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

Long Clear Bacon.

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

Quotations on Case or Car-load lots on application.

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

lard, tubs, 10c.; compound lard, pails, 10¼c.; refined lard compound, Fairbank's, tubs, 10½c. to 10¾c.; pails, 11 to 11¼c.

WINNIPEG.

This market is firm and active although American markets are shading lower during the last days of the week. The local demand, however, is so large in comparison to the supply of hogs for packing that higher, rather than lower, prices are looked for here. The list for the week is identical with the one last sent.

DRESSED MEATS—The market for beef is slightly lower being now 6½ to 7c. per lb.; veal is 8 to 9c.; mutton, limited in supply at 8c., and lambs, 12½c.

PROVISION NOTES.

G. F. Beere & Co., butchers, McLeod, N.W.T., are retiring from the retail business.

NECESSARY TO ADVERTISE.

Nearly everyone who aims to do business on a large scale, or for that matter on anything like a remunerative scale, recognizes the necessity of advertising, but how and where and when to do it are the important questions to be determined, says The National Advertiser. Random advertising will not accomplish much. It is the well-considered, carefully-planned and determined effort that produces results. A product that is likely to strike the fancy of the public, if properly placed before the people, is certain to prove a winner, if it is put before them in the proper light. An article, however meritorious it may be, cannot succeed on its merits alone. It may be appreciated in the locality in which it is known, or among the friends who have tested its virtues and who know them from practical experience; but there it rests. With the aid of advertising, intelligently planned and energetically carried into execution, the merit of the article is known to hundreds and thousands instead of to the few who knew about it when it was depending upon the publicity its few friends were giving it in its early days. One newspaper—even one of moderate circulation—is of value to the advertiser, and repays many fold the investment in the advertising columns, provided the advertisement is prepared and given to the public properly. It is the manner of relating that does the trick. So, too, in the way of advertising—the way of writing and arranging it in print tells every time. The advertisement need not be a large one, but it must be well written and equally well displayed.



C. P. FABIEN

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

3169 Notre Dame St., MONTREAL.

Wrapping Papers.

Whether Brown or Manilla our Wrapping Papers are superior. Once tried—always used. Full count—full weight.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.



Registered Trade Mark Brand
Found on all our Bacon and Hams

IRISH PROCESS
CANADIAN BACON

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

Hams and Bacon Unexcelled in the World.

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

Do you handle it? If not, write

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

From 3-lb. Tins up.

Write for Price Lists.

All first-class Grocers and Provision dealers should handle the

"L. & S." and
"Imperial"

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

Long Clear Bacon.

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

Fowler's Canadian Company, Limited

HAMILTON.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A BAILIFF is in possession of the premises of Mary S. Simpkins, grocer, Bothwell, Ont.

John H. Sutton, trader, Ahunatic, Que., has assigned.

A demand of assignment has been made on Hermas Garipey, grocer, Montreal.

Meader & Co., general merchants, Hazel Cliff, N.W.T., have sold out to C. Raddy.

J. K. Hetherington, general merchant, Palmyra, Ont., has sold out and compromised.

Salvas & Lambert, general merchants, St. Francois du Lac, are offering 40c. on the dollar.

D. McLeod, general merchant, Blind River, Ont., is offering to compromise at 10c. on the dollar.

E. Everett Perkins, millowner, etc., Mansonville, Que., has assigned; E. C. Perkins is curator.

A statement of the affairs of Adolphe Lafontaine, general merchant, Drummondville, Que., is being prepared.

Gagnon & Caron are the curators of J. M. Lefebvre, grocers and liquor merchants, Shawenigan Falls, Que.

A statement of the affairs of J. Pineau & Co., general merchants, Bic, Que., is being prepared by V. E. Paradis.

P. Gagnon, general merchant, St. Flavie Station, Que., is offering to compromise at 70c. on the dollar cash.

Edward Finnegan, grocer, St. John, N.B., has assigned to Daniel Mullin, and his creditors meet on September 6.

F. Lablond, general merchant, St. Cecile de Whitton, Que., is offering to compromise at 40c. on the dollar cash.

PARTNERSHIPS FORMED AND DISSOLVED.

J. M. Hastings and J. R. George, millers, Indian Head, N.W.T., have formed a partnership.

G. W. White & Son, general merchants, Centreville, N.B., have advertised a dissolution of partnership. G. L. White continues.

CHANGES.

A. Marsolais, grocer, Montreal, has registered.

Louis Allaire, grocer, Montreal, has registered.

P. Leduc, grocer, Montreal, has discontinued business.

Kenneth McKay, grocer, etc., Vaudreuil, Que., has registered.

The Loy Toy Co., importers of teas, Montreal, have registered.

Anna (Mrs. J. A.) Dickie, grocer, Victoria, B.C., is out of business.

Abraham Moyer, miller, Palmerston, Ont., has sold out to Ed. Watts.

H. W. Davison, grocer, Wolfville, N.S., has sold out to Demont & Stevens.

Demont & Stevens, grocers, Windsor, N.S., are opening a branch at Wolfville.

Cyrille Wilbrod Parent has registered for A. D. M. Bertrand & Cie, St. Raymond, Que., traders and match makers.

The stock of J. E. Kirouac, general merchant, Cacouna, Que., has been sold at 57c. on the dollar to J. Rheume, of Fraserville, Que.

The stock of The R unions, Carson, McKee Co., departmental store, London, Ont., has been sold at 55c. on the dollar to T. F. Kingsmill.

FIRES.

George Reid, miller, Dumville, Ont., has been burned out.

Thomas Burns, confectioner, Ottawa, has been burned out.

DEATHS.

Geo. E. Ingram, grocer, Brampton, Ont., is dead.

Another industry has been secured for Hull, Que. A Montreal soap company has purchased from T. Viau, contractor, his property in Eddyville, situated near the Eddy residence. The property is four acres in extent and the purchase price is \$12,000.

SOME MERCHANTS' EXPERIENCE.

Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it and stop right there!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. But she will never sit down on a cold one, either.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Book or Allison's Coupon Pass Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

For Sale in
Canada by

The Eby, Blain Co., Limited, Toronto.
C. O. Beauchemin & Fils, Montreal.

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.



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

British West Indies

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

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

Pickford & Black - Halifax.

TO MAKE CLERKS THINK.

IN spite of all the advice, all the instructions, all the preaching, "firing" and rehiring, a clerk without imagination is but a machine, says Inland Grocer.

Until that period of life comes that makes this clerk think—think of business as a business; until he realizes that he is doing for himself, when properly serving others, he remains mediocre at best.

When he begins to plan a business of his own he is breaking the shell that has confined his ideas.

BEGINNING TO PLAN.

He puts himself in the role of employer, and he sees the whys and wherefores that have been drummed into his ears, but which he understood not.

As he buys his stock, in his mind, he realizes that it is very important, not only to get prices, but desirable goods.

As he marks his goods, in his mind, he sees that this is a matter requiring skill and judgment.

When he gets to the point of selling his goods—showing, advertising, talking, etc.—he doubles and trebles in value to his employer.

He has a value because he is successful in building plans.

Some experienced man could advise him so that his failures would be fewer at the start but he would be short the real essential to success after this support is withdrawn.

Having thought out the plan of action for himself he knows what to remedy; he sees the weak points and finally learns to plan accurately and successfully.

WHEN PROMOTION COMES.

Sooner or later his ability is recognized and promotion comes. Here his imaginary experience comes to his assistance, and although he may find himself in a totally new role, he feels at home because he has travelled this road many a time in his mind. He sees things ahead that puzzle him, but when he gets to them they are familiar. He easily disposes of questions that would stagger ordinary clerks.

He is a thinker, a planner, a schemer, or even a dreamer if you like.

After mastering the business in which he is engaged he dreams of other things, things that expressed would cause his friends to laugh at him as a crank, but he plans just the same.

Sooner or later he takes his place among men as a "doer" because of his mastery of detail, and ability to think

out the small problems that stick so many men.

VALUE OF HOME TRAINING.

If a boy has had the home training that stimulates thinking the question is practically solved. If, as in the large majority of cases, he has been allowed to drift along without the association and encouragement necessary to form the thinking habit he has doubtlessly formed habits that will hamper his application to business. He is always looking for a chance to get into some other position at a few dollars better salary.

He has no love for his employment; he has no idea of making this occupation his life work.

Suppose he obtains employment in a general store. He goes home and reports to his parents that he "got a job" at Blank's.

The parents will be interested only enough to ask how much salary he is to get. Possibly they will say that they are mighty glad that he is out of the way, or possibly say nothing.

PARENTAL ENCOURAGEMENT.

If the father and mother would ask him what he had done on his return from the first day's work, had him describe his trials and troubles, advised here and sympathized there; painted a word picture showing him a merchant some day, and showed him that this was his beginning, he would have returned to his work next day with renewed interest. Let the parents make this questioning, advice, sympathy and encouragement daily and soon this young mind will awake to the fact that it is not a question of wages, but a question of love for the work.

In a month's time he has thought out the details of his work, and once familiar with these details he does his work well.

Then he takes up the work ahead and thinks it out. If the clerk ahead needs help he is ready, or if a vacancy occurs he steps right in.

THE EMPLOYER'S DUTY.

In the absence of the home environments that will bring out these qualities the employer should assume the responsibility. That this boy has been deprived of the home training is not the boy's fault, and as it is absolutely necessary to get him interested to make him valuable as an employe, this interest should be aroused by assigning him work of a simple nature, explaining to him that he may be a merchant some day and to know all about the business, he must study to see how well he can do this work. Show him that his work is profitable or unprofitable depending on how

well he does the work. If an errand boy show him that the customer served promptly is the customer who comes back, and that he is now one of the firm in a sense, and must do everything to help the store along.

"Mrs. Smith wants this package by 10 o'clock. She is a good customer and we must not disappoint her. You must help us please her by delivering this promptly."

This explains and shows him his importance, and nine out of ten boys will exert themselves under such circumstances.

KEEPING UP THE INTEREST.

Presuming that he executes the errand promptly and returns to the store, a query as to what Mrs. Smith said, and an expression showing appreciation of his promptness will make him eager to do the next thing with all his might.

As with this boy so with the whole force. An expression of appreciation is a tonic that sharpens more wits and excites more interested effort, than the wage question. If more merchants would take time to observe and encourage this interest by kind words and due appreciation many clerks would grow into the business because of their love for it, who now only watch the clock and pay-envelope.

DON'T FLATTER.

Don't make the mistake of "jollyng" them.

Some merchants by flattery seek to get more results but lose sight of the fact that this clerk is a reasoning being and will soon see through the mask.

To impress a clerk with the importance of politeness, show him the results of politeness. If he is tired and leans on the counter show him kindly just why it is objectionable.

Don't say, "That counter is nailed down, you needn't hold it down." Cutting remarks of this kind only serve to make the clerk more careful to see that the boss isn't around, but do not make him realize that the offence is objectionable.

The thinking employer makes thinking clerks. Thinking clerks make a store first in the thoughts of the people.

KINGSTON GROCERS' PICNIC.

The Kingston retail grocers will hold their annual picnic at the Exhibition grounds on Wednesday afternoon, September 10. The 14th and 47th bands will be in attendance. The chairman of the committee is P. Halfner; Jas. Kelley is secretary and treasurer. The committee are: For foot races, W. H. Dyde, J. Newman, Jas. McCulla; for horse races, P. Halfner, J. Purdy, H. Smith, D. Couper, J. Kelley, J. Hughes; for baseball, J. Cornelius, J. Gordon, G. Thompson; for bicycle races, J. Gardiner, J. Gordon, J. Cornelius and R. Gage.

WHEN VISITING THE FAIR

WE GORDIALLY INVITE YOU TO VISIT OUR EXHIBIT AND DEMONSTRATION OF THE FAMOUS
"KIN-HEE" COFFEE AND "KIN-HEE" QUICK COFFEE POT.

WE EXTEND A HEARTY INVITATION TO YOU TO MAKE **OUR WAREHOUSE** YOUR
 DOWNTOWN **HEADQUARTERS.** OUR STAFF AND SERVICES ARE AT YOUR DISPOSAL.

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

WHOLESALE GROCERS, ETC.

TORONTO.

A PECULIAR BANANA BUSINESS.

Inspector McCallum, of London, Ont., is face to face with a very interesting situation, one in which some well-known merchants are deeply interested. He was authorized to consult the city solicitor upon a matter the like of which has never before come within the experience of the city hall authorities, says The London Advertiser.

Some time ago a man came to London, the agent of a combination of American capitalists, reputed worth \$20,000,000, who own immense banana tracts in the West-Indian Islands and elsewhere. He went to

some leading wholesale fruit dealers there and tried to do business with them. His price for bananas was from 8 to 10c. higher than that of the firms with which they had been dealing. When they refused to buy he is reported to have said it was all right, he'd make them buy or put them out of the banana business. One merchant thereupon requested him to go to that part of the universe where the price of coal causeth no worry.

He left London and returned subsequently with a carload of bananas, which he sold to a rival local concern not at an advance

upon regular prices, but, it is said, for 8 to 10c. less per bunch than they were quoted at the Atlantic seaboard — that is, less the freight from the coast to London. This firm is now in a position to undersell the firms that would not buy from the syndicate. The latter referred the case to Inspector McCallum, whom Acting Mayor Winnett authorized to consult with the city solicitor as to the newcomer's liability under the transient traders' by-law, under which a dealer is subject to a license fee of \$250.

A well-known dealer says that the banana business in London amounts to \$75,000 a year.

NOTICE

Our establishment will close at
 1 p.m. on Saturdays until 4th
 October inclusively.

Laporte, Martin & Cie.

MONTREAL.

In Business To Make Money?

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

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

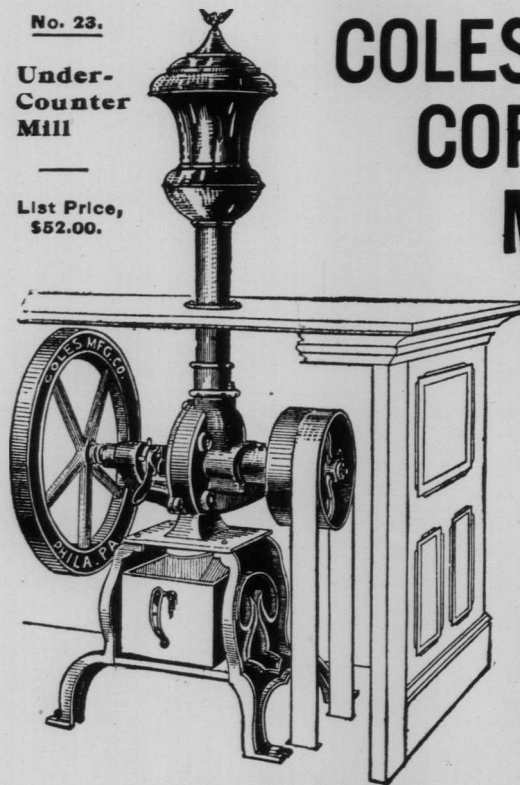
Windsor Salt Will Help!

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

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.



"Luck in business is the handmaid of judicious buying."

Judicious grocers the world over have handled Paterson's Camp Coffee Essence for many years and are still doing it. The moral is not hard to find.

ROSE & LAFLAMME,
Agents, Montreal.

THE CANADIAN GROCER

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

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PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

TEA CONSUMPTION.

SOME astonishment may be felt by many when the statement is made that Australia leads the countries of the world in the per capita consumption of tea, and leads them by no small margin. During the period of five years from 1885 to 1889, the consumption of tea in Australia was no less than 7.66 lb. for each inhabitant per annum, and in the year 1900 it had reached 7.80 lb. When this is compared with France, where the figure for the first period is .03 lb., and for the second period .06 lb., it is seen what a comparatively huge consumption of this beverage there is in the Commonwealth of the Pacific.

New Zealand and Tasmania are close seconds to Australia. The former colony has indeed shown a decrease from 7.19 to 6.78 lb. per person, but this latter figure is still ahead of Tasmania's 6.62 lb. for 1900, though Tasmania's consumption has increased from 6.37 lb.

Great Britain, Newfoundland and Canada form a second group, all three with de-

cidely increased consumptions. In Great Britain the increase has been over a pound, from 4.91 to 6.10 lb., in the two periods in question. Canada's increase is from 3.90 lb. to 4.64 lb., which is a decided rise in consumption in 10 years.

Following Canada, the United States of America stands with a consumption of 1.09 lb. in 1900, and 1.34 lb. in the earlier period. This decrease may most probably be attributed to the war tax, which is still in effect, and will be imposed until the beginning of next year. At that time tea merchants anticipate an increased consumption.

Cape Colony, exclusive of tea grown in Natal and imported there, now consumes 1.41 lb. in comparison with 0.85 lb. in 1885-1889. Natal, on the other hand, shows a decided falling off from 1.13 lb. to .44 lb. After these countries come the other nations, all with very small consumptions of tea.

Exports of Indian and Ceylon tea from Great Britain are at present on the increase; 2,861,484 lb. were exported during July, as against 2,052,791 lb. in the preceding July. Holland and Russia, which are the principal tea-drinking countries of Europe, are increasing their consumption, and with the large increases in Britain and the colonies, there is a hope that better things may be in store for the tea trade.

BRITISH TRADE LOSSES.

SOME time ago the British Board of Trade authorized Sir Alfred Bateman to draw up a memorandum on trade for the past 30 years, in which not only would the conditions and needs of British trade be treated of, but a comparison with the trade of other countries be made. The result of Sir Alfred's researches has just been published in a blue book, and it depicts no very glowing picture of British commerce. Per head of population Great Britain's trade has shown a steady diminution during the 30 years, whereas her more serious competitors have all shown increases. This does not mean that the bulk of British trade has diminished, for exports alone have been augmented by 6.4 per cent., and imports still more largely, but, taken in comparison with the increased population, these amounts are not appreciable.

If beside this 6.4 per cent. increase is placed the German increase in exports of 23.1 per cent. and the still greater United States increase of 42.8 per cent., it will be evident to the merest child that Great Britain is being surely and certainly overhauled in the race for commercial supremacy. Both Germany and the United States are now devoting those energies to the promotion of foreign trade which Britain began to use years ago, and through sheer force of numbers they will inevitably equal and then surpass her. A greater degree of efficiency and improved methods of commercial and technical education may for a time give British commerce a forward impetus sufficient to counteract this result, but in the long run numbers will tell.

Fortunately Great Britain has been sinking capital in her greatest commercial venture of all—the Empire—and to-day this investment is beginning to pay dividends. The colonies, which for many years received population and capital without much return, are now to be reckoned with in many instances as commercial nations. Counting in the colonies with Great Britain there need be no fear that either population or territory will be surpassed, or, for that matter, commerce either.

At present, outside of European countries and British North America, Great Britain carries on the greater proportion of the world's trade. According to Sir Alfred Bateman, this supremacy is being threatened at several points, principally in South America and the Orient, where the United States is making rapid headway, but he believes that with the paying of more attention to the needful education of artisans and business men in England, Britain will be enabled to recover much lost ground.

SUPPLIES OF CONFECTIONERY.

The advent of September ought to much increase the demand for candies and confectionery. The grocer ought now to lay in his stock of these goods.

In making his selection it would be wise to choose some of the latest novelties in the confectionery line and not to lay in too large a stock at a time, for the fresher the sweets are the better they are liked by the consumer. The retailer of candies should endeavor to gain a reputation for handling the best and freshest classes of these goods in his locality.

A NEW SUGAR REFINING COMPANY.

ALTHOUGH many merchants are wondering whether there is room enough for it, a new sugar refining company is shortly to be started with refineries at Montreal and Vancouver. This is the result of due deliberation on the part of Mr. Claus A. Spreckles, son of the great American sugar king, Claus Spreckles, and Messrs. R. D. McGibbon, K.C., Hon. T. Chase Casgrain, Wm. Cook, of New York, and E. Fabre Surveyor. The company has applied for letters patent, under the name of The Federal Sugar Refining Co. of Canada. It will be capitalized at \$6,000,000, the stock being subscribed both in the United States and Canada—the greater part in the Republic.

Merchants are not so sanguine about the success of the new concern as are the promoters. One merchant is reported as saying, "What on earth is Spreckles after? Does he know that competition is so keen here already that some of our Canadian refiners are talking of going out of the business unless profits improve?" In addition to this it is reminded that four concerns will shortly be opened in Ontario for making beet sugar.

But Mr. Spreckles apparently has no fear. Hear him: "The particular reason why we are convinced that a sugar company such as we will establish will do a big business throughout Canada is that a few years ago I succeeded in finding a new process of sugar refining, which has been used in the operations of the works of The Federal Sugar Refining Co., at Yonkers, N.Y., and which I think I can safely say has been successful." By this process Mr. Spreckles states that \$5 a ton can be saved in refining sugar over the old process. He gives this as the reason that they have been able to do a big business in competition with the Trusts in the United States, and looks for a big trade in Canada.

It is not stated whether any other Canadian refineries will join with the new one, but it is hinted that negotiations are in progress towards that end. The first plant will be erected in Montreal, and, if things are found to be successful, another will be built at Vancouver.

In their application for incorporation the following objects are given for the formation of the company:

(a) To purchase, manufacture, refine and sell sugar, molasses and other materials, and all and any articles consisting or partly consisting of sugar or molasses or other materials, and all or any products thereof; also to construct, acquire, lease and operate sugar factories; also to cultivate sugar cane and sugar beets, to acquire, own, lease, occupy, cultivate, use, or develop lands in Canada and elsewhere, for the cultivation of sugar cane or sugar beets; (b) To carry on any and all of the processes, lines of business and manufactories involved in the production of refined sugar, from the cane or beet, including among other things the purchase and cultivation of sugar lands, the production and treatment of sugar liquors and the refining of the productions thereof; (c) To engage in the manufacturing, construction, transportation, mercantile or merchandizing business in so far as the same may be necessary in connection with the business of sugar refining, and to that end to acquire, hold, own and dispose of any and all property, assets, stocks, bonds and right of any and every kind; (d) To apply for, obtain, register, purchase, lease or otherwise to acquire, and to hold, use, own, operate and introduce, and to sell, assign or otherwise dispose of any trade marks, trade names, patents, inventions, improvements and processes used in connection with or secured under letters patent of the Dominion of Canada, or elsewhere, or otherwise; and to use, exercise, develop, grant licenses in respect of, or otherwise turn to account any such trade marks, trade names, patents, inventions, licenses, processes and the like, or any such property or rights; (e) To manufacture, purchase, lease or otherwise acquire machinery, electrical devices, and any and all apparatus necessary or useful in the production, manufacture or refining of sugar and molasses, or other products, and also to sell, lease or otherwise dispose of the same; (f) To aid in any manner any corporation whose stock, bonds or other obligations are held, or are in any manner guaranteed by the company, and to do any other acts or things for the preservation, protection, improvement or enhancement of the value of any such stock, bonds or other obligations, or to do any acts or things designed for any such purpose; (g) Also to purchase, lease, exchange, hire or otherwise acquire any and all rights, privileges, permits or franchises suitable or convenient for any of the purposes of its business; to erect and construct, make, improve, aid or subscribe towards the construction, making improvement of mills, factories, storehouses, buildings, roads, docks, piers, wharfs, houses for employes and others, and works of all kinds; and in conjunction with and in furtherance of the general business and purposes of the corporation, as above described, to construct, lease, own, charter, operate or sell transportation line or lines, either directly or through the ownership of stock of a corporation formed, or to be formed for the purpose; (h) To do all and everything necessary, suitable, convenient or proper for the accomplishment of any of the purposes, or the attainment, or any one or more of the objects herein enumerated, or incidental to the powers herein named, or which shall at any time appear conducive or expedient for the protection or benefit of the corporation, either as holders or interested in any property or otherwise; the operations of the company to be carried on throughout the Dominion of Canada and elsewhere,

by the name of "The Federal Sugar Refining Co. of Canada, Limited," with a total capital stock of \$6,000,000, divided into 60,000 shares of \$100.

No time will be lost in completing arrangements for the establishment of the works, as the directors of the company already feel assured from their study of the situation that there is a good opening for them.

A POOR LEMON TRADE.

THIS season has been a poor one for the lemon trade, and fruit men will likely lose heavily in consequence.

The sales throughout the summer have averaged about half of what they were the same time last year, and, as the amount carried in stock in Toronto for the summer's trade was in the neighborhood of 25,000 cases, an idea may be gained of what the loss is to the holders. Besides this, prices ruled throughout the season about half what they were last year, and dealers have been glad to get rid of whatever stock they can at almost any price rather than avoid a positive loss on their holdings. Fresh shipments of the last cutting of old crop lemons are commencing to arrive, and the surplus stock carried over from the spring will soon be unfit for sale.

This falling-off in the lemon trade is attributed mainly to the cold and damp weather prevalent all summer. Comparatively few cool drinks were required this year, and as it is to that purpose that lemons are chiefly put in the hot weather, their sales were much less than in previous summers. Besides this, the fact must not be overlooked that lemonade as a beverage seems to be falling behind in this latter age and is being supplanted much by soft drinks like soda water, ginger ale and such like preparations. It requires more labor to make lemonade than to uncork a soda-water bottle and so the latter is coming more into favor with the housewife.

But at present a good trade is beginning to be done in lemons, owing to the pickling season being now on hand. Much lemon juice is used in the manufacture of sauces and pickles and the demand for lemons for that purpose is of considerable importance. So the fruiterers are looking forward to a good trade in this fruit from this out till the end of the year.

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TRADE IN COUNTRIES OTHER THAN OUR OWN.

JAMAICA ORANGES.

ACCORDING to private advices from Jamaica the 1902 orange crop gives promise of a good yield. The ideas of growers and packers, however, are said to be high, owing to the high prices being paid by Canadian importers. The fruit goes into that market free of duty, and cost to import is below that bid from this market. The bulk of the late arrivals here, it is stated, have gone through to Canada in bond.—New York Journal of Commerce.

ALASKA SALMON.

The Columbia River Packers' Association, it is announced, has withdrawn its prices on 1902 pack red Alaska salmon. This company, it will be remembered, fitted out an expedition early in the season to go to the Alaska salmon fisheries. It is stated on good authority that another small outside Alaska packer has advanced prices to \$1 f.o.b. on red Alaska talls.

CANNED SALMON HIGHER IN NEW YORK.

Spot sockeye salmon talls were advanced to-day to \$1.32½ to \$1.35, with few lots reported available at the inside figures. Half pounds are more generally quoted at 92½c., but there is a bare possibility that 90c. will still buy. Flats appear to be neglected and steady at \$1.35 to \$1.37½, with some holders asking \$1.40. No change is noted in futures. There is reported a fair business in Columbia River salmon, fall pack, ex steamer Washtersaw, arriving yesterday, with about 60,000 cases, at the prices noted.—New York Journal of Commerce, August 30.

FRENCH PRUNE CROP SHORTAGE.

A despatch from Portland, Ore., says: "Henry Cheyrara and A. T. Monteny, French prune men, have representatives here investigating the situation. They say that the French prune crop is only 25,000,000 lb., being one quarter the usual crop. France will need 25,000,000 lb. more for home consumption. She exported 40,000,000 lb. last year. The representatives will come to California this week and make choice of where to purchase prunes."

CALIFORNIAN RAISINS.

Private mail advices from Fresno say of raisins: "Raisins will be later than usual this year owing to the cool weather. The raisins are never out of the way too soon to escape the fall rains, and it is not well to have them delayed a great deal. The picking usually begins in the latter part of

August, and is in full swing early in September, but there have been years when a few carloads of early raisins were on the road to the eastern market by the 29th of August. It is expected there will be no picking before the first of September this year, and it may not begin until later. Aside from the delay, it is not thought that the cool weather is working any harm to the raisin crop. Some believe that it is preventing the grapes from sugaring and that the raisins will not be of usual quality in consequence, but the general opinion seems to be that the damage of that nature will be immaterial."

UNSOLD CANNED SOCKEYE.

New York Journal of Commerce says: "It is reported on the street that a syndicate of English salmon interests is negotiating for the purchase of the unsold balance of the 1902 sockeye salmon pack. It is believed that the intended purchase is for the purpose of making up the shortage of salmon for the English markets due to the partial failure of the Fraser River pack. So far as can be learned no actual sale has resulted, the syndicate stipulating for a complete sale of the entire balance of the pack or nothing."

NEW PERSIAN DATES.

The first direct steamer to New York to load 1902 crop Persian dates, it is stated, is the Tabaristan. She is expected to leave Bussorah on September 18 next, and is scheduled to arrive in New York about October 25 next. The coming crop is reported in advices to be of excellent quality, and a large number of orders have,

it is stated, been booked at opening prices for shipment from the first direct steamer. Spot Khadrawee dates are reported to be practically exhausted and stocks of Sairs only trifling. Halloween dates are firmly held.

PRUNES AND APRICOTS.

Private mail advices from the Coast report as follows on prunes and apricots: "The market is quiet. Dealers claim they have made provision for all early deliveries and are not in a hurry about stocking up heavily against future needs. Indications are that producers will have to carry a considerable portion of the season's output into the fall and winter months. Any heavy selling pressure at this date would certainly necessitate accepting lower prices than have been yet established. The movement at present is mainly in apricots, although supplies of apples are on the increase, and peaches and plums are beginning to arrive in noteworthy quantities."

"Papa," said the boy, "when you say in your advertisement that your goods are acknowledged by connoisseurs to be the best, what do you mean by connoisseurs?"

"A connoisseur, my boy," answered the great manufacturer, "is an eminent authority—an authority, in short, who admits that our goods are the best."

STOCKS OF LARD.

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

	1902. Sept. 1.	1902. Aug. 1.	1901. Sept. 1.	1900. Sept. 1.	1899. Sept. 1.	1898. Sept. 1.
Liverpool and Manchester	18,500	16,500	17,000	18,000	59,000	44,000
Other British ports	2,400	2,500	6,000	6,000	9,000	10,000
Hamburg	9,000	14,000	15,000	8,500	15,000	20,000
Bremen	1,500	1,000	1,500	2,000	3,000	3,000
Berlin	500	1,000	2,000	2,000	2,000	2,000
Baltic ports	5,000	6,500	11,000	7,000	9,000	9,000
Amsterdam }	2,500	3,500	1,000	3,000	3,500	3,000
Rotterdam						
Mannheim }	1,000	1,500	4,000	5,500	7,000	5,000
Antwerp						
French ports	1,100	1,100	2,500	5,000	4,500	7,000
Italian and Spanish ports	1,000	1,000	1,000	1,000	1,000	1,000
Total in Europe	42,500	48,600	61,000	58,000	113,000	104,000
Afloat for Europe	20,000	42,000	54,000	54,000	48,000	58,000
Total in Europe and afloat	68,500	90,600	115,000	112,000	161,000	162,000
Chicago prime steam	45,760	46,529	47,495	97,432	215,045	187,505
Chicago other kinds	7,952	11,448	8,145	16,478	7,910	12,850
East St. Louis	550	900	6,434	7,448	16,000	1,925
Kansas City	2,628	4,315	10,571	8,464	22,026	22,989
Omaha	3,615	4,171	5,096	4,486	3,486	4,200
New York	6,905	6,555	10,186	6,468	13,110	9,912
Milwaukee	1,027	908	4,078	8,153	7,127	997
Cedar Rapids	3,715	3,493	1,258	2,016	1,153	3,484
South St. Joseph	1,668	2,476	1,023	3,513	No rec'd.
Total tierces	142,320	171,345	208,259	263,958	449,370	405,562

INCONTROVERTIBLE facts and figures proving the decline in consumption of Japan Teas can now be had from the Government Statistical Department at Ottawa.

"SALADA" Natural Green Teas of Ceylon, by their superiority in strength, flavor, purity, and value, are dealing sledge-hammer blows at the adulterated Japanese product.

Imports of Japan Tea to Canada have declined 5,931,262 lbs. since SALADA Ceylon Green Tea was first introduced.

We specially desire correspondence from those who claim to know "something" about Japan Teas, yes, and if a little skeptical, it makes no odds, we can soon convince you, "or at least we think so."

"SALADA," TEA CO., Toronto and Montreal

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



Have **YOU** bought the

Old Reliable?

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

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.

LILY WHITE GLOSS STARCH

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

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

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

The Brantford Starch Works,
LIMITED,
Brantford, Ont.



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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, September 4, 1902.

GROCERIES.

MORE activity prevails this week in the wholesale grocery market than the week before. Merchants are returning from their holidays and are settling themselves down to business again. With the opening of the Industrial Exhibition and the usual early September orders, trade is expected to be quite brisk during the next week or ten days. Indeed, quite a large number of visitors are in town now and wholesalers claim they have all they can do to look after trade. The advance in salmon noted last week has been followed by the withdrawal of quotations on Fraser River fish and an appreciation of 10c. per case at the Coast on salmon from the Skeena River and Rivers Inlet. The coffee market continues quiet and unchanged, but the demand for sugars is increasing and is likely to be very heavy in a few days. The tea market continues very firm for Japans, and cable advices report blacks and green Ceylon teas stronger, the price of the latter being considerably stiffened. In currants, the market is easier and the sales are very heavy on new-crop fruit.

CANNED GOODS.

No quotations have yet been made on this season's tomatoes, but if the present fine weather continues they will likely turn out much better than was expected some time ago, and prices may not be so high after all. The same uncertainty continues to exist regarding peas and corn, but the general opinion on all sides is that no reduction in their prices will take place this season, but owing to the lateness of the crop it is very hard to tell what the result will be. Prices this week remain unchanged at \$1.15 up for tomatoes, 80c. up for corn and 82½c. up for peas. The activity in the salmon market continues, following the advance of last week. Quotations from the Coast on Fraser River salmon have been withdrawn and Northern fish have been put up 10c. per case. When the London, England, market opens salmon are expected to advance sharply. We quote: Northern salmon, \$1.10 to \$1.15 and Horseshoe, \$1.50 to \$1.52½.

COFFEES

There has been little, if any, improvement this week in the demand for coffee, which is still principally confined to a little business in green Rios. On the outside markets prices are maintained, and cable advices report higher European

markets. We quote: Green Rio, No. 7, 7½c.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

The condition of the local market for nuts is unchanged from last week, trade still being at a standstill. Prices on the outside markets on all lines of nuts are firmly held. Walnuts of all descriptions are firm and in view of high quotations on the primary markets prices everywhere are stronger in feeling.

RICE AND TAPIOCA.

A fairly steady jobbing demand is reported for rice, and tapioca is experiencing about the same sort of market locally. The New York rice markets are slow, but prices there are holding fairly steady. The Southern rice market holds fairly steady and the river crop is being marketed freely but supplies are being fairly well taken care of at the ruling prices. Tapioca is steady, but no offerings are being made from the East. Quotations

See pages 41 and 42 for
Toronto, Montreal, St. John
and Halifax prices current.

are now as follows: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3½ to 3¾c.

SYRUPS AND MOLASSES.

The tone of the local market for syrups and molasses is still inactive and the prices are unchanged. The outside markets are characterized by small offerings of the better grades of grocery molasses, which is due to very moderate available supplies. Blackstrap was offered fairly free, but the demand was limited in scale.

SPICES.

The local spice market is still inactive and the prices are unchanged. Pepper on the outside markets is becoming quite active, there being a brisk jobbing demand for all grades, and prices have been well maintained.

SUGAR.

The demand for sugar on the local market is increasing, and trade in a few days will likely be heavy. A shortage of spot supplies is feared in some quarters. In the United States the tone of the raw sugar market is firm and the receipts for the week were heavy, being 50,099 tons, and the exports from Cuba were 37,300 tons, the heaviest yet, but arrivals, in a

week or two, are expected to fall off, and with less pressure to sell, gradually but slowly improving prices are looked for. The total stock in the four ports is 142,614 tons, against 137,515 tons last week and 196,842 tons last year, and the total estimated afloats to the United States from Cuba and the West Indies, Java, Hawaii, Europe, etc., amount to 335,000 tons against the same quantity last year. Special reports coming in regarding the Brazilian crop say that it will be late this year. The weather has been favorable for the growing Cuban crop, and the new crop is expected to be equal to the last one. The refined sugar market has remained steady with a continued good demand from all parts of the country. Refiners are busy melting sugar endeavoring to catch up in their deliveries, they being at present from five to 11 days behind in their shipments. A larger demand from all parts of the States than usual is expected this month, and it is feared that refiners will be even slower in their deliveries than at present. There is a heavy crop of fruit throughout the country and small stocks of sugar in nearly all localities, so a large demand will be kept up, if only for canning purposes. If the demand continues to increase largely it would not be surprising if some advances in prices were made.

TEAS.

The local trade in Indian and Ceylon teas has been good. The market for Japans holds firm, and United States standard could not be laid down under 16½c. The total export will be about the same as last year, but the entire export to Canada will not exceed 2,500,000 lb. Advices from the primary markets state that finer grades of Japans are about exhausted and that some stocks of the inferior grades are still on the market, but the quality of the latter is not very good. Ceylon greens seem to be taking the place of Japans, and samples which are offering in matted packages, similar to the Japan packages, show a much better value than the Japan teas. Cables from Calcutta and Colombo show a further advance of ¼c. per lb. on both blacks and greens. On the London, Eng., market the auction of Indian teas passed with some irregularity, especially among medium grades, which were frequently slightly cheaper. Common kinds were steady, while really attractive teas sold at full prices. Good competition ruled throughout the sale of Ceylons, and prices continued steady for all descriptions. A small quantity of

Javas brought forward met with good competition and sold mostly at steady to slightly dearer prices.

FOREIGN DRIED FRUITS.

CURRENTS.—The primary currant market has eased off a little with heavy sales. Shipments of the new crop of currants are now being made from Greece. We quote Filiatras, 5 $\frac{3}{4}$ to 6c. and Patras, 6 $\frac{1}{4}$ to 7c.

VALENCIA RAISINS.—There is still an absence of stock of Valencia raisins on the market, and prices are unchanged. We quote selects, 8 $\frac{1}{2}$ to 9c.

DATES.—The market for dates continues very quiet and the prices are steady. We quote: Dates, in bulk, 1 $\frac{1}{2}$ c. and in packages, 6 $\frac{1}{4}$ to 6 $\frac{1}{2}$ c.

PRUNES.—The demand for prunes amounts to little or nothing, the presence of green fruits on the market hurting the trade in these as well as in all other lines of dried fruits. Our quotations follow: Californian prunes, 100-110's, 5c.; 90-100's, 5 $\frac{1}{2}$ to 6 $\frac{1}{4}$ c.; 80-90's, 6 $\frac{1}{2}$ to 7c.; 70-80's, 6 $\frac{3}{4}$ to 7 $\frac{1}{4}$ c.; 60-70's, 7 $\frac{1}{2}$ to 8c.; 50-60's, 8 to 8 $\frac{1}{2}$ c.; 40-50's, 8 $\frac{3}{4}$ to 10c.

CALIFORNIAN EVAPORATED FRUITS.—The offerings of Californian figs are reported steady. Trade in all lines of evaporated fruit is experiencing the flatness usual at this time of the year. Quotations now are: 11 to 14c. per lb. for peaches and 13 to 17c. for apricots. New Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes, and 7 $\frac{1}{2}$ c. in 25-lb. boxes in carload lots.

GREEN FRUITS.

The local green-fruit market on the whole is active. Tomatoes are coming in freely and the prices are correspondingly lower. The crop is turning out much better than was expected, owing to the fine weather prevalent during the last few weeks. Quite free offerings of plums are being made, but so far trade in them has hung back, as the preserving demand for them has not yet set in. There are quantities of peaches of the better grades now being offered and Canadian grapes, which are late this year, show an excellent quality. The crop is reported good. Apples are very plentiful and cheap. We quote: Tomatoes, per basket, 17 $\frac{1}{2}$ to 25c.; plums, 20-30c.; peaches, 35c. to \$1; grapes, 35 to 85c.; pears, 30 to 60c.; apples, 8 to 15c.; crabapples, 20c.; huckleberries, 90c. to \$1.15; peppers, 20c.; hawtornberries, 5 to 6c.; muskmelons, 35 to 50c.; cucumbers, 15c.; corn, by the case, 7 to 8c. per doz.; Californian late Valencia oranges, \$5.50 to \$5.75; Messina lemons, \$1.50 to \$2 per box; bananas, \$1.25 to \$1.75 per bunch; red bananas, \$1.25 to \$1.50; Jersey sweet potatoes, \$1 per bbl.

VEGETABLES.

Trade is improving in all lines of vegetables and the prices are steady. The Exhibition is an important factor in increasing business. Quite a quantity of pickling onions and cucumbers are now offering and large quantities of cabbage are being sold. Lettuce is not so much in demand as before, and rhubarb is about done. We quote: Green onions, 8 to 30c. per dozen; rhubarb, 20 to 30c. per dozen; lettuce, 20 to 25c. per dozen; radishes, 20 to 25c.; mint and parsley, 20 to 25c.; turnips, 30c. per dozen; cauliflower, 50c. to \$1.50 per dozen; cabbage, 30 to 50c. per dozen and \$1 per barrel; carrots, 15c. to 20c. per dozen; beets, 15c. per basket; new potatoes, 50 to 60c. per bush; beans, 20c. per basket; celery, 50 to 75c. per

dozen; vegetable marrow, 75c. per doz.; corn, 8 to 15c. per doz.; squashes, \$1 to \$1.50 per doz.; egg plant, 75c. to \$1 per basket; pickling onions, 75c. per basket; ditto cucumbers, 15 to 20c. per basket; asparagus beans, \$1 per bushel.

COUNTRY PRODUCE.

EGGS.—The receipts of eggs continue heavy and are, if anything, larger than they were last week. The quality is improving and the demand is steady for fresh gathered stock. Second grades are dull and easier. Strictly fresh are quoted at 15 to 16c.; ordinary, store collected, candled, 14 $\frac{1}{2}$ to 15c. and seconds and checks, 10 to 11c.

BEANS.—There is little or no demand for these. The prices are firm at \$1.40 to \$1.50 for prime and \$1.50 to \$1.60 for handpicked.

HONEY.—Reports from different parts of the country are conflicting regarding the honey crop of this year. Some localities report a good yield and others state that it amounts to little or nothing. We quote prices paid for new crop on arrival: Honey, in 60-lb. tins, 7 to 8c.; in less quantities, 8 to 9c. Combs, \$1.40 up.

POULTRY.—There is a good demand for all kinds of poultry this week, owing to the Exhibition. Very few turkeys are offering. We quote: Live chickens, 45 to 60c. per pair; dressed chickens, 50 to 65c.; turkeys, 11 to 13c.; ducks, 60 to 85c.

POTATOES.—The demand for these is steady and the prices are unchanged. We quote 35 to 40c. per bushel.

BUTTER AND CHEESE.

The offerings continue large at outside stations and the market is becoming well stocked. The demand is only moderate and is principally for dairy of the best quality. Cable advices from England report the markets there to be draggy with stocks accumulating and buyers holding off. Some people are expecting a decline before any large movement takes place. We quote: Choice 1-lb. rolls, 35 to 16c.; dairy tubs, best quality, 14 $\frac{1}{2}$ to 15c.; store packed, uniform color, 14c.; low grades, 11 to 12 $\frac{1}{2}$ c.

CHEESE.—The market is easier and cable advices report a decline of 1s. since last week. The local demand is slow and the make continues large. Sales at the factory vary from 9 $\frac{3}{4}$ to 9 11-16c. per lb. Quotations here are 10 to 10 $\frac{1}{2}$ c. for finest and 9 $\frac{1}{2}$ to 9 $\frac{3}{4}$ c. for seconds.

FISH.

The demand for all kinds of fish is good. The shortness in the catch is being felt on the local market, and whitefish and trout are hard to get. Lake Erie herring are also hard to get. Our quotations are as follows: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 9c.; and pike, 6c.; British Columbian salmon, 20c.; whitefish, 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.; live lobsters, 25c. per lb., with very few offering.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The grain market continues steady for Northwestern and Northern wheat and the reports of the favorable progress that is being made in harvesting this year's large crop are causing prices to remain stationary. We quote: No. 1 Northern, 84c. per bushel; No. 2 Northern, 82c. per bushel. On the

St. Lawrence market quite a large amount of damaged and inferior wheat is being offered, and prices are consequently weak. Liberal receipts of oats are reported. We quote: White Ontario wheat, 65 to 69c.; red wheat, 67 to 69c.; goose wheat, 65 to 66c.; oats, new, 32c.; ditto, old, 48c.; barley, 42c. and rye, 47c. per bushel.

FLOUR.—The condition of the market for flour is unchanged from last week, and our quotations are as follows: Ontario patents, in bags, \$3.50 to \$3.65; Hungarian patents, \$4 to \$4.10; Manitoba bakers', \$3.70 to \$3.85; straight roller, \$3.30 to \$3.40 per bbl. in Toronto.

BREAKFAST FOODS.—The large deliveries of new oats have had the effect of weakening the prices of oatmeal and rolled oats, which have declined 20 and 15c. per bbl. respectively. The market is becoming more active for oatmeal. Rolled wheat is also in good demand. We now quote: Oatmeal, standard and granulated, in carlots on track here, \$5.20; standard rolled oats in carlots on track here, \$4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, \$2.50 in 100-lb. bbl.; corn meal, \$4; split peas, \$4.75; pot barley, \$4.25 in 196-lb. bbls.

HIDES, SKINS AND WOOL.

HIDES.—The market for hides is steady and fairly active, and prices are unchanged. Our quotations are: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8 $\frac{1}{2}$ to 9c. per lb.

SKINS.—There is a fair amount of business doing in skins. We now quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings and lambskins, 45c.

WOOL.—The wool market continues weak and quotations are unchanged at 13 $\frac{1}{2}$ c. for fleece wool and 7 $\frac{1}{2}$ c. per lb. for unwashed.

TALLOW.—The market is weak and prices are likely to be lower. We quote 6 $\frac{3}{4}$ to 7c.

SEEDS.

Some alsike and timothy are offering at outside points. We quote \$5 to \$7 per bushel for alsike and \$1.75 to \$2 for timothy.

MARKET NOTES

Dressed hogs have gone down in price 25c. per 100 lb. and veal, 1c. per lb.

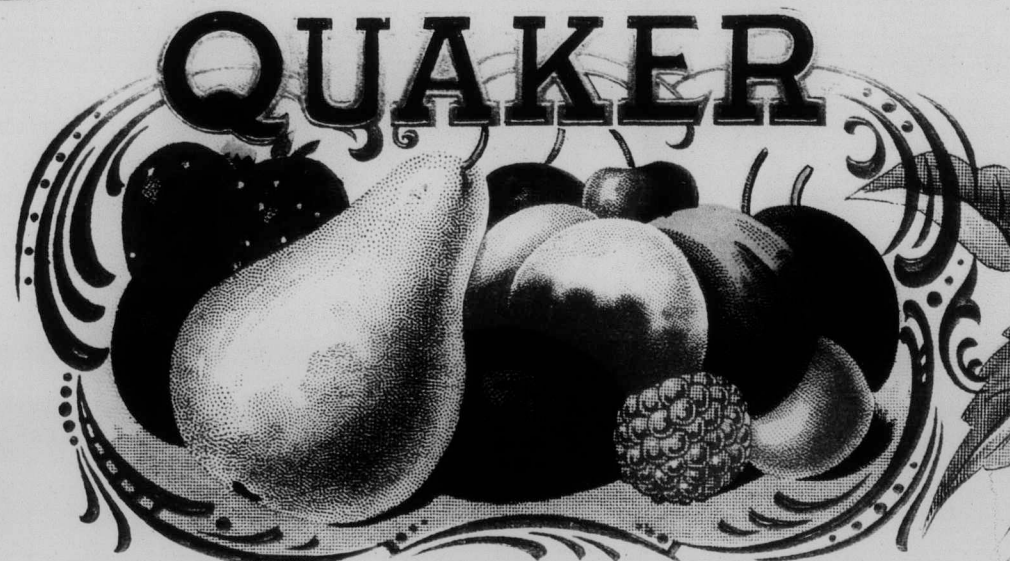
The prices of oatmeal and rolled oats have declined 20 and 15c. per bushel respectively.

Quotations on Fraser River salmon have been withdrawn and Northern have been advanced 10c. per case.

To Commission Agents.

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

QUAKER



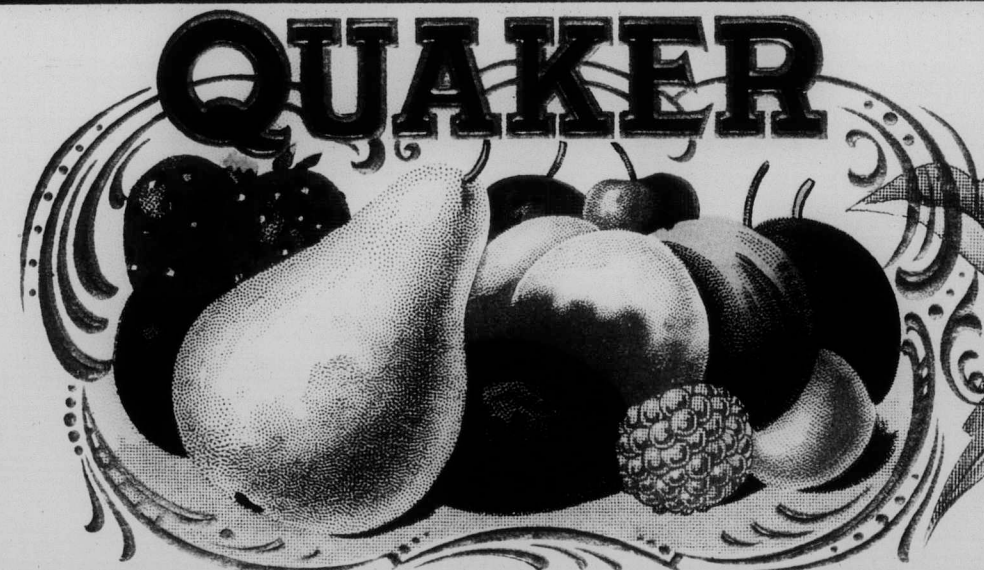
WILSON STRAWBERRIES

EXTRA
QUAKER BRAND
FRUITS

BLOOMFIELD PACKING CO.
 (LIMITED)
 BLOOMFIELD, ONT.

THE CANADIAN GROCER

QUAKER



CUTHBERT RASPBERRIES

EXTRA
QUAKER BRAND
FRUITS

BLOOMFIELD PACKING CO.
 (LIMITED)
 BLOOMFIELD, ONT.

25



"QUAKER" BRAND Canned Goods



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

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

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

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

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

TOP

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

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

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Write us if you want a snap.
We solicit consignments—Eggs, Butter, Honey,
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Highest Prices. Prompt Returns.

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WE ARE BUYERS—F.O.B. your
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Rutherford, Marshall & Co.
Wholesale Produce Merchants,
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The **DAWSON** Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

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

CLEMES BROS.

Wholesale
Fruit and Commission Merchants.

Special attention given Mail and
Telephone orders.

Your consignments, produce and fruit
carefully handled.

WRITE US FOR PRICE LISTS.

QUEBEC MARKETS.

Montreal September 4, 1902.

GROCERIES.

JOBBERs all report business as most
satisfactory during the past week.
The excellent grain crops through-
out the country are already commencing
to stimulate the demand, and a good
business is indicated for fall. Last week
common clothespins advanced about 10
per cent. On the basis of this advance
the price ought to be 60c. per box of five
gross. Spring clothespins have also ad-
vanced, and are now sold at 90c. per
box of two gross. Pure lard has again
weakened, and a decline of about 1c. is
reported. Armour's and Jones' pork are
both 50c. lower, while Armour's canned
meats have declined about 10 per cent.
all round.

SUGAR.

The sugar market, locally, continues
fairly active. The demand from country
points as well as from local buyers is
improving, and as the fruit-preserving
season advances trade grows brisker.
There has been no change in the price.
The market is steady at \$3.65 for granu-
lated sugar and \$3 to \$3.55 for yellows.
From New York, advices state that the
firm tone of the previous week still char-
acterizes the market for raw sugar, and
refiners experienced some difficulty in ob-
taining what supplies they wanted.

TEAS.

On the local market the demand for
teas is not heavy. Business with country
points is rather quiet, many merchants
having made purchases sufficient to do
them for some time ahead. A report
from the Japan market states that the
second and third crop is 1c. lower. A
local buyer declares that he has enough
old tea on hand to do for some time yet,
and he will not buy new crop till prices
are still lower, which he expects will not
be long. He states that on making in-
quiries among holders in Japan for teas
he found quite a competition among them
to dispose of their stocks, and since deal-
ers here are not anxious to purchase at
the present high prices, he feels confident
that considerably lower figures will yet
be quoted. Ceylon teas, both black and
green, are firmer, and the former are 1c.
higher on the primary market. Indian
teas, low grades, are also stiffening.
China green teas are still high in price
and it is likely that high prices will pre-
vail throughout the season, as these teas
have started on a bare market all over
the world, and the demand is very good.
In China blacks there is no change. Con-
gous are reported steady, but the prob-
ability is that lower prices will prevail
later on.

SYRUPS AND MOLASSES.

There has been no change whatever in
the market for corn syrups. The demand
is no more than fair. We quote: 31c. in
bbls.; 32c. in 1/2 bbls.; 33c. in 1/4 bbls.;
\$1.60 in 38 1/2 lb. and \$1.20 in 25 lb. pails.
Molasses, also, are unchanged. The mar-
ket is quiet but steady at 23 to 24c. for
Barbados. Antigua sells for 24c. and
Porto Rico, 38c.

SPICES.

In all spices there is a fairly good
movement, but the market shows no par-
ticular feature. Values are steady and
the firm feeling in most lines is retained.

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited

Are sold by all the Leading Wholesale Houses:
CUT TOBACCO

**OLD CHUM,
SEAL OF NORTH CAROLINA,
OLD GOLD.**

CIGARETTES

**RICHMOND STRAIGHT CUT,
SWEET CAPORAL,**

ATHLETE, DERBY.

First direct consignment

Spanish Onions

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Arguimbau's Pack. Finest quality.
Prices right. Correspondence invited.

WHITE & CO., Toronto.

SEND YOUR NAME if you have, or will get,



the unequalled cleaner. People who once use it,
want it, and we will do some sampling for you.
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Finest Peaches, Cherries, Grapes, Early
Tomatoes, Cucumbers, Cabbage, Melons,
Leaf Tobacco, Etc.

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P.O. Box 731.

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Wholesale

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and Broker.

Correspondence Solicited from
Manufacturers and Shippers

WINNIPEG, MAN.

We quote as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA.

There is nothing new to report on this market. Business is of moderate proportions, and the market is steady and unchanged as to prices. We now quote as follows: B rice, in bags, \$3.92½; in ½ bags, \$3.97½; in ¼ bags, \$3.12½; in pockets, \$3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, \$2.92½ in bags; \$2.97½ in ½ bags; \$3.02½ in ¼ bags and \$3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

CANNED GOODS

Orders for new crop canned fruits and vegetables are coming in freely, the recent advance in one or two lines having acted apparently as a hint to the trade that others might follow. Canned blueberries, of the new pack, which have been offered on the market for some time, are now quoted at 87½ to 90c. In canned meats, a decline of about 10 per cent. has taken place in Armour's brands, all lines being affected to about that extent. Spot stocks are becoming very meagre. We quote on new crop: Tomatoes, \$1.05 to \$1.10; corn, 80 to 85c.; peas, 80c. to \$1.20; string beans, 80 to 85c.; strawberries, \$1.45 to \$1.60; blueberries, 87½ to 90c.; raspberries, \$1.45 to \$1.60; gooseberries, \$1.45 to \$1.60; pears, 2's, \$1.60 to \$1.70; 3's, \$2.10 to \$2.15; peaches, 2's, \$1.65 to \$1.70; 3's, \$2.50 to \$2.75; 3 lb. apples, 85 to 90c.; gallon apples, \$2.10 to \$2.20; 2 lb. sliced pineapples, \$2.20 to \$2.30; grated pineapples, \$2.50; pumpkins, 95c. to \$1; spinach, \$1.50; sugar beets, 95c. to \$1. We quote spot goods: Peas, \$2½c. to \$1.15; corn, \$2½ to 85c.; tomatoes, \$1.12½ to \$1.17½; gallon apples, \$2.50; salmon, pink, 92 to 95c.; spring, \$1.25; Rivers Inlet red sockeye, \$1.30; Fraser River red sockeye, \$1.40.

FOREIGN DRIED FRUITS.

CURRENTS. A reduction in the price of currants was followed by a considerably increased demand. Some rain is reported to have fallen in the producing district, which has resulted in strengthening the market somewhat. We quote: Fine Filiatras, 5½ to 5½c. in ½ cases; cleaned, 5½ to 5½c.; 1 lb. cartons, 6½ to 7c.; finest Vostizzas, 6½ to 7c.

VALENCIA RAISINS. On account of the damage to the crops an advance has taken place on the primary market, finest off stalk being now quoted at 27s. and selected at 30s. c. and i. Montreal shipment via Liverpool.

SULTANA RAISINS. On the producing market prices have advanced on Sultana raisins. Locally, there has as yet been no change and 9½c. per lb. is the price quoted. Orders are being booked for new crop raisins, for future delivery, at prices about the same as last year.

CANDIED PEELS. Nothing of importance has occurred on this market. The demand is no more than fair. We quote: Citron peel, 15c.; orange, 11½c.; lemon, 10½c. per lb.

MALAGA RAISINS.—These, on the local market, are very scarce. There may be a few holders, but all stocks are of the smallest. Prices are almost nominal. Our quotations are as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; ¼'s, \$1.30 to \$1.40.

DATES.—There has been no further advance in the price of dates. A fair demand exists for Hollowees at 5c. per lb.

FIGS.—We hear that some houses have already started to offer Comadre figs and tapers at prices ruling somewhat higher than those of last year.

CALIFORNIAN EVAPORATED FRUITS.—A moderate but steady demand is experienced for these fruits. Prices have not changed. We quote: Pears, 10c.; peaches, 10½c. and apricots, 14½c.

CALIFORNIAN RAISINS.—Nothing new has been reported from the Coast in regard to these. Seeded will likely open about 8c. on the primary market. Locally the price is 9½ to 10½c. per lb.

PRUNES.—These continue in good steady demand. Prices are unchanged. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7½c. for 60-70's; 7½c. for 70-80's; 6½c. for 80-90's; 6½c. for 90-100's.

NUTS.

Valencia shelled almonds are now quoted 1 to 1½c. higher and to judge by the new crop, prospects are that continued high prices will prevail. Other lines are steady, but the market for all sorts of nuts is very firm. We quote: Walnuts, 10 to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17½ to 18½c.; shelled almonds, 26 to 27½c.; filberts, 9c. and pecans, 15 to 16c.

GREEN FRUITS.

The good demand for all sorts of fruits has not slackened in the least, and jobbers report a continued active market. Prices have not changed. We quote as follows: Jamaica oranges, in bbls., \$7.50, in boxes, \$1.25; Sorrento oranges, \$3.75 to \$4 per box; Messina lemons, \$3.50 per box; pineapples, 13 to 20c.; cocoanuts, \$3.25 per bag of 100; bananas, No. 1, \$1.25 to \$2 and eight hands, \$1 to \$1.50; cucumbers, 11c. per doz.; Canadian cabbage, 75c. per bbl.; potatoes, \$1.15 to \$1.30 per bbl.; watermelons, 25c.; muskmelons, \$3.50 per crate; blackberries, 5 to 7c. per box; peaches, \$1.25 per box; plums, \$1.25 to \$1.75 per box; pears, \$2.50 to \$2.75 per box; limes, \$1.50 per box; Canadian peaches, 30 to 35c. per basket; plums, 40c. per basket; blueberries, \$1.50 per box; Canadian apples, in bbls., \$1 to \$1.50, in baskets, 20 to 30c.; c. c. plant, \$1.10 per basket; Canadian basket tomatoes, 30 to 40c. per basket; Canadian pears, 40c. per basket; Spanish onions, \$1 per crate, \$3 per case.

FISH.

There continues to be a fair movement in all lines of fresh fish. Whitefish and dore are both quoted ½c. lower this week. Holland herring are slightly higher. Dried codfish, which is now quoted per 100 lb. bundle, are also higher in price. Our quotations are now as follows: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 4 to 4½c. per lb.; whitefish, 7½ to 8c.; dore, 7½ to 8c.; pike, 6 to 6½c.; halibut, 12c.; salmon, 16c.; trout, large and medium, 8½ to 9c.; No. 1 herring, Nova Scotian, \$4.75

to \$5.25 per bbl. and \$2.50 per ½ bbl.; No. 1 Holland herring, \$6.50 per ½ bbl.; No. 1 Scotch herring, \$6.50 per ½ bbl. and 95c. per keg; Holland herring, 75c. to 85c. per keg; No. 1 green codfish, \$5 per bbl.; mackerel, \$12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, \$5.00 per 100-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces, and in barrels, \$12.50; No. 1 British Columbian salmon, \$6 per ½ bbl., and \$12 per bbl.; standard bulk oysters, \$1.50 per gallon; Marshall's kippered herring, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

COUNTRY PRODUCE.

EGGS.—The demand is still light, but prices have been maintained. We quote: Selected, 18 to 18½c.; candled stock, 15 to 16c.; straight receipts, 14½ to 15c.; No. 2, 13 to 14c. in round lots.

BEANS.—Trade is quieter than a week ago and at present not much business is being done. The price is steady at \$1.10 to \$1.45 per bushel.

HONEY.—The market has not altered in the least. There is a good demand for white strained in 10-lb. tins at 8c. to 8½c. per lb. White clover comb remains at 10 to 11c. per lb., but holders are not anxious to sell at that price.

POTASH.—There has been a much better feeling on this market and a good business has been done in first and second pots at higher prices. We quote as follows: Firsts, \$4.35 to \$4.40; seconds, \$3.55 to \$3.60 and pearls, \$6 to \$6.25.

POTATOES.—The demand has improved considerably. The market is much firmer and higher. We now quote Early Rose at 75c. per bag for good to choice and ordinary at 60c.

MAPLE PRODUCTS.—These are quiet at 70 to 80c. for syrup in large tins and 50 to 60c. in small tins. Sugar, 7 to 8c. per lb.

BUTTER AND CHEESE.

BUTTER.—The market has not improved and business continues quiet with no quotable changes to report. Higher prices are reported to have been paid in the country, but on the local market nothing new has transpired. We quote: Fancy Townships creamery, 18½ to 19½c.; finest Ontario creamery, 18 to 18½c. and dairy, 15½ to 16c.

CHEESE.—The market conditions are practically unchanged, the demand being still very light. Stocks are commencing to accumulate now, but no quotable change has resulted as yet. Export business is also of small proportions, competition being exceedingly keen. We quote: Finest Ontario, white and colored, 9½ to 9¾c.; finest Townships, white and colored, 9½ to 9¾c.; finest Quebec, white and colored, 9½ to 9¾c.

FLOUR AND GRAIN.

FLOUR.—All grades of flour are quoted lower this week. Manitoba spring wheat patents show the least decline. The others are from 15 to 20c. lower. We quote: Manitoba spring wheat patents, \$1 to \$1.10; strong bakers', \$3.45 to \$3.75; straight rollers, \$3.45 to \$3.55; winter wheat patents, \$3.75 to \$3.95.

GRAIN.—Locally, the market has been quiet. No. 1 Northern Manitoba wheat is quoted at 73½c. afloat, Fort William;

**Seal Brand**

In 1 and 2-lb. Cans
only.

(AIR-TIGHT.)

The word "Coffee" is expressive. It suggests hospitality, liberality and good cheer. Poor Coffee is an abomination. It disgraces the name. It is a social sham. If you want to know where your Coffee really stands test it against Chase & Sanborn's SEAL BRAND, which experts say is the finest grown. This may well be, for it is all grown to their special order on private plantations, and costs twice as much to sort and roast owing to the great pains taken.

CHASE & SANBORN, Importers,
Montreal.



Free To Grocers

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

100 Pretty Advertising Cards

SIMILAR TO CUT

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

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

Taylor, Scott & Co.
TORONTO.

Coffees

Spices

Now is the time to place your order with us for Coffees and Spices. Goods that sell quickly are the only kind we have to offer. Quality combined with right prices accelerate the sale of our goods. Mail orders receive prompt attention.

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

Telephone Bell Main 65
Merchants 522.

Telephone orders receive prompt attention.

OTTAWA TRADE GOSSIP.

BUSINESS with the wholesale trade has improved the past fortnight, especially during Exhibition week. Outside customers were in to see the Fair and incidentally to do some business. Reports from all wholesale houses are that they were more than pleased with the number of buyers, which goes to show that Ottawa is fast becoming recognized as a good trade centre.

Retailers benefitted greatly also, but seemingly not to the extent of other years, when the Exhibition was held during the latter part of September, as then the quantity of grapes, peaches and pears is so much larger, and it was the custom of strangers to take all they could carry with them, but this year the supply was not large at the time, therefore business in that line was small. However, everyone seemed to be pleased, as things looked lively owing to the great throng of people in the city.

Sugars are keeping the same price, no change having taken place for some time.

Canned salmon is reported about 20c. a case higher than a month ago, with a likelihood of a further raise. At any rate, it is not being offered for future as it was then.

Currants for future are higher, and those that did not buy are feeling a little sorry.

Tomatoes to arrive are not being quoted. It looks as if orders will be filled only in part.

The pickling season has opened up, and vinegar and spices are moving fast.

Valencia raisins are almost cleaned up. Fine off stalk are worth 6¼c.

In green fruits at the Ottawa Fruit Exchange apples in baskets have been selling, according to quality, from 15 to 30c.; peaches, ordinary, from 25 to 40c. and good grades from 50 to 90c.; plums, 25 to 50c. Bananas have been going very low, eight-hands bringing around 50c. and No. 1 about 75 to \$1.

A car of Californian fruit was disposed of to-day and brought good prices.

Chase & Sanborn, Montreal, have donated a large president's chair to the Ottawa Retail Grocers' Association. The gift was much appreciated, and the members of the Association will always feel more friendly to their popular traveller, Fred. Hodge, who made the presentation on behalf of the firm.

Success is not fast enough to overtake the slow business man.

INTERESTING SUIT OVER NEEDLES.

An interesting case has recently been decided in the Chancery Division of the High Court at Redditch, England, which is of particular interest to merchants who handle needles. It appears, according to the evidence, that a man named J. Y. Morrall had sold a certain firm the right to manufacture needles under his name. It was claimed by Abel Morrall, Limited, Redditch, who is represented in Canada by C. H. Westwood & Co., Limited, Toronto, that the needles made by the defendant firm were an infringement of the needles they manufactured, and they applied for an injunction to prevent the continuance of this practice. The judgment, which has just been given, was in their favor, and the firm which was alleged to be infringing on the right of Abel Morrall, Limited, is therefore restrained from continuing the practice. The judges held that the defendants were simply trying to deceive the public by putting a cheaper and inferior needle on the market than that made by Abel Morrall, Limited, a firm which has been in business for nearly 100 years. The litigation has been pending for some time, and it is alleged that the costs are something in the neighborhood of \$10,000.

*There is no better trade-winner than
a good article - Sell your customers
Blue Ribbon Ceylon Tea
address orders to 17 Front St. East - Toronto
and they will receive prompt attention*

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PACKING AND GRADING OF APPLES.

By William Dixon, Hamilton, Ont.

THE apple packers and dealers in the eastern part of this continent have never given the matter of grading the attention that its importance renders necessary. Not only does this apply to apples, but to other products, especially deciduous fruits.

In the Western States a very different condition of packing and grading exists, which has greatly enhanced the popularity and assisted in the disposal of their fruit. The question is, why should we not advance in our particular trade and meet the demands of the consumer by grading to suit all classes, thus enhancing the value and increasing the consumption of the king of all fruits.

The grading of apples in the east had been so deceptive and fraudulent in the past that a great many of the largest hotels and restaurants in the large consuming centres have, to a large extent, abandoned the use of the green stock, and have adopted the dried and canned article instead, claiming that they cannot depend on getting value for what they pay, but are deceived in their purchases.

I have often thought if we had to handle oranges in the same way that apples are handled, what would be the result. A very unsatisfactory and unprofitable trade; why, therefore, continue to pack apples in the old, slovenly, unsatisfactory and unprofitable manner that exists at present?

We are all aware of the difficulty of grading properly when harvesting the fruit in the orchards. In order to overcome this difficulty it would be absolutely necessary to concentrate supplies in fruit houses and storage places, where time and care could be taken to grade it to meet all demands of the different markets.

In my opinion, the larger varieties of apples, such as Baldwins and Spies, should be carefully graded into four classes, extra large, large, medium and small; and such varieties as Jonathan, Snows and Duchess into three grades; then I feel confident we could satisfy all classes of consumers.

In no instance should diseased fruit of any kind be packed in barrels or boxes, as there is in the fall sufficient demand for all such fruit in bulk by canners, dryers and the peddling trade to consume it, as the demand for canned and dried apples is increasing so enormously in all parts of the world that it is quite unnecessary to pack such fruit, which injures the demand for the sound green fruit.

I feel that if some system of grading were adopted by the members of the association

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

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

We guarantee the quality, it's All.

EPPS'S GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS. **COCOA**

ESTABLISHED 1861

HEADQUARTERS FOR FANCY FRUITS.

Send your orders for the very best quality of

ORANGES, LEMONS, BANANAS and PINEAPPLES.

HUGH WALKER & SON

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



DO YOU HANDLE

Capstan Brand Baking Powder?

If not! why not?

It is the best seller in the market.

Try a sample case and be convinced of its high-grade quality.

Ask your grocer for it or see our travellers.

The Capstan Mfg. Co., - Toronto, Ont.



We want 100,000 Live Chickens annually
for our export trade

We will pay the highest possible market price for really prime well-fed birds

Correspond with

SCOTT, ASHTON & COMPANY, MORRISBURG, ONTARIO.

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

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

and faithfully carried out, it would be the means of creating greater confidence and greatly enlarge our individual trade when our goods are brought in competition with those of inexperienced or unscrupulous dealers or occasional speculators. The reason I have recommended extra large, large, medium and small as the designations of the different grades is that such terms would give a better appearance to a brand on a barrel and be more easily communicated, especially by wire, in quoting than marks such as crosses.

PERSONAL MENTION.

Mr. A. P. Haudke, representing the Rumford Chemical Works, Chicago, was in Toronto this week.

Mr. J. Hunter White, grocery broker and commission merchant, St. John, N.B., was in Toronto for a day or so last week en route to Winnipeg to attend the General Conference of the Methodist Church. He will return by way of Chicago.

ONTARIO BEET SUGAR.

H. Lanschy, engineer with The Sangerhauser Machine Co., of Germany, was in Berlin, August 21, visiting The Ontario Sugar Co.'s refinery. He has come from Germany on a mission of investigation and has already spent several weeks in Michigan. He thinks that within a few years Canada will be making the bulk of the sugar consumed in this country.

A GOOD APPLE CROP.

The apple crop promises to be abundant in the neighborhood of Walkerton this year, and with good shipping arrangements, a local paper says, a considerable export trade should be within reach of the producers. Something is being done in this direction from year to year, but the facilities are not yet abundant or the charges sufficiently reasonable to make the business profitable. This year a change is being made in packing, the barrel giving place to boxes holding about a bushels each. They occupy less space in the ship and are easier to handle, besides coming more within the requirements of small purchasers in the Old Country.

H. P. Eckardt & Co. are selling an exceptionally fine Trinidad sugar.

SITUATION WANTED.

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

THE PURITY AND EXCELLENCE OF

COWAN'S

Hygienic and Perfection COCOA,
Queen's Dessert, Royal Navy
and Perfection CHOCOLATE,
Cowan's CAKE ICINGS,
Chocolate Cream Bars, Chocolate Ginger, Wafers, etc.,
and Cowan's Famous Blend COFFEE

make them the most popular goods with all grocers.

THE COWAN CO., Limited, TORONTO



It is acknowledged that in Baking Soda in packages the standard both as to quantity and quality is

DWIGHT'S
"COW BRAND."

Dealers and consumers both acknowledge this fact.

JOHN DWIGHT & CO.

34 Yonge Street,

TORONTO, ONT.

GROCCERS

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

Pure Lime Fruit Juice

MONTSERRAT

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

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

"MONTSERRAT" is made from Cultivated Limes.

EVANS and SONS, Limited, MONTREAL and TORONTO

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

Graham's Jams, Jellies and Marmalade

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

AGENTS:

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

Canada Preserving Company,
HAMILTON.

LISTEN!

We are offering goods at the uniform Association prices.
We solicit your patronage on **the merit of our goods.**
We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**
We are ready to support this statement with samples. **Don't be side-tracked.**
Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

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

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

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

We Know

You who have handled it know. We want every man, woman and child in Canada to know that **JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT** are absolutely the best Yeast Cakes made in America.

In future, we intend marking each month yeast as manufactured plainly on package, and will take up and exchange all goods in your stock over three months old with fresh, new goods. We tested Jersey Cream Yeast Cakes 18 months old—it worked well but worked slowly.

LUMSDEN BROS., Proprietors Hamilton Yeast Co.

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

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



The THISTLE Brand

Are High-Grade

TOMATOES, CORN, PEAS, Etc.

GUARANTEED SECOND TO NONE.

BRIGHTON CANNING CO.

SEP 18 1902
Released by

LIBBY MCNEILL & LIBBY

THE OLDEST PACKERS IN THE WORLD

IN THE LINE OF COMPRESSED MEATS



LIBBY'S COMPRESSED MEATS are prepared by the most advanced methods for preserving their natural delicious, wholesomeness, and are perfectly packed and compressed in hermetically sealed cans.

A CAN OF LIBBY'S BEEF holds double the nutriment of an equal amount of uncooked fresh or salted meat.

LIBBY'S COMPRESSED MEATS have found ready sale throughout the civilized world, where meats in the most compact form are required for transportation on expeditions in hot or cold climates or over mountains.

THE MERITS OF OUR GOODS ARE UNIVERSALLY ACKNOWLEDGED

For sale by grocers everywhere.

MANUFACTURED BY **LIBBY, MCNEILL & LIBBY, CHICAGO, ILL., U.S.A.**

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

WARREN BROS. & CO.
TORONTO.

WELFORD BROS.,
LONDON, ONT.
MANUFACTURERS OF

Brooms AND Whisks
ROPE, LEATHER AND WEB Halters

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction. **UNION LABEL** on all our Brooms. Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

DO YOU KNOW that

BOSTON POPCORN FRITTERS

sell fast and pay GOOD PROFITS?

SAMPLES FREE FOR ASKING FOR THEM.

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

"Sarnia" OIL

LAMP

Equal to best American Oil.

GROGERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

Austrian Sugar

ON SPOT---TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

Still They Come.

We are adding new customers to our list every week, who appreciate the advantages we are placing before them. If you have not already tested our liberality do not delay any longer.

Our list of bargains is not easily exhausted.

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

TEA IMPORTERS AND WHOLESALE GROCERS,

GUELPH, ONT.

Telephone 275.

ATTENTION !!!

During **Toronto Exhibition**, from Sept. 1st to 13th, you will find our travelers at our new sample rooms, **88 Bay Street, (Opposite Telegram Office)**, where they are showing a complete line of China, Crockery, Glassware and Lamp Goods, Etc. They will be pleased to have you call and see our exhibit.

Thanking you for past favors, we are, yours respectfully,

The JOHN L. CASSIDY CO., Limited

Represented by **J. G. Wallace.**

MONTREAL.

A PROFIT ON SUGAR.

THERE is no reason why a retailer should make a large profit on sugar; there is no reason why he should sell it at cost; there is no reason, however, why he should not make a reasonable profit, remarks Retailers' Journal.

Sugar is a necessity of life. Owing to the large amount sold a large profit per pound would be unjust and could not be maintained. A reasonable profit over the cost price should be received by every retailer who sells sugar. Too large a percentage of gain would offer a glittering opportunity to the price-cutters and would defeat its own object; but there should be a happy medium between too great a profit and no profit at all. To say it is easy to tell the way it ought to be, but hard to make it that way, does no good whatever. The successful ones are those who forgot to be cynical, who had such force and confidence that they have made their practice fit their theory. The grocers can do this just as soon as they will meet together in good faith and talk over their affairs.

All retail grocers will agree on a proposition to sell at a reasonable advance over the cost price if the matter is put to them in the right way. When a man buys sugar for five cents a pound and sells it for five he usually figures that he is selling it at cost, but this is not so, because it costs him a certain percentage of all his receipts to do business and pay the expenses of his store. Whatever this percentage is, he must add it to the cost of the sugar he sells. When he figures the matter this way he will find that he is losing money on his sugar. In other words, he is paying the people for the pleasure of serving them, which is not a logical attitude for a sensible man to assume.

It often requires patience and consistent effort to make what ought to be come out that way, but if one goes about it logically and is not discouraged by an occasional set back, one will succeed. This journal wishes to see the retailers successful, prosperous and happy, and the editor is giving his best thought to help bring about such conditions.

Our suggestion now as to how to overcome the evil of selling sugar at a loss is very much like Horace Greeley's advice, "The best way to do a thing is to do it." We doubt if selling sugar at a loss is a profitable way of advertising the store. It is better to keep so good a store that it will not be necessary to lose money on anything in order to bring people into it. If everything is clean, cases and counters well arranged, goods fresh and attractively displayed, the dealer does not need a leader sold at a loss to bring customers to him. We suggest that the grocers in every neighbor-

hood where there has been price-cutting come together in a small local club and make an agreed schedule, then all turn in and help one another instead of knocking one another. Soon these local clubs will grow into an association that will cover the city and perhaps the State, and such an association will be real and representative, and therefore strong. We might argue this matter out to the extent of many columns, but no doubt the idea will suggest the argument without the disadvantage of tiring the reader.

SOME WHYS.

WHY some merchants will call the same announcement, appearing in their space in the newspaper, day after day, and week after week, advertising, remarks Advertising World.

Why some merchants will have a well-kept stock and store, advertise regularly, changing their ad. frequently, and then employ an impudent, know-it-all clerk, who drives away more trade in one week than the merchant's advertising brings him in two weeks.

Why still other merchants will consider the advisability of employing an advertiser and fail to supply him with sufficient facts about the business to enable him to prepare decent ads., or insist that the ad. shall be written and printed according to their (the merchant's idea) and then "kick" because the ads. do not pull.

Why some more merchants will not take the time and trouble necessary to have their show windows cleaned once in a while, so as to permit passers-by to tell whether they are selling clothing or snow-shovels.

Why some merchants will expect the advertising which they do a few weeks before the holidays to keep their stores busy for the next ten months.

Why some advertisers will continue to use in their retail ads. meaningless words, like "Hello!" set up in big letters, with the notion that such an ad. need not say anything in particular so long as it attracts people's attention.

Why other advertisers imagine that they can foist any kind of old merchandise upon the public, if they simply add the magic sentence in their ads., "Not in the trust."

Why some advertising firms pay high prices in good pulling mediums, do not more persistently follow up the replies received, with the purpose of turning those replies into orders.

Why otherwise well-managed firms will do clever advertising, use good stationery and printed matter, and then employ some bungling stenographer to typewrite their letters, thus giving their correspondence the appearance of being prepared by a ten-year-old boy.

Why some publishers don't quit telling advertisers the population of the county and State wherein their publications are printed, when questioned about circulations, and come right down to the exact statement of bona fide circulation.

Why some other publishers persist in setting up the ads. in their papers in out-of-date, obsolete, before-the-war type when the neat, up-to-the-minute kind can be found in every type foundry.

Why a great many other useless and harmful things, too numerous to mention, are indulged in by otherwise rational, prudent and economical business men, seven days in the week, and 52 weeks in the year, when, by the investment of a small amount they can, at least, read a few good trade journals, and reduce to a minimum the inconsistencies in their business.

PLEASE WOMEN BUYERS.

RETAILERS, of course, realize the fact that the majority of their customers are women, remarks Trade. It is likely that due pains is generally taken to please these buyers. With many and no doubt most of the dealers in the small towns the farmers' wives are an important factor. Their trade once secured means more to the merchant than that of her city sister.

The farmer's wife is, as a rule, the purchasing agent for the entire family. She selects the goods for the sons and daughters of the household and for the husband, too, as well as for her own personal necessities. She should be the subject of much thought and attention in any plans devised for securing trade. Her tastes should be consulted and gratified and great respect extended to her in all possible ways.

When the merchant prepares his advertising matter for the local paper he should be particular to make his proclamation attractive to his best customers. A good many merchants make use of typewriting machines in their offices. It would be a good idea to employ them extensively, giving information to the housekeepers in the immediate vicinity, making special mention of the newest goods and all the many utilities the merchant has for sale.

City merchants do this among their many lines and classes of customers, making the newspaper advertisements the medium of inviting buyers and also circular letters are extensively used. This policy is found successful in the larger places and it can be made so in the smaller ones.

Every merchant desires to sell all the goods he can, and if he will adopt this policy and industriously pursue it he will find his trade growing under its inspiration.

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

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

THE NASMITH CO., Limited
66 Jarvis Street, TORONTO.

The Modern, Up-to-date **20th Century**
Grocery Store **Has**

everything arranged to save time in handling, weighing, measuring. Everything put up in package form, everything clean, bright and temptingly put up.

Why not handle **GILLETT'S** Pure Cream Tartar

put up in handsome

1/2 lb. and 1 lb. Screw-Top Cans—also 1/4 lb., 1/2 lb. and 1 lb. Paper Packages—the handsomest packages, and the purest and most reliable goods on the market.

They show you a splendid profit. Ask your Jobber for them.

E. W. GILLETT COMPANY LIMITED
London, Eng. TORONTO, ONT. Chicago, Ill.



**Most men like to get trade,
All men like to hold it.**

If you sell an article that is well and favorably known by consumers—that is well advertised—you get the trade.

If the goods bear out the claims made for them, and give satisfaction ALL THE TIME you hold the trade.

BOECKH'S Brushes and Brooms

are the best known brushes and brooms in Canada to-day. Well made of the best materials obtainable they give absolute satisfaction.

No progressive grocer can afford to be without these goods in his stock.

If one of our representatives has not yet called upon you and you are in a hurry for goods, write, telephone, or telegraph at our expense.

UNITED FACTORIES, Limited,

Head Office : Toronto.

OPERATING :
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH : 1 and 3 DeBresoles St.

LONDON BRANCH : 65 Dundas St.

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

WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR Delicate in Flavor and Aroma.
 Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

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

WE WILL BE GLAD

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

The Canada Biscuit Co., LIMITED

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

KING and BATHURST STS., TORONTO.



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- Extra Grou
- Powdered, l
- Phoenix
- Cream
- Extra bright
- Bright coffee
- Bright yellow
- No. 3 yellow
- No. 2 yellow
- No. 1 yellow

5c. PACKAGE

This 5c. package is a seller. Have you stocked it yet? A handy size, catchy price and finest quality.

JAMES' "DOME" LEAD

W. G. A. LAMBE & CO., Canadian Agents.

Gillard's Sauce Gillard's Pickle

Is still the best and cheapest.

The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

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

Sole Proprietors:

GILLARD & CO., Limited, LONDON, ENG.



PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.

Halifax, N.S.—J. Peters & Co., 47 Upper Water St.

St. John, N.B.—Robert Jardine.

Montreal—J. M. Kirk, 18 Hospital St.

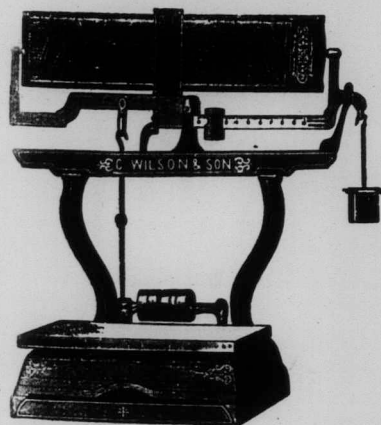
Toronto—J. Westren & Co., 60 Front St. East.

Hamilton—Imperial Vinegar Co.

Winnipeg—A. Strang & Co., Portage Avenue

Vancouver, B.C.—C. E. Jarvis & Co., 328 Holland Block.

EASILY TURNED



This term applied to a person is not very complimentary. Applied to a weigh scale, however, it is the highest compliment possible. A scale that is not easily turned is useless.

THE WILSON COMPUTING BALL BEARING SCALE WILL TURN WITH THE WEIGHT OF A HAIR.

Can you not see the advantage of this in the constant weighing of goods? Give honest measure, but at the same time don't give away your profits.

Our **BALL BEARING COMPUTING SCALE OFFER** on easy terms of payment will interest you. Write for particulars.

CANADIAN
MANUFACTURES
FOR CANADA

C. WILSON & SON

69 ESPLANADE ST. E.

TORONTO

FRUIT AT THE MANITOBA FAIR.

(From Our Own Correspondent.)

THE week which closed on Saturday has been a record week in Winnipeg, marking the successful termination of the first Exhibition under the auspices of the Western Horticultural Society, and this Exhibition has been an unqualified success not only in attendance and entries but in the fact that it has awakened public interest to the possibility of fruit culture in Manitoba and of the splendid feasibility of getting the larger portion of our fruit supply from British Columbia rather than from the States to the south.

MANITOBA APPLES.

There was a long table covered with a splendid variety of apples of fine flavor and good appearance. Many of these came from the farm of A. P. Stevenson, Nelson, who has been largely instrumental in proving the possibility of apple culture in Manitoba. There were some 20 exhibitors in all, and the display of crabapples and plums was almost as good as the apples.

BRITISH COLUMBIAN FRUIT.

The British Columbia Fruit Growers' Association wisely judged this to be an excellent opportunity to get the fruit of their Province well before the citizens of Winnipeg, and they spared neither pains, time nor expense in doing so. The making of the exhibit was in charge of R. H. Palmer, fruit commissioner, and J. C. Metcalf, president of the British Columbia Fruit Growers' Association. Some idea of the completeness of the display may be gathered from the fact that they brought in six tons of fruit and paid expressage on every pound of it. The collection was made up of apples, crabapples, pears, plums, peaches, cherries and blackberries. The apples were a magnificent showing, the peaches were dreams of beauty and wells of luscious sweetness, while the long branches, full-fruited, that had been cut from the trees and brought through without even rubbing the bloom off gave the best idea of what a British Columbian orchard must be in cherry and plum time. Messrs. Metcalf and Palmer were indefatigable in answering questions and distributing literature and in showing visitors through the section, and they had their reward. It was decided, with a view to lessening the expense of the exhibit, to permit the fruit to be auctioned off on Saturday morning and it brought no end of fancy prices, more particularly the apples and pears.

Messrs. Palmer and Metcalf are being tendered a banquet by the Manitoba Fruit and Produce Exchange at the Commercial Club on Monday evening.

Your Western correspondent has to thank these gentlemen for most liberal opportunities of sampling the fruit.
Winnipeg, September 1, 1902.

GROCERS' WHOLESALE COMPANY,
LIMITED.

IT is a little more than a year ago when this paper announced that a charter had been granted to a company in Hamilton, under the title of Grocers' Wholesale Company, Limited.

The organization and system of doing their business, being unique to many people in this country, has, we presume, been the reason of so much discussion by the trade generally. Before asking for their charter, a number of prominent and well-known retailers became stockholders, giving ample capital for the conducting of their business. Since, we are told, this number has gradually increased. Their method is not new by any means, for we know of organizations in Great Britain on somewhat similar lines that have grown to be enormous concerns.

Business is conducted by the issue of weekly circulars and dividends are to be returned to shareholders upon purchases

as well as a dividend upon paid-up capital stock. The result of the 11 months' business was a 7 per cent. dividend cheque to their shareholders upon paid-up capital stock, which must be considered an excellent showing for their first statement, especially with a dropping sugar market to contend against during the past year, coupled with the drawbacks every new concern has with its commencement.

THE CONVENTION OF RETAIL
MERCHANTS.

The Retail Merchants' Association of Canada will hold a convention in Toronto on Tuesday and Wednesday, September 9 and 10. The opening meeting will be held in the Temple Building on Tuesday afternoon, when addresses of welcome will be given by Mayor Howland, K.C., assisted by some of the members of the reception committee of city council, after which addresses will be given by the president of the Association and others on the past and future work of the Association.

The various sections of trade comprised in the Association will afterwards hold separate meetings in special halls engaged for the purpose.

"ACME"
TABLE SALT

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

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

Perkins, Ince & Co.

Wholesale
Grocers

FRONT STREET EAST,
Toronto.

G.O.B. Manitoba Patent

surpasses in whiteness and purity any All Manitoba patent flour of same price, and has equal strength.

We have considerable Bran and Shorts to offer in mixed cars.
Our CALLA LILY is A 1 family flour.

MODEL ROLLER MILLS, Perth, Ont.

FLOUR
MAGOR'S
DELICIOUS
PATENT
FLOUR.

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

Prices For Cash Unequaled.

JOHN MAGOR & CO., MONTREAL



For Sale Everywhere.

ASK FOR
MOTT'S.

Ce

P. S.—

Establis



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correspo
Toronto

COX'S

4 cents for
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WE HAVE AN IMPORTATION OF

Ceylon Greens Arriving This Week

which we feel quite sure will pay you to consider.

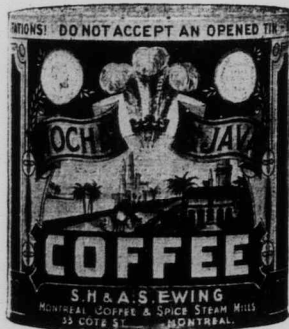
F. J. CASTLE, - - Ottawa.

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

Established 1845.

MODERN MACHINERY. UP-TO-DATE METHODS.

Established 1845.



1 and 2-lb. Tins.

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

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

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

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

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:

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

Established 1862.

E. THOMPSON & CO.
LIVERPOOL,

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

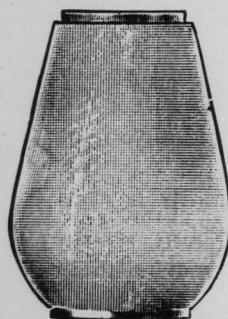
We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—

G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

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

Toronto Fruit Merchants.

McWilliam & Everist

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.
Warehouse Phone Main 3394.

California Fruits

Canadian Peaches, Plums,
Tomatoes.

Fresh arrivals daily at lowest market prices.
Full stock of Oranges, Lemons and Bananas always on hand.

HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

SEASON 1902.

Butter Tubs

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

WALTER WOODS & CO.
HAMILTON.

KNOWLEDGE ESSENTIAL TO A GROCER.

It is pretty generally conceded that the retail grocer is what is quizzically termed a "walking encyclopædia," also a "hail fellow well met," entertaining, and an arbiter (or mutual friend) for a vast multitude of all sorts and conditions of men, women, children and infants.

Now a new personage bobs up serenely; he is that very fickle odds and ends, the fellow "who knows it all" in the newspapers, the "penny a liner," or, perhaps, the "mysterious quiller of the quill," who has two meals on Saturday and feeds on a health diet the rest of the week, says Retail Grocers' Advocate. He is endeavoring to make himself famous by coming out with the startling announcement that a grocer is not the master of his trade until he knows everything in the business "from A to Z."

In other words, he must be able to define at a moment's notice every ingredient that goes to make up the 5,001 articles on his shelves or elsewhere for sale.

He must be able to tell you just how sugar, soap, molasses, starch, flour, cheese, macaroni, mustard and an almost innumerable list of other articles are manufactured and placed on the market; in fact, he must know pretty nearly everything.

We are willing to concede that he is every bit a "walking encyclopedia," that is, in the sense which the term is usually applied, but, as for his knowing everything, we must draw the line.

Still, how many times a day will the customer, his wife or small boy rush in and tell their grocer about troubles galore, or anticipated troubles, or something that might happen, and ask his advice—and ten to one this appeal comes just at a time when he is most busy.

But Mr. Grocer doesn't get busy and wave them off with a determined sweep of the hand—oh, no! He has got too much tact for that.

So he imparts the necessary intelligence and they go their way fully charged and primed, vowing in their own minds that their grocer is "the right stuff."

Well, to put it homely, he is all that, and more, for he usually is the "right thing"; any grocer is all this who can hold his nerve on such occasions; and, furthermore, it is the rule wherever the grocer is to be found in his "native element"—it is an acquired habit, which he feels must be exacted.

Therefore, all things considered, the grocer is a most remarkable man. There is no other business man just like him; he may be said to be a self-made man, and some like to call him a many-sided man,

but that isn't hardly fair, for the grocer's habits finally beget sincerity of purpose, and he accepts the situation as he finds it—this shows his practicability of mind, and in that particular he stands head and shoulders above nearly all other tradesmen.

But take the grocer as he stands to-day, and he is plenty good enough for all good people.

GLACE BAY CLERKS ORGANIZE.

A meeting of the clerks of Glace Bay, C.B., was held recently for the purpose of organizing a branch of the International Retail Clerks' Protective Association.

A large number of clerks were present and also several merchants of the town, including Mayor D. M. Burchell and County Stipendiary Henry McDonald. Before calling on K. McKim, deputy organizer of the American Federation of Labor, to address the assemblage, expressions of opinion were asked from the merchants and others present on the matter of early closing. Among the speakers were Mayor Burchell, County Stipendiary Henry McDonald, and the following merchants: S. L. Landry, J. G. Morris, P. A. McDonz'd, F. Ferguson and S. Fried. All spoke in favor of early closing, and were disposed to give the clerks every advantage possible.

Mr. McKim discussed the matter in a pleasing manner, showed the benefits of the Association and the results accomplished by it. He also recommended the clerks to proceed cautiously and deliberately and to

avoid anything like revolutionary methods. After this a vote of thanks was tendered Mr. McKim and the other speakers. Then those not eligible for membership withdrew and the clerks proceeded to perfect their organization.

DIVIDENDS TELL THE STORY.

The first dividend on E. W. Gillett Company Limited was paid to stockholders on August 30. The business of this company since its incorporation has shown a decided increase in volume, and the future prospects are reported bright, and this must be very gratifying to the stockholders.

A LITTLE NONSENSE.

"Billingsley the grocer has taught his dog to sing."

"Does he sing well?"

"He sings as well as Billingsley could teach him."

"I never heard Billingsley. Is he a good singer?"

"Well, the dog has been shot at several times."

* * *

"Dear Doctor: Your hair restorer is a world-beater. After trying a bottle I placed it in the cupboard, and in the morning we were astounded to find a nice long hair in the butter. We have no children, and, as I am bald, and my wife is confident that the hair is no relative of hers, the fact is evident that the restorer did the work. Enclosed please find my photo."

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,
LIMITED

MONTREAL, QUE.

Be fair to yourself

and examine into the merits of Ceylon Tea. Don't content yourself with cheap, unreliable stuff that is tea in name only.

You cannot build up permanent trade on that.

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Ceylon Tea

(BLACK and GREEN)

is always right, always pure, always satisfactory.

The Blacks are now used everywhere in Canada, while the Greens are displacing Japans, for reasons of quality and price.

Be fair to yourself and see that you handle the rich, pure teas of Ceylon.

"THE EDWARDSBURG BRANDS"

Starch

... and Syrup

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

EDWARDSBURG STARCH CO'Y, Limited
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO.

COFFEE.

JAMES TURNER & CO.		per lb.
Mexca	0 32	
Damasous	0 28	
Calro	0 20	
Sirdar	0 17	
Old Ont h Rio	0 12 1/2	
E. D. M. ROFAU, Montreal. per lb.		
"Old Crow" Java	0 25	
Mocha	0 25	
"Condor" Java	0 30	
Mocha	0 30	
15-year-old Mandehing Java and hand-picked Mocha	0 50	
1 lb. Fancy tins choice pure coffee, 48 tins per case	0 20	
Mariam Huot's Coffee, 1-lb. tins	0 31	
" " 2-lb. tins	0 30	
100 lb. delivered in Ontario and Quebec.		

CONDENSED MILK.



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

CLOTHES PINS.

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

COUPON BOOKS—ALLISON'S
 For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Pile, Montreal

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

Allison's Coupon Pass Book		
1 00 books	3 cents each	
2 00 books	3 cents each	
3 00 books	3 cents each	
5 00 books	4 cents each	
10 00 books	5 1/2 cents each	
15 00 books	6 1/2 cents each	
20 00 books	7 1/2 cents each	
25 00 books	8 cents each	
50 00 books	12 cents each	
EXTRACTS.		
HENRI JONAS & CO. Per gross.		
8 oz. London Extracts	\$8 00	
2 oz. " (no corkscrews)	5 50	
2 oz. " "	9 00	
2 oz. Spruce essence	6 00	
2 oz. " "	9 00	
2 oz. Anchor extracts	12 00	
4 oz. " "	21 00	
1 oz. " "	35 00	
1 lb. " "	70 00	
1 oz. Flat " "	9 00	
2 oz. Flat bottle extracts	18 00	
4 oz. Square " "	21 00	
4 oz. " " corked	26 00	
8 oz. " " "	72 00	
Per doz.		
8 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.		
Per doz.		
Robinson's Patent Barley 1/2 lb. tins	1 25	
" " 1 lb. tins	2 25	
" " Groats, 1/2 lb. tins	1 25	
" " 1 lb. tins	2 25	
LYE (CONCENTRATED).		
GILLET'S PERFUMED.		
Per case.		
1 case of 4 doz	\$3 40	
3 cases	3 50	
5 doz. packages 12 to a case	3 40	
GINGER ALE & SODA WATER		
per doz.		
Cantrell & Cochrane's Imported		
Ginger Ale and Club Soda Water	\$1 40	
JAMS AND JELLIES.		
SOUTHWELL'S GOODS.		
per doz.		
Frank Magor & Co., Agents.		
Orange Marmalade	1 80	
Clear Jelly Marmalade	2 00	
Strawberry W. F. Jam	2 00	
Raspberry " "	2 00	
Apricot " "	1 75	
Black Currant " "	1 85	
Other Jams, W. F.	1 55	
Red Currant Jelly	2 75	

Jams— T. UPTON & CO.		
12-oz. glass jars, per doz	\$0 95	
1-lb. glass jars 2 doz. in case, per doz	0 50	
2 1/2-lb. tin pail, 2 doz. in crate, per lb.	0 09	
5-lb. tin pail, 8 pails in crate, per lb.	0 06	
7-lb. wood pails, 6 "	0 05	
14-lb. wood pails, per lb.	0 06	
30-lb. " "	0 06	
Jellies—		
1-lb. glass jars, per doz	\$1 50	
7-lb. wood pails, per lb.	0 09	
14-lb. " "	0 09	
30-lb. " "	0 09	

LICORICE.

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

LIQUORS.

COGNAC IN CASES.		
Ph. Richard.		
S.O. Quarts, 12's	\$22 50	
F.C.	15 00	
F.C. 1-15 bottles, 180's	12 00	
V.S.O.P.	12 00	
V.S.O.P. pints, 24's	13 00	
V.S.O.P. 1/2-pints, 48's	14 00	
V.S.O.P. 1-15 bottles, 180's	10 00	
V.S.O. quarts, 12's	8 50	
V.O. quarts, 12's	8 50	
V.O. pints, 24's	9 50	
V.O. 1/2-pints, 48's	10 50	
V.O. 1-15 bottles, 180's	14 00	
V.O. decanters, 12's	10 50	
V.O. " " pints, 20's	13 00	
V.O. flasks, Imp. pints, with thumbiers	9 75	
V.O. " Reputed	21 10 50	
V.O. " no "	14 8 9 50	
Chas. Couturier.		
Quarts, 12's	7 00	
1/2 bottles, 24's	8 00	
1/4 " 48's	9 00	
1-15 bottles, 180's	13 50	
Flasks, 24's	8 00	
1/2 Flasks, 48's	9 00	
Flasks Imperial pints, Copsule, 16's	8 00	

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

Scotch Whisky in Wood.

	Gal.	Oct's.	Bbl.
Special	9 gals.	17 gals.	40 gals.
Re-serve	\$4 50	\$4 25	\$4 15
Heather Dew			\$3 90
"A"	4 00	3 85	3 75
Extra Special			3 65
Liqueur	5 00	4 90	4 80
Old Scotch	3 50	3 70	3 65

Whiskey in Cases.

Mitchell Bros., Limit d-Irish

Cruiskeen Lawn, stone jar, 12's	\$12 50
Old Irish, flasks, Imp. quarts, 12's	11 25
Special, quarts, 12's	9 00
Imp. pints, 24's	1 75
round bottl's, quarts, 12's	6 50
round 1/2-bottles, pints, 24's	8 00
10-o. flasks, 48's	12 00
5-oz. flasks, 60's	9 00

Irish Whiskey in Wood.

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

Champagne Wine in Cases.

Duc de Pierland, quarts, 12's	\$11 01
" pints, 24's	5 00
Cardinal, quarts, 12's	12 50
" pints, 24's	13 50
Vve. Amiot carte d'Or, quarts, 12's	16 00
" pints, 24's	1 00
" d'Argent, quarts, 12's	11 50
" pints, 24's	5 50

Blandy Bros. Wine.

Blandy's Madira Wine, in cases.

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

Blandy's Malaga, in cases.

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

Blandy's Sterry, in cases.

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

Blandy's Port Wine, in cases.

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

Blandy Bros. Wine in Wood.

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

Canadian Whiskeys. In barrels.

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

Less than one bbl. per gallon.

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

MINCE MEAT.

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

MUSTARD.

COLMAN'S OR KEEN'S.

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

HENRI JONAS & Co. Per gross

Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	13 00

Per gross

Mugs	13 20
Pint jars	18 00
Quart jars	4 00

E. D. MARCEAU Montreal.

"Condor," 12-lb. boxes—

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

"Old Crow," 12-lb. boxes—

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

OLIVE OIL

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

" pints..... 9 00

ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass	2 doz. case, per doz.	\$1 00
7-lb. pails and 5 lb. tins.	"	0 06
14 and 30-lb. pails	"	0 06

PICKLES.

STEPHENS.

A. P. Tippet & Co., Agents.

Pa. ent stoppers (pints) per doz.	\$2 30
Corked (pints), "	1 90

SODA.—COW BRAND.

DWIGHT'S

Case of 1 lb. containing 60 pkgs. per box.	\$3 00
Case of 1/2 lb. containing 120 pkgs. per box.	\$3 00
Case of 1 lb. and 1/2 lb. (containing 30 packages) per box.	\$3 00
Case of 50. pkgs (containing 96 pkgs) per box.	\$3 00

EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 1/2-lb. pkts. (60 lb.) per case	\$2 70
Case 96 10-oz. pkts. (60 lb.) per case	\$2 80

SOAP

MAYPOLE SOAP

Maypole Soap, colors	per grs.	\$10.20
black	"	\$10.30
Marque	"	\$10.30
Oricle Soap, per gross.	"	\$10.20

GIROLI SOAP, per gross..... 12 00

Straw Hat Polish, per gross..... 10 20

STARCH.

EDWARDSBURG STARCH CO., LTD.

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

Culinary Starch—

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

RICE STARCH—

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

BEE STARCH.

Cases, 64 pkgs. 48's	\$5 00
1/2 Cases, 32 pkgs. 24's	2 50

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	\$0 05 1/2
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	0 06
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lbs.	0 06 1/2
4-lb. "	0 06 1/2
Barrels, 200 lbs.	0 05 1/2
Kegs, 100 lbs.	0 05 1/2
Lily White Gloss—	
1-lb. fancy cartons cases 30 lbs.	0 08
6-lb. toy trunks, 8 in case.	0 08
6-lb. enameled tin canisters,	
8 in case	0 08
Kegs, ex. crystals, 100 lbs	0 07

Brantford Gloss—

1-lb. fancy boxes, cases 36 lbs.	0 08 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs, per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case.	3 50

Culinary Starches—

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

STOVE POLISH.

ENAMELINE

LIQUID ENAMELINE

ENAMELINE

LIQUID ENAMELINE

For durability and for cheapness this preparation is truly unrivalled.

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

Rising Sun, 3-oz. cakes, gross boxes.. 4 50

Sun Paste 10c. size, 1/2-gross boxes.. 10 00

Sun Paste, 5c. size, 1/2-gross boxes.. 5 00

DUSTLESS, LABOR SAVING, BEST IN THE WORLD.

SALADA CEYLON.

Wholesale Retail

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

TEAS.

SALADA CEYLON.

Wholesale Retail

Brown Label, 1's	0 20	0 25
" 1/2's	0 21	0 26
Green Label, 1 and 1/2's	0 22	0 30
Blue Label, 1s, 1/2s, 3/4s and 5/8s.	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.

KOLONA PURE CEYLON TEA BLACK

Black Label, 1-lb., retail at 25c.... 0 19

" 1/2-lb., " " " " " 0 20

Blue Label, retail at 30c..... 0 22

Green Label " 40c..... 0 28

Red Label " 50c..... 0 35

Orange Label, retail at 60c..... 0 42

Gold Lab " 80c..... 0 55

RAM LAL'S PURE INDIAN TEA

WARRANTED ABSOLUTELY PURE

MANUFACTURED ON THE 57 GARDENS OF INDIA.

Cases each 60 1-lbs..... 0 35

" 60 1/2-lbs..... 0 35

" 30 1-lbs..... 0 35

" 120 1/2-lbs..... 0 36

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

Blue Label, 1's	0 18 1/2	0 25
Blue Label, 1/2's	0 19	0 25
Orange Label, 1's and 1/2's.	0 21	0 30
Brown Label, 1's and 1/2's.	0 28	0 40
Brown Label, 1/2's.	0 20	0 40
Green Label, 1's and 1/2's.	0 35	0 50
Red Label, 1/2's	0 40	0 60

CROWN BRAND

Wholesale Retail

Red Label, 1-lb. and 1/2's.	0 35	0 50
Blue Label, 1-lb. and 1/2's.	0 38	0 50
Green Label, 1-lb.	0 19	0 45
Green Label, 1/2's.	0 20	0 35
Japan, 1-lb.	0 19	0 25

E. D. MARCEAU, Montreal.

Janan Teas—

"Condor" 140 lb. boxes	0 37
3MD AAA 40-lb. boxes	0 37
"Condor" II 40-lb. boxes	0 36
" III 80-lb. "	0 35
" IV 80-lb. "	0 30
" X 80-lb. "	0 0
" V 80-lb. "	0 2
" XXXX 80-lb. boxes	0 24
" XXX 30-lb. "	0 25
" XXX 80-lb. "	0 21
" X 0-lb. "	0 22
" XX 65-lb. "	0 19

Black Teas—"Nectar," in lead packets—

Green label	re ails 0 26	at 0 20
Chocolate label	"	0 25
Blue label	"	0 36
Maroon label	"	0 45
Fancy tins—Chocolate, 1-lb.	0 32	
" Blue, 1-lb.	0 42	
" Maroon, 1-lb.	0 50	
" Maroon, 1-lb.	1 50	

Black Teas—"Old Crow" brand

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

LIPTON'S TEA (in p. pkages).

Pice per lb.

No. 1, cases 50 lb. (50 1/2-lb. pkgs.)	\$0 15
" (25 1-lb. pkgs.)	34
No. 1, cases 50 lb., in 5-lb. tins	35
No. 2, cases 50 lb. (50 1/2-lb. pkgs.)	29
" (25 1-lb. pkgs.)	28
No. 2, cases 50 lb., in 5-lb. tins	29
No. 3, cases 50 lb., (25 1-lb. pkgs.)	23
No. 3, cases 50 lb., in 5-lb. tins	22
No. 3, cases 50 lb., in 5-lb. tins	23
Green Ceylon, No. 1 (50 1/2-lb. pkgs.)	35
Green Ceylon, No. 1 (25 1-lb. pkgs.)	34
Green Ceylon, No. 2 (50 1/2-lb. pkgs.)	29
Green Ceylon, No. 2 (25 1-lb. pkgs.)	28

TOBACCO

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/8s, 5s and 10s.	0 39
Royal Oak, 2 x 3, 8c ace, 8s.	0 52
Something Good, 7s	0 48
Ch wing—Bols, 5s and 10s.	0 36
Currency, 13 1/2 oz. barr, spaced 9s.	0 39
Currency, 1s and 10s.	0 39
Old Fox, narrow 0s	0 39
Snowshoe, 1-lb. bars, spaced 6s	0 43
Pay Roll, 6s	0 44

VINEGARS.

E. D. MARCEAU, Montreal.

3MD, pure distilled, highest quality.	0 30
Condor, pure distilled.	0 25
Old Crow.	0 20

Special prices to buyers of large quantities.

MICHEL LEFEBVRE

Bull Dog, quadripie strength, regist'd	0 55
Lion "I" brand, regist'd.	0 58
Imperial, triple strength, registered	0 33
Cote D'Or, extra super, reg. str.	0 30
" household vinegar, registered	0 28
Crystal Pickling, extra.	0 28
" ordinary	0 25
White Wine, XXX	0 25
" XX	0 50
" X	0 17
Cider, XXX	0 27
" XX	0 22
" X	0 17
Pure English Malt, triple strength	0 45
" " double strength	0 35
" " single strength	0 25
Distilled white malt vinegar.	0 50

JOHN HURP & CO., MONTREAL.

Sir Robert Burnett & Co.'s English Malt Vinegar

"	0 40
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UNITED FACTORIES, LIMITED.

Washboards, Leader Globe	1 50
" Improve 1 Globe	1 80
" Standard Globe	1 80
" Solid Back Globe	1 95
" Jubilee (perforated)	1 55
" Crown	1 35

Per doz.


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

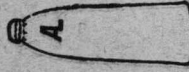
YEAST.

Royal yeast, 3 do. 5c. kgs. in case.	1 00
Gillet's Cream yeast, 3 doz.	1 00
Jersey Cream yeast cake, 3 doz. 5c.	1 00

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

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this  if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded **A** are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade. 

—We are the sole manufacturers of **A** mantles.
 —Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

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

"Empire" Soda

BEST FOR BAKING.

Manufactured by
BRUNNER, MOND & CO., NORTHWICH, ENG.

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We make them in all shapes and sizes. We have

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

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

THE . . .

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BUSINESS NEWS

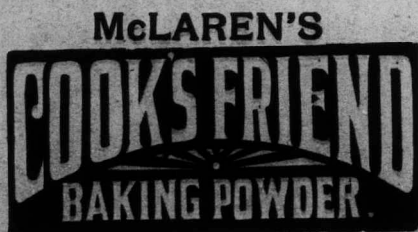
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We manufacture lamps and can suit you.



For Lime Flint.

GOWANS, KENT & CO.

Wholesale

Crockery and Glassware
China and Lamp Goods

TORONTO and WINNIPEG.



For Lead Flint.



**WETHEY'S
CONDENSED
MINCE
MEAT**

Exactly meets the requirements of the lady who is desirous of making a really excellent Mince pie. Wonderful how well it sells, even during the warm weather. A good thing is wanted all the time.

Manufactured by . . .

J. H. WETHEY,
LIMITED,
ST. CATHARINES, ONT.

Crosse & Blackwell, Limited

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Preserved Provisions.*

C. E. COLSON & SON,

MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

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

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KNIFE POLISH

JOHN Oakey & Sons, Limited

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Flint Cloths and Papers, etc.

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