

**PAGES
MISSING**

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND
GENERAL STOREKEEPER

QUALITY..

When a salesman talks price to you
Ask him about **QUALITY**

When he talks quantity . . .
Ask him about **QUALITY**

When he talks merit to you . . .
Ask him about **QUALITY**

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

Your Customers Will Make Pickles

this season—the majority of them will likely do so at any rate. They will ask you for Pickling Vinegar that can be absolutely relied on—that you can recommend as the very best.

The largest manufacturers of high-grade pickles in Canada to-day use exclusively

“Imperial” White Wine Vinegar

with the utmost satisfaction.

“**IMPERIAL**” is a pure spirit vinegar, gaining strength with age. No fear of your stock going off in quality like ordinary vinegar, manufactured from lower grade and less reliable ingredients.

A sample package ordered from your grocery traveller will convince you beyond question that “**IMPERIAL**” **WHITE WINE** combines the characteristics of a perfect vinegar.

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, Mist Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2 1/4-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLLIE

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

No. 2 1/2, \$4.75

New York Branch,
 10 Warren Street

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

San Francisco Branch,
 105 Front Street



Wheat Marrow.

The ideal Summer Breakfast Food. Light, healthful, nourishing—it sells quick and makes a quick profit, **and a good one.**

Stower's Lime Juice.

The highest type of the highest quality. Stronger than any other, because concentrated and absolutely pure. No musty flavor. Keeps perfectly in any climate.

Macurquarht's Worcester Sauce.

A rich, full-bodied Table Sauce that gives zest to appetite and trade. Bottled in England; not shipped in bulk and bottled here. A high-class Sauce at a medium price.

Sold by leading wholesalers.

A. P. TIPPET & CO., Agents,
Montreal, Toronto.

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

FLOUR

**MAGOR'S
DELICIOUS
PATENT
FLOUR.**

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

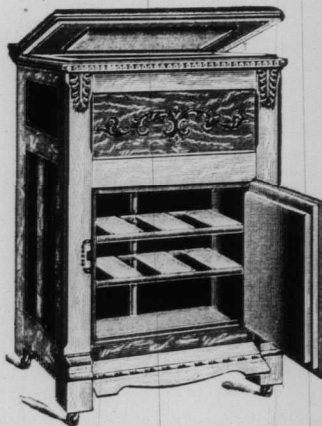
Prices For Cash Unequaled.

JOHN MAGOR & CO., MONTREAL

"ACME" TABLE SALT

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

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



Up to date
Grocers'
Refrigerators,

Mineral Wool Filled. Eight Walls. Ask for prices from any dealer handling our household refrigerators, or write direct to us for descriptive catalogue and prices.

Ham & Nott Mfg. Co., Limited, Brantford, Ont.

GOLD MEDAL, PARIS, 1900.

Walter Baker & Co.'s

PURE, HIGH GRADE

Cocoas and Chocolates.



TRADE-MARK.

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

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

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

WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

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

TRADE-MARK ON EVERY PACKAGE.

MODEL ROLLER MILLS

G. O. B. THE PUREST, STRONGEST
AND CHEAPEST

Manitoba Hungarian Patent

Write for prices of other grades. Also Bran, Shorts,
Feed, etc. Mixed cars a specialty.

Perth Ont.

GEO. B. JONES, Mgr.

JOHN HAGGART, Prop.

Vinegar, Vinegar, Vinegar.

We are still hammering away at the Vinegar business, and are glad to tell you that our output so far this season has far exceeded our expectations. Customers are well pleased with the quality and more than satisfied with the price. Let us have an inquiry from you.

We have a snap in "New Orleans" Molasses, in barrels and half-barrels. Extra quality.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

QUELPH, ONT.

Coronation Blend Ceylon Indo Tea

The Best 50-Cent Tea on
the Market

Handsome 100-lb. Canisters Free

WARREN BROS. & CO.

TORONTO.

BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

Oakville Basket Co.

Oakville, Ont.

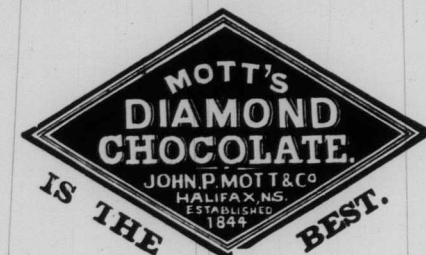
Soap

"IMPERIAL" and
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.



For Sale Everywhere.

—:O:—
ASK FOR

MOTT'S.



The Connecting Link



A good Cigar (rich, fragrant, white ash) is the connecting link in hot weather for the man who wants to be comfortable and contented too. Away goes care in smoke.

My "Pebble" 5-cent, and my "Pharaoh" 10-cent Cigars will give a man more genuine satisfaction for the money than any cigars made anywhere by anybody. You can prove this without a cent's worth of risk by sending in for a trial order of a thousand or more of my different brands, including one or two hundred each of the "Pebble" and the "Pharaoh."

Payne's Cigars.

J. Bruce Payne, Mfr.
Granby, Que.

"Sterling" Brand Pickles

--FOR THE
--SUMMER
--OUTING.

No picnic is complete these summer days without a bottle of pickles or catsup.

The grocer may feel perfectly safe when he recommends to his customers goods bearing the brand of this factory —best goods—made from best grown Canadian vegetables — by expert pickle makers.

—All up-to-date grocers
—keep well stocked with
—these goods.

T. A. LYTTLE & CO.,
124-128 Richmond St. West,
TORONTO

MOLINA BREAKFAST FOOD FOR SEASONABLE BREAKFASTS

These are the days of cereals and fruit.

Nothing can be better for the warm days than **MOLINA BREAKFAST FOOD**—The finest flakes of crisp wheat—easy to digest and easy to cook. Better have the kind that is sure to please the most particular customer.

THE TILLSON CO., Limited
Tillsonburg, Ont.



A SCENE IN JAPAN—ARASHIYAMA.

JAPAN TEA

is being sold with the most satisfactory results by
grocers in —

**NOVA SCOTIA,
NEW BRUNSWICK,
QUEBEC,
ONTARIO,
MANITOBA,
NORTHWEST TERRITORIES,
AND
BRITISH COLUMBIA.**

WHY?

Because It Has No Equal.



YOUR MONEY BACK

IF YOU DO NOT LIKE

IMPERIAL MAPLE SYRUP

Return it to the dealer of whom you bought it, who is authorized to give you your money back.

**ROSE & LAFLAMME, Agents
Montreal.**

**THERE'S NO
NECESSITY**

of the starch buyer going to any other store than yours if you can offer her

**IVORY
GLOSS
STARCH**

the starch that satisfies both user and seller.

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.



“PINE TREE”

Is a Fine, Red, Sockeye Salmon—the best selected fish—put up under this label specially for us. We know just exactly what it is, and can highly recommend it to you. You need not have the slightest hesitation in offering it to your most critical customers. Ask our travellers for particulars, if you have not already convinced yourself of the merit of “Pine Tree.”

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 Australasian Grocer

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

Subscription \$2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - - Fink's Buildings.
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Specimen Copies Free on Application.

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 St., Toronto.

GROCERIES FOR JULY.

Midsummer
Goods the Trade
Push.

DURING the month of July the grocery trade assumes features different from those of the preceding months. The native small fruits come in at this time and a big business is always done in them during their season. Preserving operations then are in order, and the housewife commences laying in a stock of fruits and jams for the winter. And with these fruits much sugar is sold.

THE PICNIC GOODS.

The picnic season is also at its height during this month and a demand for potted, canned and cooked meats sets in, larger than that of any other month of the year, excepting August, perhaps. The warmth of the weather prevents people cooking as extensively as they do other months, and so recourse is made to this form of food. Little extra expense is entailed in their use as a food and much trouble is spared the cook or housewife by their use, so a good business during July is generally done in this line. Canned salmon and canned fish generally also sell extra well.

FRESH FISH.

Fresh fish is much eaten during July. The busy season for fish dealers is now at its height. Grocers wishing to carry fish as a side line can profit by handling them if they have proper facilities for doing so. A tank and lots of ice is needed, and provision should be made in a basement for keeping the fish over night. They are usually displayed outside, around the door and the shop front during business hours.

THE FIRST FRUITS.

The fruits first in season are principally strawberries, raspberries, currants and cherries. Tomatoes also begin to play a considerable part in the trade. To keep these properly a good cellar or basement is needed, where the atmosphere is always cool. Berries can thus be kept over night, and they are by this means preserved longer, thus making the merchant less liable to loss through their spoiling. A sound, well-kept berry sells better than one showing signs of decay.

Those on sale are generally kept outside in front of the store in the fresh air where the people passing can see them and be thus induced to buy. Placing them outside in front serves a double purpose, it preserves the berry longer

than if it were kept in a hot stuffy store, and enables them to be sold more easily.

PRICE TICKETS.

should be put on the boxes, as that is the custom with nearly every fruiterer or grocer doing a retail trade in small fruits. People desiring to buy their fruit generally go along and see where they can get the best stock at the lowest price. So if a man has a reasonable price on his goods he ought to sell them without any trouble.

DISPLAYS OF SUGARS.

To preserve these fruits sugar is required. The dealer is generally prepared before the season commences with a good stock of that article laid in, and is ready to serve it out to his customers in whatever quantities they require. No special effort is needed to push sugars generally, yet many find it of special advantage to dress a window with some samples of a particular line of sugar they are giving close prices on. Although not much money may be made on the sugar itself, yet trade in other lines greatly increases.

THE CANNED MEAT TRADE.

In canned meats and fish the usual effort made is to dress a window nicely with them. A fine looking display may in this way draw custom. Also a bulletin pasted up on a board or in a window with any particular or new lines recently placed in stock will help materially to sell them. We never recommended cutting prices, and in this line in particular fair profits should always be realized.

A counter display of canned goods is a good thing if ample room is left for parcelling and wrapping goods. It is hardly wise for a storekeeper to have his counter so piled with goods as to prevent wrapping and tying parcels and keeping things in continual risk of breaking or falling.

THE GOLDEN RULE IN BUSINESS.

Philip Present, Rochester, N. Y.

WE learn through history and experience that men through the instinct of self-preservation formed organizations. When two or more men found something in common, the same interests to protect, the same ideals to attain, they united, knowing well that in unity there is strength. We have also learned that through selfishness and the clashing of interests the strongest organization, whether civil, political or religious, will be wrecked. So we have this lesson: if our organization is to be a power for good we must not base our existence entirely on selfishness, although the germ that produced it, like any other

production of man, usually is selfishness. It must be built on the broad principle of a great moral and ethical platform, where all good men can support it. It is true that we are supposed to be watch dogs of our household; we bark frightfully, snap or bite according to the nature of the beast, if some one attempts to steal that which it is our duty to protect. We would not be worthy of our trust if we did not strive to do so. We want our customers to meet their obligations when due so that we can meet ours. We want to impress upon them that it is neither honest nor honorable to order goods from us and afterwards to cancel the order or return the goods; that it is plain stealing to take a discount of 10 per cent. when six per cent. was specified; and that 60 days does not mean six months. Too long have we allowed the tail to wag the dog. We place too little value on our goods when we sell merchandise to parties in amounts equal to ten times as much as we would be willing to loan in cash, and allow trade abuses to continue through the fear of competition. We ourselves have two kinds of ethical rules, one for those who steal money and another for those who steal merchandise. Public opinion, therefore, is not shocked or outraged by dishonest failures in mercantile life as it is by any other transgression of morals, and for that reason the lawmaking bodies of our States have statutes entirely in favor of the debtor class. It is a natural consequence that we usually get no more than we deserve, considering we are the first to suffer under the present state of affairs. It follows that the duty devolves upon us to educate the public to a higher standard of ethics in business life. It is as rare now to see a smile on the face of a credit man as a 25 per cent. dividend in a bankruptcy case; and what can we expect? In every commercial death we occupy the mourners' bench on the first row; it is our funeral and no one else's. We used to have a laugh once in a while when in a failure we would get ahead of the other fellow, but since the National Bankruptcy Law has come into existence we are deprived even of that. I have stated to you conditions which you all know by experience. You will ask, what is the remedy? First, let us eradicate selfishness and be what we wish the other fellow to be, honest and honorable. If the creditor class, manufacturers and jobbers, agree among themselves to abolish trade abuses and have an association for that purpose, they should live up to it, even at the cost of some sacrifice; the end will justify the means. Second, let us pledge ourselves to do all we can and drive the rascals out of business life by not supplying them with goods, even for cash; it will have a greater effect than a prosecution fund and be more justifiable. Third, having set a standard of integrity among ourselves we can have the courage of our convictions and educate others, as well as compel them, to be honest.

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

STOVE POLISH and **SUN PASTE**
STOVE POLISH
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.

THE BEET-SUGAR INDUSTRY.

THE Treasury Bureau of Statistics states that the sugar consumption of the United States has grown from 1,272,426,312 lb in 1879 to 5,313,987,840 lb. in 1901, or from 33 to 68 lb. per capita in that time. About two thirds of the total consumption represented imports of the commodity. Of the 985,568,640 lb. of sugar produced in the United States about one third was from beets and two-thirds from cane, and of the 599,771,613 lb. of beet sugar imported, 484,344,994 lb. came unrefined.

The abolition of the European beet sugar bounties ultimately must compel those countries to seek other markets than the United States for the sale of their raw products, and it seems more than probable that the refiners of cane sugar, will, in time, look to the culture of beets as an industry on which they must figure, and in which it will be to their benefit to become interested. The annual statement of The American Beet Sugar Company furnishes ample proof of the advance which has been made by the beet sugar interest in the country. In 1880 the domestic production of beet sugar was 357 tons, and in 1901 it had increased to 121,859 tons, a gain in 20 years of nearly 350 per cent.

There are now 52 beet factories in the United States and Canada, each having a daily capacity of from 350 to 3,000 tons. Of these 17 are situated in the State of Michigan, 15 in the West, four in the Middle West, 10 in the States bordering on the Pacific Coast, two in New York State, and four in Canada.

This list shows the name, location, and daily capacity of the Canadian factories:

Wallaceburg Sugar Co., Wallaceburg, Ont., with capacity of 600 tons.

The Warton Beet Sugar Manufacturing Co., Warton, Ont., with capacity of 350 tons.

Dresden Sugar Co., Dresden, with capacity of 350 tons.

Ontario Sugar Co., Berlin, Ont., with capacity of 350 tons.

The sugar beet is about as hardy a crop as can be grown. In the United States miles and miles of sugar beet can be found where the soil is 15 to 20 feet

deep and as black as ink, without a pebble as large as a pea.

Localities where successful beet-sugar factories have been erected are most prosperous. Land in the location of a well-conducted beet sugar factory becomes very valuable. At Rocky Ford, before the factory was located there, land could be had for about \$10 to \$60 an acre. To day it is readily saleable at from \$200 to \$300. There is not a house to rent in Rocky Ford, although some 700 have been built during the last two years.

The culture of the beet and the manufacture of sugar therefrom mean much to a country. All branches of trade feel it—coal mines, coke ovens, limestone quarries, manufactories of bags and barrels, the producers of lubricating oils, the blacksmiths' shops, the manufacturers of chemicals and chemical instruments, the railroads, the laborers, and the merchants.

MARKETING THE BEET.

The beets furnished a factory are generally produced within a radius of between 50 and 75 miles, those coming by wagon being always more desirable than those brought in by car, owing to the fact that they are fresher and slice better.

Five or six beets are taken out of the load and ground into a mash which is folded in a cloth and put under heavy pressure. The juice taken from these beets, after being purified, is put into a polariscope, which indicates the saccharine contents and purity, so that the farmer receives for this particular load the price set as specified in his contract for a load of beets of such a test in sugar.

After all the dirt has been taken off the beets are thrown into an endless chain elevator, which carries them to the top of the house and dumps them into an automatic scale, which opens and shuts and registers their weight as they pass through into the slicer. Here the beets are cut up into "cossettes," which are pieces about as long as a lead pencil and cut in a V shape, so as to open up all the little octagon cells in the beet, which are full of the sweet substance going to make sugar. From the slicer the cossettes are carried to the diffusion battery, with its 14 receptacles so made as to be opened at both the top and the

bottom. The bottom is covered with a wire sieve.

Pure water is carried through the cossettes and through the sieve at the bottom, where it is forced through a steam coil into the top of cell No. 2 and thus also through the 14 cells into a receiving tank.

Cell No. 1 has had 14 times as much water as the last; it is now cut out of the battery, the bottom is opened and the cossettes are allowed to drop out. The cell is then closed, filled with new cossettes and now becomes cell No. 11. This operation continues night and day, the water melting and carrying with it all of the sweet matter.

To get rid of impurities contained in the liquid which has as well the sugar, about 10 per cent. of milk of lime is mixed with it, carefully stirred. Then all is put in a carbonation tank. The lime is removed with the impurities by a filter press. Any further impurities are removed by the introduction of sulphur.

The liquid is now sent to concentrators or, as they are commonly called, quadruple effect evaporators. A final filtering takes place through what are called mechanical filters. Then, by means of a vacuum "fan," it undergoes the final concentration process, wherein it is reduced by boiling to a thick mass, containing about one half crystalized sugar and molasses.

A centrifugal machine next separates the molasses from the crystalized sugar. Then the process of washing takes place by allowing water and compressed air to force out of the end of the pipe a moist fog. Afterwards the sugar is dried in the granulator, which resembles a big boiler placed in a slanting position.

A well-conducted beet-sugar refinery has absolute control over the workings of the house by having the beets and cossettes sampled at each different operation.

After all the liquid is squeezed out of the cossettes, the pulp is deposited on the outside of the factory.

This pulp makes a most desirable fodder for cattle, and can be used for feed when fresh, or can be put in silos and allowed to ferment, when it takes on other chemical properties which make it far more valuable as a cattle food than when fresh. This is especially so when the factory is located in a section of the country where the weather is cold, as the fermented pulp will not freeze and in such a state is more desirable as feed.

RIO COFFEES

Green and Roasted.

Write for Samples

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS HAMILTON.

A 10 cent packet of
**Wilson's
 Fly Pads**
 has actually
**Killed a Bushel
 of Flies**



Our Brands of Brooms are :

“STANDARD,”
“SIGNAL.”

The best made in Canada. Only the finest selected Green Corn used (not dyed). All handles carefully kiln-dried. Only the best skilled labor employed. Every broom carefully inspected before bunched. All hand-made under our supervision.

If you are not selling our brooms, try sample lot of 6 dozen and you will then be satisfied the “Standard” and “Signal” are the best made.

JAMES TURNER & CO.

Wholesale Grocers,

HAMILTON, ONT.

The Williams Bros. Co. **PICKLES**

Sweet, — Sour, — Pints and Half-pints.

WALDORF RELISH and FRENCH MUSTARD.

Always in stock—with

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

OWEN SOUND GROCERS' PICNIC.

THE Owen Sound Retail Grocers' Association had a day of solid enjoyment at their picnic on June 18. The celebration commenced about midnight, when 30 or 40 men marched through the streets of the town singing songs. The morning broke bright and clear, with just enough breeze stirring to cool the air.

The fun began by a parade of 30 or 40 citizens grotesquely dressed, all wearing grey "plug" hats. Equipped with drums, horns, timbrels and carrying banners they made the streets resound with their clamor. Ald. Duncan, carrying a banner advertising a well-known brand of soap, was at the head of the procession.

The rejoicings were afterwards adjourned to Queen's Royal Park where a long programme of sports was provided and all enjoyed themselves to their heart's content. Two thousand people or more participated in the celebrations of the day. Music was rendered by the band of the 31st Regiment.

LEARN TO WRITE SHOW CARDS.

The demand for the card writer's work and skill has greatly and rapidly increased within the past few years, on account of the general competition in advertising and display in all up-to-date stores. Clerks and

window-trimmers can readily increase their earning capacity in this class of work. Artistic show cards and price tickets call attention and sell goods that otherwise, very often, would lay on the shelf. Neat and attractive show cards are assistant clerks. An artistic show card in the window speaks louder than words. Clerks and window-trimmers who are good card writers are always in demand; they have no "dull seasons." W. Edwards, Carleton Place, Ont., advertises in this issue a book of instruction at one dollar, post paid, teaching this art. It has constantly grown in patronage and public favor, and is now universally recognized as the most popular and reliable book ever placed before the public. See advertisement.

MARITIME BOARD OF TRADE.

At a council of the Maritime Board of Trade held at Truro on June 19, it was decided to recommend the appointment of a permanent secretary of the board. The matter of freight and passenger traffic on the Bay of Fundy shore was discussed. It was decided to make shipping a prominent feature of discussion at the annual meeting of the board. The annual meeting of the Maritime Board of Trade will be held at Sydney.

PRICE OF SALMON FIXED.

The Fraser River Canning Association will continue as an independent organization. Arrangements for this season's operations are being made. At a conference with representatives of the Grand Lodge of Fishermen a schedule of prices was arranged on a sliding scale. The Grand Lodge will consider this at their next meeting in New Westminster.

A NEW INDUSTRY.

The proprietors of Hire's root beer have established a place for its manufacture in Montreal, under the management of Mr. W. P. Downey, their Canadian representative. Hitherto all the root beer has been imported from the United States; but the great quantity consumed in this country and the ever-increasing trade has made it necessary to manufacture on the spot. This has accordingly been done, and a new industry, which is likely to grow to considerably greater proportions, has been started in Canada. Other manufacturers are also feeling the benefit of this. For instance, the bottles used, which formerly were all made in the United States, will now be procured in Canada, The Dominion Glass Company having already received a large order.

DEAD STOCK.

It pays any grocer to push the sale of any selling article. Avoid unknown brands, they only give your customers dissatisfaction if sold.

MacLaren's Imperial

—AND—

**MacLaren's Roquefort
Cheese** are quick sellers and good pleasers.



Our travellers can interest you in —

RIO COFFEE

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

36 Yonge St., Toronto.

HINTS TO BUYERS.

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

L. CHAPUT, FILS & CIE have received a consignment of Stephens' pickles and Rowat's pickles (the latter in large quart bottles) which are being offered at low prices.

The "Salada" Tea Co. report a large increase in their Ceylon Green tea trade.

The Eby, Blain Co., Limited, have just received a shipment of Grand Duke Japan rice which is an exceptionally fine sample.

L. Chaput, Fils & Cie have still a few boxes of Valencia raisins left, which they offer at attractive prices.

The Eby, Blain Co., Limited, are free sellers of Commadre figs in tapnets, of which they have a large stock.

Buyers of Californian prunes should write for quotations to L. Chaput, Fils & Cie before placing orders elsewhere.

The Eby, Blain Co., Limited, are offering exceptionally low prices on all lines of Californian prunes, peaches and apricots.

The Eby, Blain Co., Limited, have just received shipments of both French and Italian imported macaroni in 1-lb. packages.

E. D. Marceau has to arrive about 100 packages of gunpowder teas, which he will sell at 15 to 18½c. See his advertisement in regard to these teas.

Columbia Sweet "Piccalette" is just in store with The Eby, Blain Co., Limited. This is something new in the line of fancy pickles.

GALT BOARD OF TRADE.

At a meeting of the Galt Board of Trade, June 20, reports from the sugar-beet committee stated the result of an interview with Mr. McCormick, secretary and manager of the Wallaceburg factory. Prospects were bright. To defray the expenses of the past campaign the town council will be asked for \$200 and the township council for \$100.

Considerable complaint was expressed at the mail service from the east, all mail being held over at Hamilton.

The railway committee were instructed to take action to secure a reduction in the excessive coal rates.

Notice was given of a resolution to make the membership fee \$2 instead of \$1. President F. H. Hayhurst submitted his report of the Board of Trade Conference in Toronto. The Board of Trade will hold its annual meeting on July 10.

WILL PAY 30c. ON THE DOLLAR.

The National Cigar Co., insolvents, Toronto, will pay the creditors about 30c. on the dollar. The Master-in Ordinary has ordered that an interim dividend of 25c. on the dollar be paid. The total assets of the company amount to \$1405.16 and the claims against the estate so far allowed by the Master amount to \$2,833.83. Besides there are other claims to the extent of about \$1,000 that will probably be allowed. The Bank of Hamilton is a creditor to the extent of \$1,000. The estate of the late William Adams is a debtor to the amount of \$746.79.

INQUIRIES ABOUT CANADIAN GOODS.

Among inquiries received by the Canadian Section of the Imperial Institute were the following:

1. A firm of wholesale and export stationers is prepared to appoint a suitable Canadian resident agent.
2. A company manufacturing fireclay goods asks to be placed in communication with Canadian importers of these materials.
3. A company which manufactures electric lamps and all kinds of electrical materials and appliances wishes to develop trade in Canada, and seeks the services of an influential resident agent.
4. A London house wishes to hear from Canadian producers of "pine wool" and excelsior, with samples and prices.



Raise your customers' ideas to
the effect that by purchasing

UPTON'S JAMS, JELLIES AND MARMALADE

they get a better article than that which is made at home.

A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne Street, Toronto,
AGENTS.

THE PROVISION TRADE.

The Seasoning of Sausages—The Markets—Miscellaneous Notes.

THE SEASONING OF SAUSAGES.

A DOZEN butchers' shops might be visited, and in the majority of them will be found sausage and bologna of about an equal grade. They cannot be honestly praised nor condemned. Then, in another shop, you find sausages that look bad, and cook even worse. Then you will drop into a shop where an amount of care is exercised in their manufacture, and you get an article which looks well, and when cooked is found very palatable. There is too much negligence displayed in the seasoning. It is the practice of many to season without either weighing the meat or the seasoning, and it therefore often occurs that they are not seasoned as they should be. This should not be permitted, as the business man who is catering for the public must endeavor to have his bologna, etc., flavored as near perfection as possible, and having them always up to concert pitch, is bound to command a trade. A great deal depends upon the quality of the seasoning, and too much care cannot be exercised in the purchase of spices. The greatest of care must be taken in weighing, and then to well mix the different seasonings and place them in vessels closed to the atmosphere, as exposure will soon render them useless. The seasoning of sausages is a matter of guesswork with the average butcher, and it is here they fail.—Butchers' Advocate.

LAMBS' TONGUES IN GLASS JARS.

Frequently lambs' tongues are also put up in glass jars of varying capacity. The tongues are cured for this purpose in the same way as for the usual canned article. After curing the tongues they are cooked for an hour in boiling water, after which they are placed in a tub of cold water, remaining there until thoroughly cool. The tongues are then packed in tierces and covered with white wine vinegar. The tierces are headed up and placed in the chill-room for 10 days, when they are pickled and ready for placing in the jars after trimming off the roots of the tongues to give them a neat appearance. The tongues are placed in an orderly way in the jars, and are so packed that when they are labelled the label will cover the roots and thus give the package a neat and smooth appearance.

In the pint glass jars five tongues are placed, and in the quart jars seven large ones. A few whole allspice are put in the

top of each jar, which is then filled to the top with fresh white wine vinegar. The covers are screwed on the jars very tight, and when required for shipping are packed in cases with sawdust. While being carried in stock these must be kept in the chill-room.—National Provisioner.

MEATS IN NEW YORK.

Meats were held generally higher in sympathy with hogs and with the speculative products west, but up to noon the jobbers had not paid over last week's closing prices, which were still quoted by them and at which we still continue to quote, as revised, without business reported up to noon, jobbing trade having been fair the past week, but very little done from first hands. We quote: City pickled shoulders, 8¾c.; do. hams, 11½c., and 12c. for boiling hams; smoked hams, 1c. more; Western, s. p. hams, 18 to 20 lb., 12¼ to 12½c.; 10 to 16 lb., 11¾ to 11⅞c.; Californian hams, 9c. asked; skinned hams, 12½c., all with pickle off in tierces here; ⅜c. more with pickle on and ¼c. less loose; jobbing prices ¼c. more; Eastern d. s. bellies, 11¾c.; city pickled, 11½c.; backs, 9¼c. for pickled and 9½c. asked for d. s.; city rib pickled bellies, 10½ to 10¾c. for 10 to 14 lb.; 10¾ to 11c. for smokers; ¼c. more boxed; green bellies, 10½c.; green hams, 11½c.—New York Journal of Commerce, June 23.

A STRONG MARKET.

The following letter from The N. K. Fairbank Co., relative to the Chicago lard market, will be found of interest, as the Canadian market will be influenced directly by conditions in Chicago. The letter is dated June 21, and is as follows:

The markets this week have made new price records since the recovery which began in 1893, at which time cash lard in Chicago was selling low in the 3's. To-day cash lard closed at 10.50c. (an advance of 27¼c. for the week), and at this high price the product is in better demand, and in a stronger position than when it was selling for only 30 per cent. of its present value. All kindred products have sympathized in this upward movement, although not proportionately, and among the latter goods is lard compound. The present relative prices of lard compound and hog lard must inevitably increase the consumption of the former, and the advancing value of hog lard must necessarily strengthen the compound market, notwithstanding temporary disturbances in the trade.

The immediate, as well as the underlying strength in the provision market is the increasing

shortage in hog receipts. Since the commencement of the summer season on March 1, the Western packing is estimated at 6,030,000 as compared with 7,050,000 for the corresponding time last year, a loss of 1,020,000 hogs or 16 per cent. This tremendous loss in all hog products need only be cited for everyone with any experience in the provision trade to realize its inevitable effect on values, and we believe, as we have repeatedly stated, that there is no relief for this condition until we are assured of the unquestioned success of the next corn crop. We will, therefore, have to pass through the trying summer months before the present market tension is relieved.

THE PROVISION MARKETS.

TORONTO.

The receipts of dressed hogs have been liberal and prices have been reduced 25c. per 100 lb. Beef continues firm and unchanged. The live stock markets are stationary. Our quotations are as follows: Dressed hogs, \$8.75 to \$9; beef carcasses, \$7.50 to \$8.50 per 100 lb.; hind quarters, \$8.50 to \$9.50 per 100 lb.; front quarters, \$6.50 to \$7.50 per 100 lb. Veal, 7 to 8c. per lb.; lambs, 10 to 10½c. Live hogs: Selects, \$6 87½; lights, \$6 50 to \$6 75 per 100 lb.; choice export cattle bring \$6 to \$7.00 per 100 lb.; lights sell at \$4 to \$5 75.

There is a good business being done in provisions, but warmer weather would have the effect of improving the demand for cured meats. Our quotations are 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, 11c., and backs, 14½ to 15c.; Canadian heavy mess pork, \$21.50; short cut, \$23 to \$23.50; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.; plate beef, \$15.

MONTREAL.

There has been a steady demand for nearly all lines of provisions and big products. Bacon and hams have been selling well. The Laing Packing and Provision Co. have advanced prices on a number of meats, and the prices on them now quoted by jobbers are: Large hams, 13c.; medium, 14c.; extra small, 14½c.; rolled bacon, 12½c.; Windsor bacon, 15c.; breakfast boneless bacon, 15½c.

The market for pork is not as active as in some other lines, but still a fair trade has been doing in certain lines. Wholesalers state that they cannot get either Canadian

Smoked meats are in demand.
Satisfy your customers with



.. AND



A POST CARD WILL BRING YOU PRICE LIST.

The Brantford Packing Co.
BRANTFORD, ONT. LIMITED

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.**

LARD!

You can buy good lard and you can buy poor lard. Poor lard is not cheap at any price, and good lard is worth more than to-day's prices. We can sell you good lard, the very finest, and in the following packages:

TIERCES	400 lbs.
TUBS	60 "
PAILS	20 "
PAILS, tin	10 "
PAILS, tin	5 "
PAILS, tin	3 "
CARTONS	1 lb.

F. W. FEARMAN
(Limited)

Pork Packers

HAMILTON

**Sugar Cured Hams and
Breakfast Bacon.**

We produce something superior in this line---mild and full flavored. Meets the requirements of the most exacting trade.

TRY SAMPLE SHIPMENT.

The Park, Blackwell Co.,
LIMITED.

TORONTO, ONT.

pork or Jones'. The only pork which appears to be in good supply is Armour's short cut clear, in 50 to 60 pieces and 30 to 40 pieces, the price of which, in small lots, is \$25.50 and \$26.50, respectively.

Lard, both pure and compound has been moving very well. "Anchor" brand compound lard has gone down 5c., and tin pails are now quoted at \$1.85; wooden pails at \$1.90.

Offerings of live hogs have been light during the past week, and the market in consequence has taken a firmer tone. Packers are willing buyers at \$7.

Our quotations are as follows: Heavy Canadian short cut mess pork, \$23.75 to \$24.00; Chicago clear pork, \$26.50 for heavy and \$25.50 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 13 to 14 1/2 c.; bacon, 15c.; lard, pure Canadian, \$2.32 1/2 to \$2.35 per pail. Fairbank's "Boar's Head" lard compound, 10c. tierce basis, with extras as follows: 60-lb. tubs, 1/4 c. over tierce; 20-lb. tin pails, 1/4 c.; 20-lb. wood pails, 1/2 c.; 10-lb. tins, 3/8 c.; 5-lb. tins, 3/4 c.; 3-lb. tins, 7/8 c. Snow White and Globe compound, \$1.95 per pail; Cottolene, 11 1/4 c. for 20-lb. pails, and 11c. for 60-lb. tubs, for Quebec and Ontario.

WINNIPEG.

DRESSED MEATS—Supplies are scarce and prices very firm, and beef 8 3/4 to 9 1/2 c. for the top of the market.

MUTTON—In limited supply, 13c.; spring lambs, \$3.50 to \$4. Veal, 8 1/2 c.

CURED MEATS—Heavy demand with advanced prices in several lines. Hams, 14 1/4 c.; shoulders, 10 3/4 c.; breakfast bacon, bellies, 15 1/4 c.; backs 14c.; spiced rolls, 11 1/2 c.; long clear, 12c.; dry salt backs, 12 1/2 c.

PROVISION NOTES.

Petelle & Cie, butchers, Montreal, have registered.

The Whyte Packing Co., Limited, Montreal, have registered.

John Cathro, butcher, Park Hill, Ont., has sold out to E. Trotham.

Blake & Ball, meat dealers, Sydney, N.S., have formed a new partnership.

J. H. Wallace, butcher, Lethbridge, N. W.T., has sold out to Piche & Miron.

J. P. Wry & Sons, dealers in meats, St. Stephen, N.B., are succeeded by R. G. McDonald.

Alex. Desmarteau is curator of A. Daoust & Co., butchers, Montreal, and a meeting of creditors has been held.

The stock of J. & J. Daly, provision dealers, etc., Quebec, has been sold at 42 1/2 c. on the dollar, and the book debts at 55c. on the dollar.

The quantity of Fairbank's compound lards sold in Canada this year will be enough to provide each person, man, woman and child, with 7 1/2 lb. Last year the share of each would have been 5 1/2 lb.



C. P. FABIEN

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

3169 Notre Dame St., MONTREAL.

SLEE, SLEE & CO.

Limited

Tower Bridge Brewery,
LONDON, ENG.

FOR



English Malt
Vinegars.

Ontario Agents—

John W. Bickle & Greening,
HAMILTON and TORONTO

From whom Samples and Prices can be obtained.

All Bacon
and Hams

cured by this company are done after the Irish process, which has made Irish Bacon famous the world over. We guarantee a cure and quality equal in every respect.

OUR LARD is absolutely pure, and we are confident of repeat orders wherever it receives a trial.

These are some of our varieties: Breakfast Bacon, Short Roll Bacon, Long Roll Bacon, Wiltshire Bacon, Cumberland Bacon, Long Rib Bacon, Long Clear Bacon, Back or Windsor Bacon, Long and Short Cut Hams, etc.



Registered Trade Mark Brand
Found on all our Bacon and Hams.

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

All first-class Grocers and Provision dealers should handle the

"L. & S." and
"Imperial"

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

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

Fowler's Canadian Company, Limited,

Pork Packers and Exporters, HAMILTON, CANADA.

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

— ALSO —

The L. & S. Rosemary Company, Limited,

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

WOULD YOU LIKE TO SELL MORE TEA?

If so, buy tea that is made to **Drink**, not to **Look at!**

Anyone can pick out a tea with a pretty leaf. Does it always taste as well as it looks?

HAVE YOU TRIED

Red Rose Tea in packages
or **Estabrooks' Blended Teas** in bulk?

These teas are made to **Drink**. People who drink them say they are "Good Teas."

Dealers who sell them usually find their tea sales increase.

Packed in all grades to retail at 25 to 60c. per pound

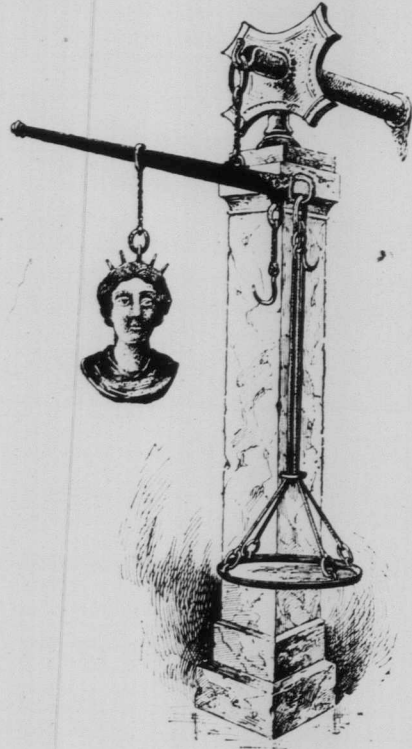
T. H. ESTABROOKS,

Tea Importer and Blender, ST. JOHN, N.B., and TORONTO, ONT.

SCALES USED CENTURIES AGO.

As though some hideous giant had wakened in his wrath,
And hurled the hate of hell along his path.

MORE than eighteen centuries ago that unchained vent of the Plutonian furnaces bleached forth its awful smothering elements of ruin and wrapped the city of Pompeii within its



shroud of death. The story of that dreadful hour is again unfolded in its awful counterpart—the St. Pierre disaster of May 8, 1902. Only those who saw and lived to describe this awful repetition of the destruction of Pompeii can imagine it in all its horrible aspects, but the story of Pompeii has lived as St. Pierre will live, through its survivors and eye witnesses. On the afternoon of November 5, in the year 79, when life in Pompeii was running its sands, much as life is now running in an active city of 30,000 souls, its streets and shops filled with activity, and its theatres filled with pleasure seekers; in the midst of this commercial activity and abandon to revelry, Vesuvius burst forth in awful eruption. Darkness reigned supreme. Escape was well nigh impossible; the crazed and stricken inhabitants dying in their tracks. What we know of the horrible agony of that hour of doom is told us by the hideous images the Sculptor Death has cast in the matrix of molten lava and ashes. For more than half a century men have been engaged in the exhumation of this city whose souls have occupied a single grave since the beginning of the Christian era. Many thousands of signs of life as it was moving along

on that fateful day of November have been taken from Pompeii ruins. Objects of art in marble, bronze and fresco, the bakers' oven filled with bread, as it was being prepared for sale to the hungry populace, and the weighing instruments taken from this tomb of ages.

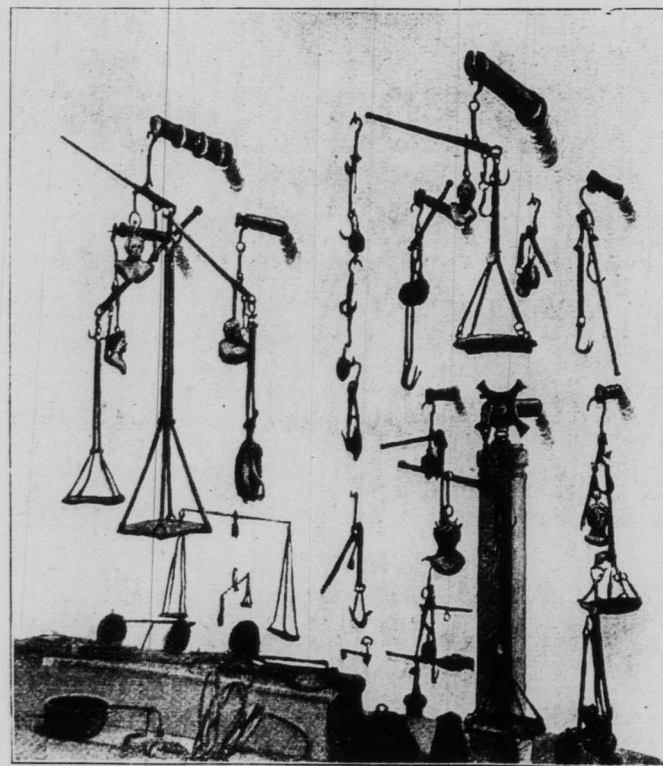
The accompanying illustrations are made from actual photographic reproductions of pictures of some of these most remarkable finds, and reveal the almost incredible fact that the Spirit of Invention seemed buried with Pompeii; for not until the dawning of the century just ushered into history were there any improvements in the crude weighing devices that have come down to us through the ages. It is indeed interesting to look upon these scales, buried as they were so long from human sight. It remained for the last decade of the 19th century to develop the first and only radical deviation from the patterns of these old heirlooms. The Computing Scale Company, the pioneer manufacturers of computing scales, gave the public the first and basic improvements of money-weight or computing scales, and proudly claim the honor of inventing and marketing the first complete departure from Pompeian relics. Not unlike the buried treasures of

under the elements of a Vesuvius—a Vesuvius of waste, error and down weight. Will you continue to cling to these old Pompeian scales which still infest the market, and leave a legacy to posterity in a fortune saved by the Money-Weight System?

PROSPECTS OF THE TEA TRADE.

STATISTICS of the tea trade for the year ending May 31, 1902, are now at hand and an examination of them discloses some interesting facts. The over-supply and consequent lowering of value which confronted the trade a year ago have, more or less, disappeared. At that time the crops in India and Ceylon were heavy and inferior, and China was increasing her exportation. Now, British grown teas show a decrease of 18,000,000 lb., and the Chinese export has been reduced by 21,000,000 lb. With the lowering of supply there has been a consequent increase in value, and the prospects of the trade are everywhere brighter. Two other causes are tending to liven the trade as well. One is the increased demand for tea on all sides and the other is the advance in popular favor which British-grown tea is meeting with wherever it once fairly gains a footing.

In the report of Messrs. W. J. & H. Thompson attention is directed to some



Relics of the Pompeian Disaster.

Pompeii are the sunken treasures of merchants who have clung to the old methods of weighing. Thousands upon thousands of dollars to day lie buried

remedies which have been successfully applied to improve the condition of the trade. The first of these was to raise the standard of the tea by growing

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**Confidence
Begets
Confidence**

THE GROCER WHO BUYS HIS PACKAGE TEA AS HE DOES THE REST OF HIS STOCK—VALUE FOR VALUE—HAS IN

“KOLONA” PURE CEYLON TEA

AN ASSET FULLY WORTH THE SELLING PRICE ON EACH PACKAGE. HE TRANSMITS HIS CONFIDENCE TO THE CONSUMER, HIS TEA TRADE IS THUS WON AND HELD IRRESPECTIVE OF EXTENDED PUBLICITY DESIGNED TO FORCE SALES.

SIX GRADES, BLACK or MIXED, RETAILING AT 25c., 30c., 40c., 50c., 60c., 80c.

THE **EBY, BLAIN CO.,** LIMITED
WHOLESALE GROCERS AND
TEA IMPORTERS AND BLENDERS, **TORONTO.**

smaller and better crops. Nature assisted this movement by checking the growth of leaf, and the growers took more care in plucking. As a result the crops last year have contained less common tea. In the second place, efforts were made to widen the market, especially among the native consumers in India. This increased demand coupled with a smaller and better supply naturally produced a favorable reaction in prices.

But so far the planter has not received a sufficient price for his product, and the Messrs. Thompson urge more concerted action on the part of the producers. They claim that the demand for tea cannot be appreciably destroyed by the slight increase in price which would place the planter on a more secure footing. Granted this, there should be some combination among producers to keep the supply within bounds and not flood the market. The sole result of the latter action is to hand the control into the grasp of the larger capitalists.

Another remedy suggested by the Messrs. Thompson is a reduction of duties. These duties are not paid entirely by the consumer, as some would believe, but every grower has to contribute a portion. The ten-cent war tax in the United States demonstrates this, for the foreign shippers lost as much by it as would amount to a very fair portion of the tax. The abolition of this United States tax next year should act as a stimulus to the trade. Australia has now free markets, and in Germany there will probably be a reduction of duty. If the British duty, which imposes an impost of nearly six million pounds on a value of £7,500,000, could be reduced, all these removals of barriers should give an impetus to the tea trade.

The questions of supply and value are of themselves important and difficult to understand. A short supply means higher prices for common followed by lower rates for fine tea, and the approximation in value of the different qualities will

be accentuated if the crops be shortened only at the end where cheap teas are made, although the average value of the whole would be raised. To secure the most profitable results a combination of growers, acting in the common interest, could alone suffer. But at present there is little prospect of any such combination of interests.

Under the circumstances the Messrs. Thompson offer suggestions. The prospects being that more low-priced tea will be made and that its value will recede, then those who contemplate making heavy crops should watch what is being done in their district and keep their eye on London quotations. Those who make a large crop of medium quality should concentrate attention on its improvement, and those growing the finest varieties should maintain the highest possible standard of quality.

CORRECT BOTH TIMES.

A young fellow who was looking for a clerkship was recently recommended to a Kalamazoo merchant by a Vicksburg gentleman. When the two friends met some time thereafter the Vicksburg gentleman ventured to hope that his recommendation had been productive of good results.

“On the contrary,” replied the merchant.

“You astonish me,” said his friend.

“I thought he would suit you exactly; he was so full of go.”

“And so he was. He has gone off with \$1,000 of my money.”

“Is it possible? And I thought he was the very man you were looking for.”

“You are right there. He is the very man I am looking for.”

A car of Californian prunes arrived this week for H. P. Eckardt & Co.

T. Kinnear & Co. are offering 3-crown Californian raisins a little below the market price.

HAMILTON GROCERS' PICNIC.

The Hamilton Retail Grocer's Association will hold their annual picnic and excursion to Queen Victoria Park, Niagara Falls, on July 16. Preparations are being made to make the event an enjoyable one.

PERSONAL MENTION.

Mr. Henri Jonas, with his wife and daughter, left Montreal on Tuesday, June 24, for New York, where he will take the North German Lloyd steamer, Frederic der Grosse, on his annual trip to Europe.

TORONTO CLERKS' PICNIC.

The Toronto Retail Grocery Clerks' Association will hold their annual picnic and games on Dominion Day at Niagara-on-the-Lake. They will cross over to Niagara on the 9 o'clock boat of the Niagara Navigation Co. and at 11 o'clock on their arrival will participate in a football game. The rest of the day will be taken up in boys', men's and girls' races, jumping, throwing the baseball and a tug-of-war. Substantial prizes in groceries, etc., will be awarded the winners.

EARLY CLOSING IN OTTAWA.

The clerks of Ottawa are commencing an agitation for all stores to close at 9 o'clock on Saturday night the year around excepting for the space between December 20 and 31. Petitions will be drawn up and circulated by an energetic committee of the Commercial Union, and the clerks have strong hopes that all lines of business, great and small, will close for the week at 9 o'clock Saturday night. Several of the larger concerns already close at 10 p.m.

In their endeavor to secure the cooperation of the public in the carrying out of their scheme the clerks have appointed a committee that has conferred with representatives of the different religious bodies and fully discussed the question.

Tied Down?

Are you in a rut? Are you "tied down" by prejudice, or falling behind in the race for business? Are the chains of habit binding you tightly? You can break away if you *will* and throw off the chains—if you are in the rut of low prices let "quality" be your watchword from now on.

Windsor Salt is the Salt of highest quality. It is pure, white, dry, crystalline. It is as perfect as Salt can be, and that is saying much in these days when perfection is claimed for so many staple articles of trade. If you are "tied down" let Windsor Salt be one of the levers to help you break away from old-fashioned prejudice.

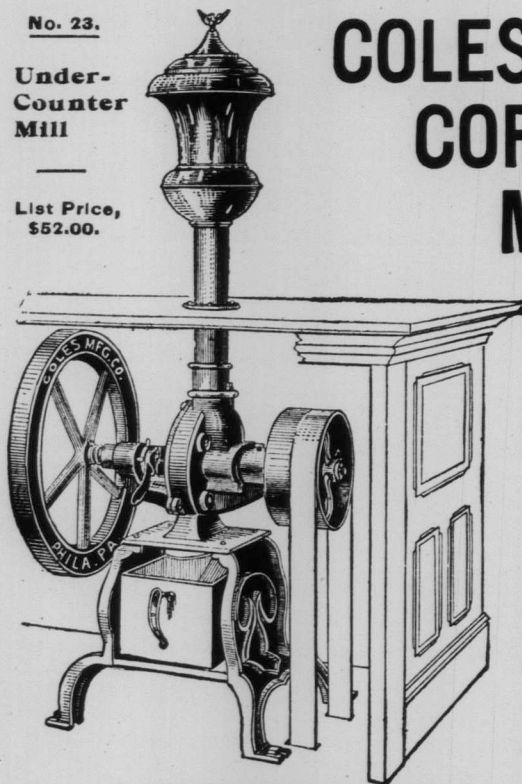
Windsor Salt

THE CANADIAN SALT CO., Limited, Windsor, Ont.

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

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

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

A GREAT
LABOR-SAVER.

Our Grinders
wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA,
PENN'A.

LEMONS

WE ARE OFFERING FOR SALE NOW

5,000 Boxes

Of the best selections from Spring importations,
Via Montreal. Will be pleased to quote any quantity.

Consignments of fruit
given careful attention.

McWilliam & Everist,
TORONTO.

L. D. Phone 645 Main.
Fruit Market 3394 Main.

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THE CANADIAN GROCER

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

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

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TORONTO	10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG.	109 Fleet Street, E.C.
MANCHESTER, ENG.	W. H. Miln. 18 St. Ann Street.
WINNIPEG	H. S. Ashburner. Western Canada Block.
VANCOUVER, B.C.	J. J. Roberts. Flack Block.
ST. JOHN, N.B.	J. A. Macdonald. No. 3 Market Wharf.
NEW YORK	J. Hunter White. Room 443 New York Life Bldg.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere 12s.

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

QUEBEC'S PROPOSED TRAVELLERS' TAX.

QUITE a little interest has been excited in commercial circles in Canada by the proposal of the city of Quebec to impose a tax of \$300 per annum on commercial travellers entering that city.

Some years ago Quebec imposed a tax of \$60 per annum. This tax, moderate as it was compared with that which it is now proposed to establish, was eventually knocked out through the influence of the Dominion Commercial Travellers' Association, which, in 1887, succeeded in getting through the Provincial Legislature an Act prohibiting cities within the Province passing any law imposing a tax on commercial travellers. To our knowledge this Act was never repealed. Nor has there been any legislation which would apparently permit the city of Quebec passing the law which it now proposes to do.

But whether that city has power to pass such a law or not, it is surprising that an attempt should be made to reintroduce a system which, in all modern and progressive commercial centres, is looked upon as a relic of trade mediævalism.

The tax which Quebec proposes, if it ever comes into existence, will be practically

prohibitive. At any rate only a few firms will consent to pay it. Those who do pay it will, of course, add the tax to the cost of the goods which its traveller sells to the merchants in the city. In other words, Quebec itself will have to pay for the results of the restrictive legislation. Besides this, a great deal of injury will be done to Quebec. Commercial travellers are only human, and they certainly will not have any kindly feelings towards a city that would inaugurate such a crude piece of legislation. The great army of commercial travellers can do a city a great deal of harm, as well as a great deal of good, and it should be the policy of every city to rather court their favor than their disapprobation.

It is to be hoped that Quebec will not attempt to carry out this proposal.

CANADA'S TRADE WITH FRANCE.

LA CHAMBRE DE COMMERCE, of Montreal, has started a movement having for its object the enlarging of our trade with France.

It will be remembered that in 1894 Canada successfully negotiated a commercial treaty with France. This treaty was somewhat limited in its extent, but at the same time it has been beneficial to the commercial relations of the two countries.

During the last five years our export trade with France has increased about 129 per cent. and our imports from that country about 115 per cent.

The last figures we have are for the fiscal year ending June 30, 1901, and these show that our trade with France, both in regard to exports and imports, was the largest on record. Our imports from France were valued at \$5,398,021, and our exports to that country \$1,581,331, a total trade of \$6,998,352.

Our chief exports to France are breadstuffs, canned lobster, agricultural implements, wood and manufactures thereof. The exports in food products in 1897-1901 were briefly as follows:

	1897.	1901.
Breadstuffs.....	\$ 28,141	\$272,832
Canned lobster.....	292,929	608,343
Spirits and Wines.....	1,210	5,300

While in France Sir Wilfrid Laurier is to interest himself in the matter and it is to be hoped that the trade between Canada and the French Republic will in the years to

come develop still more rapidly than it has during the past few years.

To France as well as to Great Britain the Dominion is attached by ties of consanguinity.

DELAY IN SHIPPING FRUIT.

A NUMBER of complaints are coming in from retailers regarding the shipment of fruit orders. The charge is made that orders are held at warehouse for two or three days.

This must be due to lack of supply, as no firm would scarcely be so careless as to be neglectful of this most important condition of the fruit business, which in order to be successfully managed depends on the frequent and steady supply.

At the same time it is most annoying to the retailer and to his customers.

There are times when it is absolutely impossible to get the goods; and when this occurs it is only simple justice on the part of the fruit dealers to notify the retailer so he may not disappoint his customers, or take orders depending on his order to be shipped. Consideration must be shown by all interested in this business, for these are conditions of the business that it is absolutely impossible for any person to guard against.

There is a "hot time" for the retailer when he has promised some crates of strawberries for a church festival or picnic and has placed his order in good faith with a fruit firm and delivery is not made on time and he is in consequence not able to fill his orders.

ADVANCES IN WASHBOARDS AND CLOTHESPINS.

The Canadian manufacturers of woodenware have advanced the prices of washboards and clothespins. In the former, the appreciation is 10c. per dozen, and the latter 2c. per case all around.

The makers claim that this change has been warranted by the higher prices prevailing for raw material and labor, and that it only covers the additional cost of production. There has also been an excessive demand for these this year, in common with the activity displayed in other lines of trade, and probably this has had something to do with the advance.

For further information we refer our readers to the price lists published elsewhere in this issue.

HOLIDAYS FOR THE COMMERCIAL TRAVELLERS.

AS our readers are well aware, for some three or four years the travellers of most of the wholesale houses, spice manufacturers and other trades allied to the grocery business in Ontario, have had a uniform holiday in August extending over a period of two weeks. Steps are now being taken to carry out this holiday from August 4 to 16 next, and quite a number of houses have already signified their intention to agree to the arrangement.

Those who have up to the time of going to press signed this agreement are as follows:

- Hamilton—
 Balfour & Co.
 W. H. Gillard & Co.
 Lucas, Steele & Bristol.
 John Stuart & Co.
 James Turner & Co.
 Macpherson, Glasco & Co.
 Lumsden Bros.
 Balfour, Stewart & McLaren.
 Duncan Bros.
 Walter Woods & Co.
 The Harvey, Norman Spice Co., Limited.
 The Imperial Vinegar and Pickling Co.
 Dominion Vinegar Works Co.
- London—
 T. B. Escott & Co.
 Elliott, Marr & Co.
 Lind, Kerrigan & Co.
 John Garvey.
 M. Masuret & Co.
 Edward Adams & Co.
 A. M. Smith & Co.
- Toronto—
 The Eby, Blain Co., Limited.
 The Davidson & Hay, Limited.
 John Sloan & Co.
 F. W. Humphrey.
 Perkins, Ince & Co.
 Thos. Kinnear & Co.
 Warren Bros. & Co.
 James Lumbers.
 H. P. Eckardt & Co.
 Pure Gold Manufacturing Co., Limited.
- Sarnia—
 T. Kenny & Co.
- Brantford—
 George Foster & Sons.
- St. Catharines—
 E. D. Voisard.
- Collingwood—
 The T. Long & Bro. Co., Limited.
 Telfer Bros.
- Berlin—
 Randall & Roos.
- Windsor—
 J. S. Smythe & Co.

The agreement, which covers all the towns and cities in the territory of Western Ontario, west and north of Toronto, on the Northern Division of the Grand Trunk Railway, up to North Bay, but does not include the North Shore Georgian Bay territory, the Soo territory or points on the C.P.R. west of North Bay reads as follows:

We, the undersigned wholesale grocers and manufacturers of Western Ontario, appreciating the arduous work done by our travellers and salesmen throughout the year and being desirous of making the summer vacation a uniformly pleasant one, hereby agree with each other as follows:

That we will withdraw all travellers from the road from Monday, August 4, until Saturday,

August 16, both days inclusive, a period of two weeks, and also agree with each other that we will not during that time send out substitutes to take the places of the travellers withdrawn.

That in the event of any travellers not wishing to take holidays during the above-mentioned period, we agree to withdraw them from the territory included in the agreement for the period mentioned.

This agreement is made to enable wholesalers and manufacturers so signing to give their travellers holidays simultaneously and to avoid the necessity of sending out relieving men to keep the ground covered.

It is to be hoped that those who have not yet signified their intention of giving their travellers two weeks' holidays during the period fixed will at once do so. The travellers are certainly entitled to the holiday, and by making it uniform it is not only better for the travellers themselves, but it will be better for business generally.

In these days, with the telephone, telegraph and rapid transit of various kinds, the country merchants will be able to keep their stocks well assorted, notwithstanding the absence for a brief period of the commercial traveller, important and all as he is as a factor in the commercial affairs of the country.

Those who are devoting time and attention to the securing of the uniform holiday are certainly entitled to a great deal of credit, and it is to be hoped that their efforts will be even more successful than they were last year.

SEEKING RECIPROCAL TRADE WITH CANADA.

MINNEAPOLIS is endeavoring to create interest sufficient to secure the calling of a convention for discussing the question of closer trade relations with Canada. Some of the boards of trade in this country have received notifications to that effect, and asking for their cooperation.

For some time Minneapolis has been quite a centre in the movement for closer trade relations with Canada. In this, the western city is only following in the footsteps of Boston, Portland, New York, Chicago and other cities in the United States.

So far, however, the movement has excited little, if any, interest in Canada. We have not forgotten the time when this country importuned the United States again and again for commercial treaties, which would modify the restrictions which were placed upon Canadian products entering

that country. The rebuffs which we on several occasions received, together with the McKinley and Dingley tariffs, finally deterred us from continuing a policy which brought us humiliation but no remedy.

The result has been in many ways to our own advantage, for, while our exports to the United States have been practically at a standstill for a number of years, our export trade with Great Britain and other countries has increased enormously, until to-day we are practically as little concerned about closer trade relations with the United States as we were some 10 or 15 years ago concerned in securing them.

As a matter of fact, we are quite passive in regard to the question of reciprocity with our neighbors to the south. No doubt, if a fair measure of reciprocity was offered us, interest would be awakened, and the matter might again come within the province of practical politics. At present, however, there is no indication of the development of any such interest, and if our cousins in the neighboring Republic are at all disposed to make us a reasonable offer, the sooner the better as far as their own interests are concerned. This country is developing at such a rapid rate that we are becoming more and more independent of the United States in matters of trade, and naturally the more independent we become the more exacting are we likely to be.

At present our tariff is on an average one-half as high as that which is in force in the United States, and there is more disposition on the part of the people of this country to raise it than to lower it on merchandise that would affect the United States.

A convention of business men representing the two countries is to be commended. It would at least result in an exchange of views that would be helpful rather than otherwise. But we have no faith that it would produce practical results in the way of reciprocal trade. We have not yet forgotten the opinions that were expressed at the convention of the manufacturers in Philadelphia held to consider the question of reciprocity. The manufacturers talked of reciprocity; but the resolutions they adopted showed that they wanted to take but not to give. And we have not yet seen any evidence of a change of heart.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

CANNED SALMON IN ENGLAND.

THE market for salmon is very firm, especially for finest quality Fraser talls, which are slightly dearer for the week. These goods are in very limited supply, and in some instances a higher price has been paid than for 1-lb. flats. Owing to the enhanced prices that were obtainable last season for flat tins, the packers were induced to can a larger quantity in this particular size than usual, but on account of the large pack, and the fish running quickly, they were unable to exercise the usual care when packing, with the result that the market is overdone with unreliable goods for which there is only a small demand, and it is most difficult to find parcels suitable for the highest class trade.—Produce Markets' Review, June 7.

THE BRITISH TRADE IN CURRANTS.

The continued forcing for sale of Provincial currants has produced the inevitable effect of defeating its own object, and causing a great hindrance to business. Were it not that the actual consumption of currants of all descriptions goes on steadily, uninfluenced by moderate change of price, this state of affairs might be viewed with apprehension. As it is, however, the only class of traders who suffer from the policy at present adopted are the holders themselves, and grocers, as their present stocks are exhausted, will find a favorable market open to them. The explanation of the anxiety of holders to realize can only be found in the supposition, which is borne out by latest reports, that the growing crop is going on in all favorable respects. Still, it must be remembered that the great destruction, which only two years ago reduced a crop which promised to be of large dimensions to those of the smallest on record during half a century, was only just commencing at the corresponding period of 1900, and that what has once happened may again easily occur. Prices of all currants are now so reasonable, and universal stocks so moderate, that a little more than ordinary boldness may not unreasonably be exercised in replenishing holdings.—Produce Merchants' Review, June 7.

U. S. SARDINE PACK LIGHT.

Referring to the situation on 1902 pack sardines in the United States, a prominent interest writes from Lubec, Maine, as follows: "I had a long talk with several of the Lubec packers, who attended a convention at Portland, Maine, and they said that where there were 120,000 cases of sardines packed up to this time last year, there is not over 10,000 cases this year. Only one

factory is running in Eastport and one in Lubec. It seems that The Sea Coast Packing Company has enjoined the independent factories in Lubec from doing any sardine business. Their case is to be heard next Wednesday and it is looked forward to with great interest. Of course, if these independent factories agreed when they sold out not to pack they should not, and it will have its effect on the market. They also said that it has leaked out that The Sea Coast Packing Company did not intend to do much this year, as they have 150,000 cases of last year's goods on hand, and that the powers behind the throne are not satisfied with the management of the past year at Eastport. They have discharged a great many men they would certainly need if they were to do much business. Their great hope is to make the patent can which they are working on now go, but the best information I can get is that the cement would not hold the oil; it might be all right on mustards.

"We are not getting any fish. There are some fish we could get by running a good many miles for, but they would come in rather poor shape and it would cost us all we would make out of them. There seems to be a good many fish near us in the deep water where they cannot be caught, and the dogfish have struck in, which we have always thought was a good sign."

PRUNES IN CALIFORNIA.

Referring to prunes, San Francisco mail advices say: "Prunes are still in evidence, but there is nearer a clean-up here and market is in better shape than in the east. There are some on the local market offering down to 2½c. which is about the cheapest prune here, while in Chicago 1900 stock is quoted down to 1½c."

CALIFORNIAN DRIED FRUITS.

Coast advices, referring to dried apricots, say: "The lateness of the season and shortage of help may hurt the sellers of futures for July delivery. In the f.o.b. circles it appears that the growers are asking 6½ to 7c. per lb. for choice apricots in the sweatbox, and the Eastern dealers want to buy at 5½ to 6c. loaded on the cars. A few peaches could be purchased for August shipment at 5½c. f.o.b. choice American bleached grade."

TEAS IN NEW YORK.

The only new feature was the receipt of advices from the East saying that the Wenchow country green teas had opened. The quality was reported about as usual.

The local market was reported as holding fairly firm. There was some inquiry in a large way, but no business of consequence resulted, sellers being disposed to hold for the advance in prices recently established, which buyers were not ready to pay. The business was moderately active. There continues steady buying by the grocery jobbing trade of teas in bond for delivery after January 1, 1903, when the present import duty on tea of 10c. per lb. is removed.—New York Journal of Commerce.

RETAIL MERCHANTS TO ASSEMBLE.

There will be a big convention of retail merchants from all over the Province at Toronto on September 9 and 10. This meeting will be held under the auspices of the Retail Merchants' Association of Canada, and over 500 delegates are expected to attend.

The various sections of that organization will meet during the two days at various places, and a general meeting will be held on the evening of the first day, which will be followed by a banquet on the second night.

A MODEL OF BEAUTY.

The new premises of Robert Mann, confectioner, Orangeville, Ont., are a model of beauty and convenience. Large plate-glass windows arranged for displaying goods are in front and the walls and ceiling of the interior are decorated in handsome colorings. The walls and shelving harmonize well with their surroundings. The floor is of hardwood and there are two parlors, one for ice cream and the other for lunch at the back, the floors of which are covered with linoleum. On the walls, at intervals, are large mirrors. There have been installed two soda water fountains of brown marble and the whole place is lighted by electricity. In the rear is a manufacturing apparatus for making candies and confections.

CATALOGUES, BOOKLETS, ETC.

A STRIKING HANGER.

An exceptionally striking hanger has been issued advertising Ogilvie's flour, which will make a handsome decoration for the store of any dealer who secures one. The design has been artistically executed in several colors, and the lithographing and presswork is perfect.

Something new in a breakfast food. Ask T. Kinnear & Co. for "Breakfast Cream."

It is the jolting of the wagon on the road to the city that shakes the big berry to the top of the box.—Hamilton Spectator.

"He Laughs Best Who Laughs Last"

Our Japan friends in their advertisement last week said :

" We laugh in our sleeves when we see our competitors claiming that their teas are displacing Japans."

Well, if they are laughing they must be " Mark Tapleys " for most people would feel discouraged under the circumstances. Look at the falling off in the consumption of Japan teas in Canada during the past three years :

DURING 1899	IMPORTS OF JAPAN TEA	AMOUNTED TO	11,667,757	LBS.
" 1900	"	"	9,262,032	"
" 1901	"	"	7,528,309	"

A FALLING-OFF OF ABOUT 5,000,000 LBS. IN THREE YEARS.

These figures are obtained directly from the Statistical Department of the Dominion Government and speak for themselves.

We venture to prophesy that the imports of Japan Tea into Canada will not amount to 5,000,000 lbs. this year.

In the meantime the sale of "**SALADA**" Ceylon Green Tea keeps on increasing enormously.

Toronto.	Montreal.	Boston.	Buffalo.	Philadelphia.	Detroit.	Toledo.
		Cleveland.	Pittsburgh.	Newfoundland.	New York.	

A POPULAR ARTICLE

CELLULOID STARCH

Don't let your stock get low in hot weather.

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD.
CANADIAN PRODUCERS.

The Canada Biscuit Co., LIMITED,
King and Bathurst Sts., Toronto.

Manufacturers of High-Grade

BISCUITS, CONFECTIONERY, JAMS and JELLIES.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, June 26, 1902.

GROCERIES.

THIS week business continues steady with few new features to report. The cold weather has had some effect in retarding trade, especially in sugars, which are weak and unchanged in price with very little demand. Tomatoes are still advancing both here and in the United States. This week the appreciation was from 10 to 20c., and the supplies in the hands of the local wholesale houses seem to be small. Valencia raisins are quite firm and selected have advanced about $\frac{1}{2}$ c. It is claimed that no layers are at present on the market. Teas and coffees are without any marked feature, except that the demand for young hyson tea, noted last week, has had the effect of strengthening the prices of Japans on the local market. Rice, tapioca, syrups, molasses and spices are reported unchanged, and trade in them is quiet. Dried fruits generally are in fair demand, with an easier feeling in the currant market owing to favorable reports from Greece.

CANNED GOODS.

There has been an active demand in nearly all lines of canned goods during the week. Tomatoes continue to be a big feature in this market, as they are still going higher and the market is exceptionally bare of stock. One of the best-informed men in the business says that they will reach \$1.25 before the new crop comes on the market. Prices are now firm at \$1.10 to \$1.20. In consequence of this appreciation in tomatoes there is a firmer feeling in corn and peas. Better grades of the latter have been put up $2\frac{1}{2}$ to 5c., and the prices are still low at the advance. Peas are getting scarce and are good buying owing to the lateness of the pack coming in by reason of the cold weather. The local quotations this week are \$1.10 upwards for tomatoes, 80c. upwards for peas, and 65c. for corn. The business in canned fruits continues active without any special change in prices. The same is true of canned salmon, the sales of which for future delivery continue large. Canned meats, although not quite as active as they were a week ago, are still meeting with a fair demand. Quotations are: Fraser River sockeye, \$1.42 $\frac{1}{2}$ for five-case lots and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30;

cohoes, \$1.05 to \$1.15, according to quality, and canned haddies, \$1 to \$1.10.

COFFEES.

The local markets are still quiet and without feature. Reports from the outside markets show a light demand for actual coffee and an unsettled undertone. European markets experienced a slight decline, but the Brazilian markets were steady. Our quotations, which remain unchanged, are as follows: Green Rio, No. 7, 7 $\frac{1}{2}$ c.; No. 6, 8c.; No. 5, 8 $\frac{1}{2}$ c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

There has been little doing in nuts locally during the week. The outside markets are fairly active and prices are firmly maintained for all grades.

RICE AND TAPIOCA.

Trade in rice still continues to be very fair. Tapioca is steady and unchanged in both the local and outside markets. The outside rice market is showing a better undertone, and prices are well held with limited offerings due to very moderate stocks in first hands. The growing

See pages 35 and 36 for
Toronto, Montreal, St. John
and Halifax prices current.

crop in the South continues to progress poorly, being in need of a good soaking rain.

SYRUPS AND MOLASSES.

The quietness in this line in the local market still prevails and prices are unchanged. The grocery grades of New Orleans molasses in the outside markets continues quiet with light offerings, and considerable firmness is shown in the better grades thereof. Our quotations are now as follows: Corn syrup, 3 $\frac{1}{2}$ to 3 $\frac{3}{4}$ c. in barrels and kegs; sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for open-kettle.

SPICES.

There are no particular features to be noted in the local spice market. Pepper continues firm on the outside markets, and other lines remain quiet.

SUGAR.

Inactivity prevails this week in the local sugar market. The cold weather has had the effect of retarding the ripening of the smaller fruits, making the demand for sugar quieter than anyone ex-

pected. A pessimistic feeling is prevalent among a number of holders who express an opinion that another decline is not improbable. Beet sugar on the London, Eng., market is reported to be weak with a slight decline, while cane was inactive. In the United States a decline of 5 points was made in refined sugar, but this did not result in any change on the local market, the basis here being still lower than there. Not much business in refined is at present being done in the Republic, the country now being well supplied, but refiners are still several days behind in their shipments. The market for raws there is governed just now by the amount of receipts that for the week have increased some 9,000 tons, the increase being from Cuba. That island supplied 17,000 tons of the total 25,430 tons that arrived. The meltings were 23,000 tons and the total stock in the four United States ports amounted to 119,590 tons. Last week the total stock was 127,160 tons, and last year, 269,133 tons. The market has not yet strengthened, but the current quotations have been fairly well maintained. The sugars arriving and offered for sale were in small quantities that have easily been taken up by the refiners. The visible production of the Cuba crop is 748,500 tons and reports from Demerara say that the canes there are making satisfactory progress and several estates are making yellow sugar for the English market.

TEAS.

The local tea markets are quiet with a good demand for young hyson that has had the effect of stiffening the prices of Japans. No new developments have been reported from the East, the China and Japan markets holding firm. The London, Eng., markets are experiencing a continued good business in good and attractive Indian teas, with an easier inquiry for common grades. The demand there for better-class Ceylon teas has become more pronounced and really good teas were considerably higher, but medium grades were without alteration, and common showed a fractional decline. All useful Java teas sold fairly well, and common grades had a tendency towards rather easier rates. Advices from India and Ceylon are to the effect that a heavy crop of tea there this season is quite probable.

FOREIGN DRIED FRUITS.

CURRENTS.—Trade continues about the same as it was last week. A cable

despatch recently to hand from Schiabas, Patras, Greece, reports the currant crop there as progressing favorably and promising to yield abundantly. This has occasioned a quiet and easy feeling therein on the outside markets and the prices here are steady. We quote: Filiatras, 5 $\frac{1}{2}$ to 6c.; Patras, 6 $\frac{1}{4}$ to 7c.

VALENCIA RAISINS.—The demand continues good and the stocks on hand are very small, with layers about cleaned out. The advances are about $\frac{1}{2}$ c. We quote selects at 8c. up.

DATES.—There is a moderate activity in the date market locally. The outside markets are steady. We quote: Dates, in bulk, 1 $\frac{1}{2}$ c. and 6 $\frac{1}{4}$ to 6 $\frac{1}{2}$ c. in packages.

PRUNES.—The market here is not very active and the outside markets are in about the same condition, there being occasional business with a tendency in buying quarters to hold off pending crop developments. Quotations are: 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 $\frac{1}{2}$ 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 business locally shows few transactions and the prices are unchanged. The outside markets are steady. Quotations are as follows: 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 cold weather during the week has delayed the ripening of strawberries and other small fruits and consequently lessened the receipts thereof at the local market. There has been a good demand for strawberries at 5 to 8c. per quart, and some fancy stock brought as high as 10c. Cherries sold at 75c. to \$1.25 per large basket; tomatoes, \$1.25 per 20-lb. crate; canteloupes or muskmelons, \$5 per case; watermelons, 40 to 45c. each; cucumbers, \$2.25 to \$2.50 per crate; cabbage \$2 to \$2.50 per crate; beans, \$1.50 per basket; pineapples, \$3.50 per crate. Trade in oranges and lemons is fair. Our quotations are as follows: Oranges—Mediterranean sweets, \$4 per box; Sorrentos, \$4 per box; Californian late Valencias, \$5.25 to \$5.50, and Messina lemons \$2 to \$3 per box.

VEGETABLES.

During the week a large quantity of green stuff has been brought on the market, and trade is beginning to pick up with the advancement of the season. Quotations follow: Green onions, 8 to 15c. per doz.; rhubarb, 15 to 20c. per doz.; lettuce, 15 to 25c. per doz.; radishes, 20 to 30c.; mint and parsley, 20 to 25c.; turnips, 40c. per doz.; cauliflower, 50c. to \$1 per doz.; cabbage, 60c. to \$1; carrots, 30c. per doz.; beets, 40 to 50c. per doz.; peas, 40c. per peck; new potatoes, \$2 to \$2.15 per bag; old potatoes, \$1.10 per bag; spinach, 50c. per bush.; dry onions, \$3.50 per sack.

COUNTRY PRODUCE.

EGGS.—The market continues steady and unchanged; 14 $\frac{1}{2}$ c. is paid for fresh stock,

which is sold out again at 15 to 16c. A few picklers are through pickling operations for the season.

BEANS.—Trade in this line is very slack and the prices remain unchanged at \$1.30 per bush. for choice hand-picked.

HONEY.—Business is dull. We quote as follows: 9 $\frac{1}{2}$ to 10c. for 60-lb. tins and 10 to 11c. for less quantities; combs, \$2 to \$3 per doz.; dark honey, 5 to 5 $\frac{1}{2}$ c. per lb.

DRIED AND EVAPORATED APPLES.—There is very little trade being done in this line and prices are steady at 5 to 6c. per lb.

HAY.—There have been during the week large arrivals of hay and the prices are steady at \$10 to \$10.25 per ton for good quality.

POTATOES.—These have advanced to 80c. per bag for carlots on track in Toronto, and the receipts are small at that price.

BUTTER AND CHEESE.

BUTTER.—The amount of dairy butter coming forward is fair and the demand therefor good. This dairy butter being of extra good quality is much supplanting the creamery-made, stocks of which are having a tendency to accumulate. Advices from the English markets make exporters of creamery butter here confident that an advance in the best grades of that product will take place before long. We quote as follows: Choice 1-lb. prints, 15 to 16c.; large rolls, 15c.; tubs, best quality, 15 to 15 $\frac{1}{2}$ c.; large rolls, medium grade, 12 to 14c., and tubs, medium grade, 12 to 14c. per lb. Creamery prints are worth 19 to 20c., and creamery solids, 19c. per lb.

CHEESE.—Trade locally in cheese has been fair. The inquiry from Great Britain has not been quite so brisk lately, but there are no indications that it will diminish to any great extent. The prices at the factories are steady at 9 $\frac{1}{4}$ to 9 13-16c. per lb., and no future depreciation in value is looked for. Local quotations are 10 to 10 $\frac{1}{2}$ c.

FISH.

The market for fish continues brisk, with few new features beyond that whitefish are more plentiful, the arrival of a few shipments relieving the scarcity thereof. The stocks of other lines of fish on hand are light. Our quotations are as follows: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 6 $\frac{1}{2}$ c.; pike, 4c.; British Columbian salmon, 20c.; whitefish, 7 $\frac{1}{2}$ to 8c.; blue fish, 9c. per lb.; mackerel, 12 to 15c.; rock bass, 4c.; eastern salmon, 25 to 30c.; speckled trout, 25c.; halibut, 15c.; Niagara whitefish, 9c. per lb.

GRAIN, FLOUR AND BREAKFAST FOODS.

Rainy weather in the grain-growing districts of the United States and Canada

together with a small visible supply of wheat have affected the market so that Manitoba No. 1 hard wheat has advanced 1c., and No's 1 and 2 Northern 2c. per bushel each. This year the world's visible supply of wheat is only 21,000,000 bushels, as compared with 33,000,000 bushels in 1901, and 45,000,000 bushels in 1900. The quotations this week are 85c. for Manitoba No. 1 hard wheat; 83c. for No. 1 and 82c. for No. 2 Northern. On the St. Lawrence market oats sold at 48 $\frac{1}{2}$ to 50c.; goose wheat 69 $\frac{1}{2}$ c.; white Ontario wheat, 78 to 80c., and red 78c.

FLOUR.—The demand for flour has improved during the week and the market is strong and active. We quote: Ontario patents, in bags, \$3.60 to \$3.75; Hungarian patents, \$4 to \$4.15; Manitoba bakers', \$3.70 to \$3.85; straight roller, \$3.30 to \$3.40 per bbl. in Toronto.

BREAKFAST FOODS.—Business in this line is fair and the market continues steady and unchanged. We quote as follows: Oatmeal, standard and granulated, in carlots on track here, \$5.20; standard rolled oats in carlots on track here, \$4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, \$2.40 in 100-lb. bbl.; cornmeal, \$3.60; split peas, \$4.75; pot barley, \$4.25, in 196-lb. bbls.

HIDES, SKINS AND WOOL.

HIDES.—The market continues quiet and unchanged. We quote as follows: No. 1 green, 7 $\frac{1}{2}$ c.; No. 2 green, 6 $\frac{1}{2}$ c.; No. 1 green, steers, 8 $\frac{1}{2}$ c.; No. 2 green, steers, 7 $\frac{1}{2}$ c.; cured, 8 to 8 $\frac{1}{4}$ c.

SKINS.—The weakness in the calfskin market is still felt, but the prices are unchanged. We quote: No. 1 calfskins, 10c.; and No. 2, 8c.; deacons (dairies), 60 to 70c. each; sheepskins, 80c. to \$1; shearlings, 20c.

WOOL.—The market remains very unsatisfactory and the demand for this line is slow. We quote: Fleece wool at 13c. and unwashed 7c. per lb.

TALLOW.—The market continues bare of supplies, and the prices are firm at 6 $\frac{1}{4}$ to 6 $\frac{1}{2}$ c. per lb.

MARKET NOTES.

Dressed hogs have declined 25c. per 100 lb.

Canned tomatoes have advanced 10 to 15c.

Valencia raisins have appreciated $\frac{1}{2}$ c. per lb.

Potatoes have advanced 10c. per bag in carlots on track in Toronto.

The market for Manitoba and Northern wheats is firmer and shows advances of 1c. for the former and 2c. for the latter per bushel.

TORONTO COLD STORAGE

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

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

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

BUTTER

We want tubs and pails choice dairy.
Ship to us for quick results.

EGGS—Our market is good. Consign to us
and get ahead of the F.O.B. seller.

SMITH & CARMICHAEL

70 COLBORNE ST., TORONTO.

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

The Wm. Ryan Co.,

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

EGGS—BUTTER

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

Rutherford, Marshall & Co.

Wholesale Produce Merchants.
68 Front Street East, Toronto.

The
DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets, TORONTO

CLEMES BROS.

Wholesale
Fruit and Commission Merchants.

Special attention given Mail and
Telephone orders.

Your consignments, produce and fruit
carefully handled.

WRITE US FOR PRICE LISTS.

QUEBEC MARKETS.

Montreal, June 26, 1902.

GROCERIES.

IN groceries trade has been fairly satisfied during the week, though the continued cold weather has, to a certain extent, kept down the demand in some lines. Lower prices are now offered on a few lines of liquors, on account of the agreement to maintain prices coming to an end. Heretofore there has been a fixed price for Hennessy's brandy, Martel's brandy, Booth's Old Tom gin and Bulloch, Lade & Co.'s Scotch whiskey, but jobbers may now sell these for what they like. Some scarcity in pork prevails among wholesalers, there being practically no Canadian or Jones' pork on the market at present. Canadian packers are reported to be out of stock. About the only lines that can be procured are Armour's, 50 to 60 piece, short cut clear pork, and Armour's 30 to 40 pieces, which are quoted at \$25.50 and \$26.50, respectively. Castor oil, in cans, is somewhat lower, being quoted now at 7 $\frac{3}{4}$ to 8 $\frac{1}{2}$ ¢, according to quantity. Boiling peas are scarce. It is expected that in a short time it will be impossible to obtain any until the next crop is marketed. The scarcity chiefly affects the extra-quality article, which is quoted at \$1.25 per bushel.

SUGAR.

The market has continued fairly steady and no change in prices has been made. Granulated still selling for \$3.65 and yellows, \$3 to \$3.55. At the recent advance there was an active market, but since no further changes were made the demand has dropped off for granulated, and trade is now rather quiet.

TEAS.

No important news has come from the Japan market since our last report, and the situation there is practically unchanged. The feeling continues very strong, and it is said that no new teas can be bought on the Japan market at less than 20¢. Gunpowder teas have exhibited more strength and are now quoted in China at about 6¢ per lb. higher than the closing prices of last fall. Latest reports from Ceylon state that the market is still dull for common grades, with rates ruling easier. Useful liquoring sorts were in good demand, and on teas classed as "fine" full rates were realized. Dust and fannings were in better demand, the average price realized being 26¢. (13¢ in gold). The quality continues poor. The average price paid at the last sale was 35¢. (17 $\frac{1}{2}$ ¢ in gold), as against 36¢. (18¢ in gold) for the previous sale.

SYRUPS AND MOLASSES.

Supplies of Barbados molasses have continued to arrive, some 11 vessels having so far landed cargoes here, and the market is now well stocked. The demand, however, has scarcely improved at all, and a quiet market continues. Barbados molasses is quoted by jobbers at 24¢ in small lots, and 23¢ for carlots. Antigua still sells at 24¢; and best Porto Rico at 38¢. The demand for corn syrups is very light, and the prices here quoted are little better than nominal. They are as follows: 3 $\frac{1}{2}$ ¢ in bbls.; 3 $\frac{3}{4}$ ¢ in $\frac{1}{2}$ bbls.; 3 $\frac{1}{2}$ ¢ in $\frac{1}{4}$ bbls.; \$1.60 in 38 $\frac{1}{2}$ -lb. and \$1.20 in 25-lb. pails.

CANNED GOODS.

Prices on canned vegetables and fruits will again be uniform during the coming

The following Brands manufactured by

The AMERICAN TOBACCO CO.
OF CANADA, Limited

Are sold by all the Leading Wholesale Houses:
CUT TOBACCO

OLD OHUM,
SEAL OF NORTH CAROLINA,
OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT,
SWEET CAPORAL,
ATHLETE, DERBY.

PRUNES

We have a quantity left at close prices—
25's and 50's. Be quick—going fast.

Oranges, Lemons,
Bananas.

We have full supplies of everything in the
fruit line and would like your order.

WHITE & CO., Toronto, Ont.

SEND YOUR NAME if you have, or will get,

H AND H
TRADE MARK

the unequalled cleaner. People who once use it,
want it, and we will do some sampling for you.
34 Yonge St., Toronto. All wholesalers sell it.

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

Stovel Building - WINNIPEG, CANADA.
P.O. Box 731.

JOSEPH CARMAN . . .

WHOLESALE MERCHANDISE BROKER
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange
Correspondence and Agencies Solicited.

Storage, Track Facilities.

E. NICHOLSON

Wholesale
Commission Merchant
and Broker.

Correspondence Solicited from
Manufacturers and Shippers.

WINNIPEG, MAN.

Columbian salmon, \$6 per $\frac{1}{2}$ 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 $\frac{1}{4}$ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

FLOUR AND GRAIN.

The only quotable change in flour has occurred in straight rollers, which are selling at 5c. lower this week. The demand for small lots is fair, and our quotations are as follows: Manitoba spring wheat patents, \$4 to \$4.20; winter wheat patents, \$3.90 to \$4.10; strong bakers', \$3.70 to \$3.90; straight rollers, \$3.60 to \$3.70.

GRAIN.—The market is not active, either for domestic or export account. Ontario oats are somewhat easier and are quoted at a decline of $\frac{1}{2}$ c. Otherwise prices are unchanged, and we now quote: No. 2 Ontario oats, ex-store, 48 to 48 $\frac{1}{2}$ c.; rye, 66c.; peas, 85 $\frac{1}{2}$ to 86c.; corn, 70 to 70 $\frac{1}{2}$ c.; buckwheat, 68 $\frac{1}{2}$ to 69c.; No. 2 barley afloat, 61c.

FEED.—Another decline has taken place in both Ontario and Manitoba bran. The former is now quoted at \$18 per ton, and the latter at \$17 to \$18 per ton. What small amount of shorts is on the market are very firmly held at \$23 per ton, with very little business doing.

OATMEAL.—The market has considerably improved and rolled oats are in fairly good demand. The price, in small lots, for rolled oats, is \$5.65 per bbl., and \$2.77 $\frac{1}{2}$ per bag.

BALED HAY.—No. 1 timothy is quoted 50c. lower this week. The demand is fair. We quote: No. 1 timothy, \$9 to \$9.50; No. 2, \$8 to \$8.50; clover, \$7 to \$7.50 per ton in carlots.

MONTREAL NOTES.

Fresh Gaspé salmon are 1c. higher. Straight roller flour has declined 5c. Castor oil, in cans, has declined, and is now quoted at 7 $\frac{1}{2}$ to 8 $\frac{1}{2}$ c.

MANITOBA MARKETS.

Winnipeg, June 21, 1902.

BUSINESS is fair but continues to be considerably handicapped by wet weather. There has been rain every day this week, and much of the land in low-lying districts is under water, and considerable areas of crop are threatened with damage. It is generally hoped that now the sun has crossed the line more settled weather will obtain. The wet and heavy roads are preventing the farmers from hauling in the balance of last year's crop still in store, and this tends to make collections slower than they should be at this season.

SUGARS.—The trade in sugar is very heavy. Retail merchants are now stocking up, but, as is usual with sugar at a low price, there is an enormously increased demand. Prices are unchanged at \$4.35 for granulated and \$3.75 for bright yellows.

TAPIOCA.—There has been a decided drop in this article; why, no one seems to know. The best qualities are offering freely at 3 $\frac{1}{2}$ to 3 $\frac{3}{4}$ c. Sago is in limited demand and without change at 4c.

RICE.—There is an easier feeling in rice and the best grades of Japan are now quoted at 4 $\frac{1}{2}$ c. Rangoon is also easier, but the demand in this market is very light.

EVAPORATED AND DRIED FRUITS.—

There is practically no demand for raisins and currants; prices are firm at the old figures of \$2.20 to \$2.25 for Valencia layers, and \$1.85 to \$1.95 for fine off-stalk. In evaporated fruits prunes are the only line in active demand, and prices are firm at 5 $\frac{1}{2}$ to 9 $\frac{1}{2}$ c., according to size. Evaporated apples are called for to a considerable extent, but prices are too high for general demand, being now 11 $\frac{1}{2}$ to 12c. for the best grades; dried are also high at 7 $\frac{1}{2}$ to 8c., and there is no really desirable stock in the city.

CANNED GOODS.—Tomatoes are in steady and increasing demand at \$2.40 per case. Corn offers freely and is in good demand; the market, however, is weak, and a further drop is anticipated. The present price is \$1.65 to \$1.70 per case. Peas are quoted freely at from \$1.90 to \$1.95, but there are few buyers. In canned fruits, new pack of cherries and strawberries are now quoted at about the same price as last year.

GREEN FRUITS.—The market is very active in strawberries. The last cars of Hood River berries are expected next Monday. The demand has been very heavy for this fruit. The price is unchanged at \$4. The retail price all week has been two boxes for 35c. Cherries are fairly plentiful and sell at \$2.25 per box. Valencia oranges are the only line in the market, and they have advanced 50c. per case this week, prices now being \$5 to \$6, according to size as against \$4.50 to \$5.50 last week. Lemons are unchanged but very firm at \$4.50. Bananas are in fair supply at \$2.75 to \$3 per bunch. Some small shipments of apricots and early peaches are being received, but are not regularly quoted in a wholesale way.

CEREALS.—Prices are unchanged and the market is dull. Quotations are as follows: Rolled oats, 80's, \$2.20; 40's, \$1.10; 20's, 55c. Granulated and standard oatmeal, \$2.75; split peas, \$2.85; cornmeal, \$1.75. Barleys—Pot, \$2.35. White beans are again lower and are quoted at \$1.60. Package goods—Quaker Oats, \$4 per case of 3 doz.; Pettijohn's Wheat, \$2.85 per case of 2 doz.; Cream of Wheat, \$5.50 per case of 3 doz.; Malt Breakfast Food, \$3.35 per case of 2 doz.; Swiss Breakfast Food, \$3.50 per case of 3 doz.; Grape Nuts, \$2 per case of 2 doz.; Postum Cereal, \$2.25 per case of 2 doz.

FLOUR.—The local market is slow and prices are without change.

BUTTER.—Creamery is in fair supply at 16 $\frac{1}{2}$ to 17c., factories, Dairy, 12c. Winnipeg for best grade.

CHEESE.—Supplies are increasing and prices are lower, 9 $\frac{1}{2}$ to 10c. factories being the best offering.

EGGS.—Eggs are in fair supply at 11c. Winnipeg.

NOVA SCOTIA MARKETS.

Halifax, June 23, 1902.

WHOLESALE grocery trade here continues most satisfactory, and is in keeping with the general prosperity, abundant signs of which are evident all over the country. The last week or two have been uneventful, but business has remained steady. Payments are being made most satisfactorily, and in some cases old indebtednesses have been wiped out. The volume of business for June is in excess of previous years, and promises to continue so.

The extreme conditions still prevail in beef and pork, and these have recently

been subjected to another advance. There is a limit somewhere, but it does not seem to have been reached yet, and no sudden decline is anticipated, as the scarcity of the live product is quite sufficient to warrant the high prices prevailing. Evidently there is a good opening for our farmers to give more attention to beef and pork raising. Sugar remains steady at the recent decline. Molasses is firm and prices more settled to quotations previously noted. Raisins are getting scarce and have advanced $\frac{1}{2}$ c. Evaporated apples are practically out of the market. Green fruits are abundant, but high prices prevail.

* * *

Butter is coming in more plentifully and prices are easier. There is still a heavy demand with only a limited supply of fresh-made best creamery. Eggs, instead of declining, as they usually do at this season, are becoming firmer. Two weeks ago the retail price was 18 to 20c.; now it is 20 to 22c., and extra colored eggs in Saturday's local market were sold at 25c. for family use. The hen is evidently having her innings, and the owner thereof is quite satisfied—except that he would wish her to lay two or three instead of one each day. A considerable quantity has come into the market from Prince Edward Island, but only enough to ease the market for a few days. Last week the price on the Island advanced to 14 to 15c. This will naturally have its effect here.

* * *

Flour is firm at the recent advances, and there may yet be further slight advances before this year's wheat crop is available for manufacture. Rolled oats and oatmeal are also firm and have advanced to \$5.30. This is no doubt in response to the high and continually advancing price of oats. Cornmeal is also firm with a late advance of 15c. per bbl. The various feeds are in considerable demand, as owing to the scarcity and high price of beef the farmers are using considerable quantities for fattening stock to put on the market. Last week bran and middlings advanced, the latter \$1, to \$27 to \$28.50. Dealers are finding it difficult to get feed at the mills as many of them have lately been closed. Hay is in light demand. The prospects for this season's crop are good.

* * *

The fishermen on the Banks report fishing good and large catches have been made. The shore fishermen are also doing well. Some mackerel were taken off this shore last week. The markets in the West Indies have only slightly improved and may still be considered very poor. The price of fish here this season is expected to be extremely low. As previously noted, it was expected that the Newfoundland catch of codfish this season would be small. Reports now show that the total will be about 70,000 quintals as against 150,000 last season, large numbers having turned their attention to other industries.

* * *

Last week, 564 puncheons, 52 hhds. and 32 bbls. of molasses arrived by schooner from Antigua for The Dominion Molasses Co. The Ocamo, which arrived last night, brought 6,722 bags, 326 bbls. of sugar to be landed here, and 1,800 bags for The Woodside Refinery, Dartmouth. The steamer Dahome, on her last trip brought freight for the Upper Provinces which required about 50 cars for forwarding to destination.

R. C. H.

The P. R. Cumming Manufacturing Co., Limited, TORONTO

We beg to advise the trade that we have purchased a large factory in Clarksburg, where we are installing a complete outfit of new automatic machinery for the manufacture of all kinds of **Enamelled Wood Turnings**; and that we have also acquired the business of **The Dominion Skewer Co.**, so that we now possess facilities unequalled in Canada for the production of curtain poles, rings, broom handles, enamelled knobs and handles, skewers, flagstaffs, etc., in addition to our present lines of kitchen specialties, such as can openers, mincing knives, mouse traps, etc.

Yours truly,

The P. R. Cumming Manufacturing Co.,
LIMITED,
90 Richmond Street East, TORONTO.

We beg to inform our patrons that on

DOMINION DAY

Our Stores and Offices will be CLOSED.

During July and August our establishment will close at 1 p.m. on Saturdays.

LAPORTE, MARTIN & CIE.
MONTREAL.

TEAS TEAS

For the Wholesale Trade.

If you are interested in securing good, genuine values in **Japans, Indian, Ceylon, Congous, Oologs, Pingsuey, Gunpowders, China Greens**, it would certainly be to your advantage to place your order with us. No better values at better prices obtainable.

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

NEW HERRING PACKERS.

It is reported that a new company is about to be formed in Scotland for the purpose of carrying on business in the herring fisheries on the Bay of Islands, Newfoundland. The plans are now being worked upon and it is expected that operations will commence some time in the fall. The company's representative in Newfoundland is Hon. E. P. Morris, K.C., and the capital, which is being subscribed in Scotland, amounts to \$100,000.

It is proposed to conduct the fishing on a new basis. The company intends to introduce Scotch and Norwegian systems of the most improved sort; and drift nets will be used to locate the fish in deep water, thus doing away with the necessity of waiting until the herring run into the net.

Smoked, pickled and kippered herrings, it is said, will be packed by the new company, who intend to put up a superior class of goods. They will also have a system of cold storage, which will add to the value of the plant.

The Bay of Islands, where operations will be conducted, is on the west coast of Newfoundland, about 55 miles north of St. George's Bay.

ATTRACTIVE FLY PAD "ADS."

Business methods produce business results. Success is the only excuse for advertising. It pays therefore continue it. Of those who appreciate the advantage of

thorough advertising Archdale Wilson, of Hamilton, occupies a prominent place. Beginning May 20, he made arrangements for the insertion in no less than 254 Canadian newspapers of a splendid line of advertisements, eight in number, to be distributed through a period of three months. As seen in this issue of THE CANADIAN GROCER, the advertisements are neat, bright specimens. They tell concisely what Wilson's fly pads will do—they'll kill flies. The advertisements are sure to be productive of good results.

BRITISH COLUMBIA BUSINESS NOTES.

W. Welsh has succeeded Welsh & Nightingale in the grocery business in Vancouver.

Geo. S. McKenzie, formerly of Phoenix, has secured a position with J. J. May, the "Pantry" grocery, Vancouver.

T. J. McDowell, formerly of Law, McQuaid Co., Phoenix, B.C., has secured a position with W. Welsh, Vancouver.

TRADE CHAT.

The Halifax agency of The E. B. Eddy Co., Limited, has been elevated to the dignity of a branch. John Peters, who has for a number of years looked after the interests of this firm in that city with marked success is retiring owing to poor health. J. T. Sheriff, who has been connected with The Eddy Co. for some years, has been placed in charge of the branch there as manager.

THE NEWFOUNDLAND FISHERIES.

According to The Evening Herald, of St. John's, Newfoundland, the fishery news from all around the coast is unusually good with splendid prospects that it will improve. With their diminished fleet a normal catch this year must mean better results for both merchants and men.

FLOUR MILL AT KAMLOOPS.

A flour mill of 100 barrels daily capacity will probably be constructed at Kamloops, B.C. The city will give the projector a fine site, tax exemption for a term of years, and a loan without interest of \$5,000 for a period of five years. A by-law is now being prepared authorizing the carrying out of these conditions, and will be submitted for ratification to the ratepayers.

MAKING READY FOR EXCURSION.

The amusement committee of the Toronto Retail Grocers' Association met on Monday night, June 23, in St. George's Hall, Elm St., Toronto, and made provision for providing entertainment on the boat for the excursionists on the day of their annual excursion, July 23. Matters also were arranged regarding the tickets and printing of posters in connection with the above excursion.

H. P. Eckardt & Co. report a good demand for pie fruit in gallon tins.

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

OTTAWA TRADE GOSSIP.

BUSINESS in Ottawa has been fair. Reports for June, so far, are not quite as good as last year. As the weather has been almost continually wet it has certainly had a bad effect.

C. H. Cochran & Co., wholesale coffee and spice manufacturers, report trade in their line increasing.

The motormen and conductors of The Ottawa Electric Railway Company are looking for an increase in pay. Owing to the increased cost of living they claim their wages are too small.

The Ottawa Board of Trade are intending to put up a suitable building for themselves. Ground sites have been thought of but not decided upon. The plans call for a building that will be a credit to the Capital.

Tenders for a large building on Bank street, to be occupied as a branch grocery store by F. A. Scott, Wellington street, were opened the other day, but so far no decision as to the successful tenderer has been arrived at.

The Ottawa Grocers' Association would be pleased to see many of their Cornwall friends go with them to Stanley Island on Dominion Day. They have chartered the steamer Valleyfield, of Valleyfield, and she will leave the Cornwall dock at 10 a.m.
June 23, 1902.

The death occurred on Sunday of the mother of Messrs Alphonse and Charles Provost, two well-known grocers of this city, the first-named, of the firm of Provost & Allard, and Charles, a leading retail merchant in Lower Town and president of the Ottawa Retail Grocers' Association. A resolution of condolence was passed to them at last night's meeting of the association.

The Ottawa Retail Grocers' Association met in their rooms last night. It was a special meeting in connection with their excursion. Tenders were received for bands and refreshments. Tippin Bros.' orchestra was engaged for the day, and The Ottawa Dairy Company's tender for the catering was accepted. All other final arrangements were made. The only thing now is good weather and the 2nd annual excursion of the association will be a success.

STARCH INDUSTRY IN THE STATES.

The Census Bureau at Washington has issued a report on the manufacture of starch in the United States, showing that the capital invested in the industry is \$11,671,567. This sum represents the value of the land, buildings, machinery, tools and implements and the live capital utilized. The value of the products is returned at \$9,232,984, to produce which involved an outlay of \$451,334 for salaries, \$1,099,696 for wages, \$700,277 for miscellaneous expenses, including rent, taxes, etc., and \$5,806,422 for materials used, mill supplies, freight and fuel.

The capital mentioned is invested in 124 establishments and has increased in 50 years from \$692,675, invested in 146 establishments. The total quantity of starch manufactured in 1900 was 297,803,139 lb., of which 247,051,744 lb. were made from Indian corn and the rest from other materials.

Repeat Orders are Convincing

The repeat orders on

**Clark's Veal Loaf,
Beef Loaf and Ham Loaf**

are **POSITIVE PROOF** that they are meeting with **PUBLIC FAVOR.**

EPPS'S

**GRATEFUL.
COMFORTING.**

IN ½-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.

In the Soup



CAPSTAN BRAND ENGLISH WORCESTER SAUCE will impart a delicious flavor. It is also a splendid relish for fish, roast meats, chops, steaks, curries, salads, oysters, etc.

When wanting anything in sauces be sure to write us or see our travellers.

THE CAPSTAN MFG. CO., TORONTO

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR
GRIMBLE & CO., Limited, London, N.W., Eng.

"Sarnia" OIL
LAMP

Equal to best American Oil. GROCERS ALL SELL IT.
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

CALIFORNIAN ORANGE SEASON.

(From N. Y. Journal of Commerce.)

NOW that the season is practically over for all Californian oranges, except Valencia lates, it may be said that it has been quite a remarkable one. Owing to the short crop, which was due chiefly to climatic conditions, there was a heavy falling off in the receipts here as well as in the total shipments from the Coast. The production in California was about 3,000,000 boxes less than last season, resulting in a material increase in prices on all varieties. In fact, some varieties reached the highest figures ever brought in the New York market, according to West Side receivers. For instance, in June of last year prices, from store, repacked, on Washington navels, fancy, ranged from \$3 to \$5 per box, according to size, as compared to with \$7 to \$7.50, yesterday's prices. Prior to yesterday the figures had been \$7.50 to \$8 a box. At this time last year Mediterranean sweets ranged from \$3.25 to \$3.75, as against \$4 to \$5.50 yesterday. The demand for oranges at present seems to be very light, owing, it is said, to increased receipts of small fruits, such as cherries, peaches, apricots, etc.

Another noteworthy feature of the past season has been the increase in the receipts of Italian oranges.

The following statistics, furnished by Secretary Rose, of the New York Fruit Exchange, show the total receipts of the season by months at New York, the total shipments from California to all points, and the receipts here of Italian oranges, with comparisons:

RECEIPTS OF CALIFORNIAN ORANGES AT NEW YORK.

	1900-1. Cars.	1901-2. Cars.
November	20	31
December	261	273
January	352	265
February	301	320
March	544	364
April	691	484
May	435	284
June	272	(est.) 130
Total cars	2,876	2,151
Total boxes	1,041,112	778,662
Decrease this season, boxes		262,450

SHIPMENTS OF CALIFORNIAN ORANGES TO ALL POINTS.

	1900-1. Cars.	1901-2. Cars.
November	212	347
December	2,000	1,770
January	2,850	2,125
February	3,545	2,337
March	2,823	2,577
April	4,100	2,552
May	4,290	1,027
June	1,960	(est.) 900
Total cars	21,782	13,635
Total boxes	7,885,084	4,935,870
Decrease this season, boxes		2,949,214

RECEIPTS OF ITALIAN ORANGES AT NEW YORK.

	1900-1. Boxes.	1901-2. Boxes.
December	4,250	3,000
January	650	350
February	1,950	2,650
March	3,200	7,400
April	9,750	16,200
May	17,600	52,600
June	11,100	(est.) 27,500
Total boxes	48,500	109,700
Increase this season, boxes		61,200

The business of R. A. Copeland & Co., general merchants, Grenfell, N.W.T., has been sold to Isabella Copeland.

COWAN'S A POINTER ON PURITY.

COCOA *Hygienic and Perfection.*

CHOCOLATE *Queen's Dessert, Royal Navy and Perfection.*

CAKE ICINGS *Chocolate, Pink, Lemon Color and White.*

CONFECTIONS *Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.*

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

THE COWAN CO., Limited, - TORONTO.



Have you tried

"MONTSERRAT"

Pure Lime FRUIT Juice

With Aerated Waters or Water, as a cooling and refreshing beverage at all seasons? If not, try it.

OBTAINABLE FROM GROCERS AND DRUGGISTS

Montserrat is the best Lime Fruit Juice obtainable. Analysis in June 1898, pronounces it **25 per cent. stronger** than other juices therefore better value for your money. The small bottle contains **40 drinks** and is equivalent to 30 lemons and much more convenient. A quarter to half a wineglassful in a tumbler of cold water, sweetened to taste, is the most delightful, healthful and economical beverage. **"MONTSERRAT" is made from CULTIVATED LIMES.**

EVANS and SONS, Limited,
MONTREAL AND TORONTO



FREE.

The books which we distribute free are always appreciated by the ladies.

Write and tell us how many you require---Either English or French.

JOHN DWIGHT & CO.

34 Yonge Street,

TORONTO, ONT.

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.



The **THISTLE** Brand

ARE
HIGH-GRADE

TOMATOES - CORN - PEAS - Etc.

GUARANTEED
SECOND TO NONE.

BRIGHTON CANNING CO.

RIGHT GOODS

do not play out. Atho' the oldest Black Lead on the market, **JAMES' "DOME"** is still the best seller, and the sale increases every year.

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

If You Were Buying

teas you would probably ask for a number of samples and draw them carefully before deciding, but when it comes to buying canned goods how often do you open the cans and examine the contents? And yet **your customers** will have to take your word that these goods are what they want.

Don't you think you ought to **know** what you are selling?

The Kent Canning Co., LIMITED

Chatham, Ont.

TO LET.

GROCERY STORE, WITH DWELLING. THE location is good and there is a good business being done. FERGUSON & Co, 399 Richmond street, London, Ont. (25-4t)

TRAVELLER WANTED.

WANTED—A TRAVELLER FOR ONE OF THE largest and oldest wholesale grocery houses in the Maritime Provinces, doing a well-established business. Write, stating qualifications and salary expected, to "Traveller," P.O. Box 191, Halifax, N.S. (22-1f)

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.



The "Toledo" is the **ONLY**
Automatic Springless
Computing Scale Extant
and the **ONLY** scale in the world that **Absolutely Stops Giving Down Weight.**

Don't be influenced by interested parties to buy a scale until you see the "Toledo." A postal will procure a practical demonstration without any obligation to buy.

DEAN & McLEOD,
Canadian Agents, HAMILTON, ONT.

It does not require even a hair to turn it.



The warm weather quickly tires.
Don't it make you think of HIRES' ?
Peace having been proclaimed and Coronation Day soon will be here,
Tone up your nerves by drinking

HIRES' ROOT BEER

To enable you to give three cheers.

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,

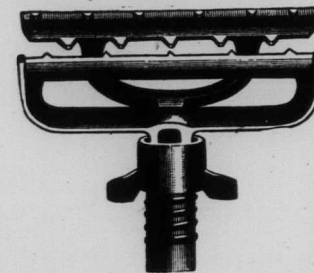
20 and 22 St. Peter Street, - MONTREAL.

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

TO ACCELERATE SELLING

Up-to-date dealers look for goods that sell themselves—articles that prove both satisfying and gratifying to purchasers. They find grander values than ever now in our splendid line of

KITCHENWARE



Towel Rollers, Racks, Can Openers, Carpet Whips, Wooden Spoons, Rolling Pins, Potato Mashers, Pastry Boards, Chopping Trays, Bread Boards, Pie Plates, Self-Wringing Mops, Mop Holders, Clothes Wringers, Tub Stands, Washing Machines, Clothes Horses, etc.

Dealers and consumers know, in purchasing these goods, that they have articles that will cause them no trouble whatever.

If our representative does not visit your town, write us, and we will, if possible, arrange for him to call upon you, or we will send you quotations and full particulars of these goods by mail.

UNITED FACTORIES,
LIMITED

OPERATING:

Boeckh's Toronto Factories,
Bryan's London Factories,
Cane's Newmarket Factories.

We have opened a new London Warehouse so that we can ship all goods for Western Ontario direct from that Branch.

65 Dundas St., LONDON.

Head Office, TORONTO.

By Special Appointment to His Majesty
King Edward VII.

CANTRELL & COCHRANE,
DUBLIN and BELFAST.



C. & C.
"Ginger Ale"

C. & C.
"Club Soda"

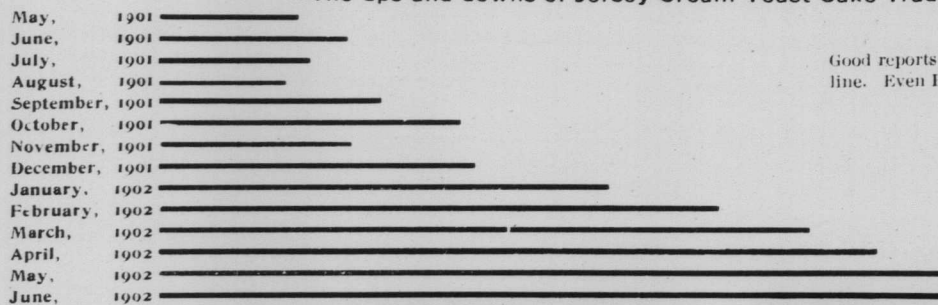
C. & C.
"Royal Seltzer"

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

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

THE ONLY YEAST WITH CREAM IN IT.

The ups and downs of Jersey Cream Yeast Cake Trade:



Good reports from Manitoba. Quebec falling into line. Even Prince Edward Island heard from.

THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT.

LUMSDEN BROS.,

HAMILTON—82, 84, 86 McNab St. North.

TORONTO—9 Front St. East.

THE ONLY YEAST WITH CREAM IN IT.

	Montreal.		Toronto.		St. John, Halifax.		Montreal.		Toronto.		St. John, Halifax.	
COFFEE												
Green—												
Mocha.....	24	28	23	28	25	30	14½	15½	17	17½	16	17
Old Government Java.....	27	30	22	30	25	30	16	17	16½	17	16½	17
Rio.....	10	12	7	12	12	13	18	19	17½	18	17½	18
Santos.....	29	30	9½	10½	29	31	18	19	17½	18	17½	18
Plantation Ceylon.....	22	25	22	25	24	28	18½	19	17	17½	18½	19
Porto Rico.....	22	25	22	25	24	26						
Guatemala.....	18	20	18	20	18	22						
Jamaica.....	18	20	18	20	18	22						
Maracalbo.....	18	18	18	18	12	13						
NUTS												
Brazil.....	11½	12½	15	16	15	15						
Valencia shelled almonds.....	26	27	30	35	30	35						
Tarragona almonds.....	12	13	11½	12	12	13						
Formegetta almonds.....	42	40	40	43	10	10						
Jordan shelled almonds.....	7½	8	8	9	9	10						
Peanuts (roasted).....	6½	7½	7	9	9	10						
(green).....	3 00	3 75	3 75	4 00	4 00	4 00						
Cocoanuts, per sack.....	10	10½	10½	10½	11	12						
per doz.....	10	10½	9½	10½	8½	9						
Grenoble walnuts.....	10	10	9½	10½	8½	9						
Marbot walnuts.....	9	9	8	8	8½	9						
Bordeaux walnuts.....	8½	9½	9½	10½	10	11						
Sicily filberts.....	15	16	13	15	13	14						
Naples filberts.....	16½	17½	18	23	25	25						
Shelled Walnuts.....												
SODA												
Bl-carb, standard, 112-lb. keg.....	1 65	1 80	2 00	2 25	1 70	1 75						
Sal soda, per bbl.....	70	75	80	90	85	90						
Sal Soda, per keg.....	95	1 00	1 00	1 00	95	1 00						
SPICES												
Pepper, black, ground, in kegs.....	16	18	18	18	14	15						
palls, boxes.....	14	17	19	19	15	16						
in 5-lb. cans.....	15	17	19	19	12	13						
whole.....	26	27	26	27	24	26						
Pepper, white, ground, in kegs.....	25	26	25	26	20	22						
palls, boxes.....	23	25	23	25	20	22						
5-lb. cans.....	19	25	22	25	20	25						
whole.....	12	30	14	35	15	20						
Ginger, Jamaica.....	25	30	25	30	25	30						
Pure mixed spice.....	13	18	20	40	16	20						
Cassia.....	25	25	24	25	20	22						
Cream tartar, French.....	28	28	25	30	25	30						
" best.....	10	15	18	16	16	18						
Allspice.....												
WOODENWARE												
Palls No. 1, 2-hoop.....	1 65	1 65	1 55	1 90	1 90	1 90						
3-hoop.....	1 80	1 70	1 70	2 05	2 05	2 05						
half, and covers.....	1 65	1 60	1 60	1 75	1 75	1 75						
quarter, jam and covers.....	2 50	2 90	2 40	3 20	3 20	3 20						
candy, and covers.....	10 00	10 15	8 50	11 00	11 00	11 00						
Tubs No. 0.....	8 00	8 15	7 00	9 00	9 00	9 00						
" 1.....	7 00	7 15	6 00	8 00	8 00	8 00						
" 2.....	6 15	6 15	5 25	7 00	7 00	7 00						
" 3.....												
PETROLEUM												
Photogene.....	14½	15½	17	17½	17	17½						
Canadian water white.....	16	17	16½	17	16½	17						
Sarnia water white.....	18	18	18	18	18	18						
Sarnia prime white.....	19	19	19	19	19	19						
American water white.....	18½	19	18½	19	18½	19						
Pratt's Astral (barrels extra).....												
Black— TEAS												
Congou—Half-chests Kalsow.....	13	60	12	60	11	40						
Morning, Paking.....	17	40	18	50	15	4						
Caddles Paking, Kalsow.....	35	55	35	55	30	50						
Indian—Darjeelings.....	20	40	20	40	18	40						
Assam Pekoes.....	18	25	18	25	17	24						
Pekoe Souchong.....	35	42	35	42	34	40						
Ceylon—Broken Pekoes.....	20	30	20	30	20	30						
Pekoes.....	17½	40	17	35	17	35						
China Greens.....	42	50	42	50	40	40						
Gunpowder—Cases, extra first.....	22	28	22	28	22	28						
Half-chests, ordinary firsts.....	42	50	42	50	40	40						
Young Hyson—Cases, sifted.....	35	40	35	40	35	40						
extra firsts.....	22	38	28	38	28	38						
Cases, small leaf, firsts.....	17	19	17	19	17	19						
Half-chests, ordinary firsts.....	15	17	16	18	16	18						
Half-chests, seconds.....	13	14	14	15	14	15						
" thirds.....	28	32	38	32	30	40						
" common.....	16	19	16	19	16	19						
" Half-boxes, firsts.....	28	32	28	32	28	32						
" seconds.....	16	19	16	19	16	19						
Japans—												
½-chests, finest Maypickings.....	38	40	38	40	38	40						
Choice.....	32	36	33	37	32	37						
Finest.....	28	30	30	32	30	32						
Fine.....	25	27	27	30	27	30						
Good medium.....	22	24	25	28	25	28						
Medium.....	19	20	21	23	21	23						
Good common.....	16	18	18	20	18	20						
Common.....	13	15	15	17	15	17						
Nagasaki, ½-chests, Pekoe.....	16	22	16	22	16	22						
" Oolong.....	14	15	14	15	14	15						
" Gunpowder.....	16	19	16	19	16	19						
" Siftings.....	7½	11	7½	11	7½	11						
RICE, MACARONI, SAGO, TAPIOCA.												
Rice—Standard B.....	3 00	3 10	3 25	3 40	3 25	3 40						
Patna, per lb.....	4 25	4 50	4 4	5 6	4 4	5 6						
Japan.....	4 40	4 90	4 6	5 6	4 6	5 6						
Imperial Seeta.....	4 60	4 90	4 6	5 6	4 6	5 6						
Extra Burmah.....	5 4	6 7	5 4	6 7	5 4	6 7						
Java, extra.....	3 3	4 4	3 3	4 4	3 3	4 4						
Macaroni, dom'ic, per lb., bulk.....	8	12	8	12	8	12						
" Imp'd, 1-lb. pkg., French.....	8	10	8	10	8	10						
" Italian.....	3 3	3 3	3 3	3 3	3 3	3 3						
Sago.....	3 3	3 3	3 3	3 3	3 3	3 3						
Tapioca.....	3 3	3 3	3 3	3 3	3 3	3 3						

Pure Gold Flavoring Extracts

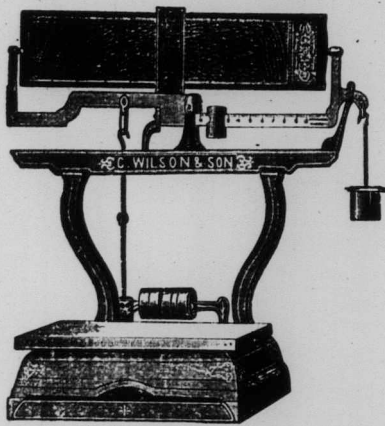
The Best, The Truest,
The kind that bring people **Back to your store.**

“Let the People put the Water in Themselves.”

GOOD PROFITS FOR YOU.

PURE GOLD CO.,

TORONTO.



One “R” Knocked Out

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

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

CANADIAN
MANUFACTURES
FOR CANADA

C. WILSON & SON
69 ESPLANADE ST. E. TORONTO

Gillard's Sauce

Is still the best and cheapest.

Gillard's Pickle

The most delicious English pickle made.

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

GILLARD & CO., Limited, LONDON, ENG.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

R. B. Boddy, grocer and hardware merchant, Cookstown, Ont., has assigned to G. T. Somers.

L. Lamelin, grocer, St. Raphael, Que., has assigned to V. E. Paradis.

The creditors of Arthur Suprenant, grocer, Montreal, held a meeting on June 24.

The creditors of D. H. Welsh, confectioner, Montreal, have held a meeting.

Joseph Bourque, general merchant, St. Gertrude, Que., is offering 35c. on the dollar.

Bedard & Cie, grocers, Quebec, have assigned; Geo. Darveau is provisional guardian.

The executors of the late H. C. Walker, sr., grocer, Dartmouth, N.S., are advertising for claims.

A. Prevost & Co., general merchants, St. Agathe Des Monts, Que., has assigned to Lamarche & Benoit.

Miss Sarah Smith, general merchant and hotelkeeper, Metapedia, Que., is offering to compromise at 25c. on the dollar, cash.

Rose de Luna Marleau, wife of J. Bte. Dumesnil, of J. B. Dumesnil & Co., traders, Dalhousie Station, Que., was separated, as to property, from her husband on June 20, 1902.

PARTNERSHIPS FORMED AND DISSOLVED.

Roy & Co., traders, Montreal, have dissolved.

Laniel & Frere, grocers, Montreal, have dissolved.

Wm. Fawcett & Sons, grocers, Montreal, have dissolved.

Loynachan & Scriver, commission merchants, Montreal, have dissolved.

N. Lamontagne & Fils, general merchants, Levis, Que., have registered a partnership.

Caldwell & Bishop, grocers, Nelson, B.C., have dissolved; R. R. Caldwell continues.

Jelland Bros., grocers, Sandon, B.C., have retired from the firm of Ball & Jelland, Enderby.

Smith & Talbot, bakers and confectioners, Wetaskiwin, N.W.T., have dissolved; Jacob Smith continues.

B. Wilberg & Co., cigar manufacturers, New Westminster, B.C., have dissolved; B. Wilberg continues.

D. C. Crawford, general merchant, new Liskeard, Ont., has admitted a partner; the style is now Crawford & McKenzie.

Booth & Garrow, grocers and flour and feed merchants, Ottawa, have dissolved; the business is continued by H. W. Booth.

SALES MADE AND PENDING.

The assets of Arthur Sodbout, general merchant, St. Casimir, Que., have been sold.

The stock of D. Kopman, grocer and dry goods merchant, Acton, Ont., has been sold.

The assets of Joseph Plomde, general merchant, Riviere a Pierre, Que., are to be sold.

The assets of A. Vaillancourt & Co., grocers and liquor merchants, Montreal, have been sold.

The stock, etc., of E. N. Hurtubise & Co., sawmill and general store, Ottawa and West Aylwin, Que., has been sold.

CHANGES.

Shiells & Lyman, milk dealers, Montreal, have registered.

George Racicot, grocer, Bonfield, Ont., has started business.

Lovite V. Tasse has registered for L. V. Tasse & Co., grocers, Montreal.

Frank Parbo, grocer, Extension, B.C., is removing to Ladysmith, B.C.

Robert Timmons, cigar merchant, Renfrew, Ont., has retired from business.

David B. Gray, confectioner, etc., Pictou, N.S., has sold out to D. Cooper Wisener.

W. H. Moore, general merchant, Elan Creek, Ont., is succeeded by S. Brownstone.

George H. Perry, general merchant, Harcourt, N.B., has sold out to M. J. Dunn.

Mrs. Margaret Jones, grocer, etc., Extension, B.C., is removing to Ladysmith, B.C.

T. Belanger, general merchant, Ville

Marie, Que., has sold out to Miller & Riopelle.

B. Bonellaime, wholesale and retail liquor merchant, Ville Marie, Que., has added groceries.

Frederick Lefebore has registered for A. Couturier & Cie, cigar merchants and confectioners, Montreal.

Bell & Jelland, general merchants, Enderby, B.C., are succeeded by the Enderby Trading Co.

Philomene Noel, wife of Sevigny Simeon, general merchant, St. Flavien, Que., has registered as proprietress.

DEATHS.

Patrick Halloran, grocer, Hamilton, Ont., is dead.

L. A. Lefort, stationer, tobacconist, etc., Montreal, is dead.

Johnston Brown, general merchant, Tichborne, Ont., is dead.

Octave Boulanger, general merchant, St. Agathe, Que., is dead.

H. C. Walker, sr., grocer, Dartmouth, N. S., is dead; his sons continue.

J. J. Burke, of Burke Bros., general merchants, St. Jacques, Nfld., is dead.

THE BELLEVILLE BUSINESS COLLEGE, LIMITED

BELLEVILLE, ONTARIO.

Send for handsome Catalogue fully describing all Courses taught.

J. Frith Jeffers, M.A., Principal.

Learn to Write Showcards



There's big money to be made writing Showcards for yourself if you are in business, or for others if you are not. We furnish the foundation—

EDWARDS' INSTRUCTOR

The one authoritative, standard and complete Text Book on Sign, Showcard and Ticket Lettering in all its forms. This book also contains a collection of 34 plates of model alphabets and figures, designed by the leading artist sign writers. It will teach you the art from its rudiments to the production of the most difficult and finished work during leisure hours at home. Price, \$1.00 post paid. Address,

W. EDWARDS, Carleton Place, Ont.

Box 315.

YORK METAL POLISH

An improvement on the best. It eclipses all others.

Dealers everywhere should not fail to have it in stock.

It cleans and polishes Gold, Silver, Nickel, Brass, Copper, Bronze, Tin, Steel and Plated Ware, etc.

Rust and dirt disappear, leaving a new lustre. Articles operated upon do not turn a greeny hue after being polished with **YORK METAL POLISH.**

Contains no acids or grit. Therefore will not injure the article or the skin.

Saves time, saves money, saves trouble, saves metal, saves your temper. Ahead of all other polishes. Buy it, try it, and get satisfaction. Put up in attractive tins.

Manufactured by

DOMINION BUTCHERS' SUPPLY CO.

143 KING STREET EAST,

TORONTO.

Samples and wholesale prices on application.

THE DIFFERENCE

Between courage and foolhardiness is determined by results.
We overbought in Japans at the end of the season, which looked foolhardy.

THE RESULT

We have teas to offer below present market price. His Majesty's mail will bring you samples. Write us.

F. J. CASTLE, - OTTAWA.

Established 1845.

MODERN MACHINERY. UP-TO-DATE METHODS.

Established 1845.



1 and 2-lb. Tins.

IF YOUR CUSTOMERS ARE HARD TO PLEASE WITH COFFEE

Try them with **S. H. & A. S. EWING'S**. People who appreciate good Coffee require but one trial to convince them of the superior aromatic flavor and uniform excellence that characterize **S. H. & A. S. EWING'S** high-grade Coffee. **IT IS NO EXPERIMENT**, but the perfected product of 57 years' study and experience. Guaranteed by a Canadian name that has stood the test of time. If you want to have satisfied customers and increase your Coffee trade, give us an idea as to what you require, and we will forward samples and prices.

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

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

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:

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

SEASON 1902.

Butter Tubs

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

WALTER WOODS & CO.
HAMILTON.

Established 1862.

E. THOMPSON & CO.

LIVERPOOL,

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

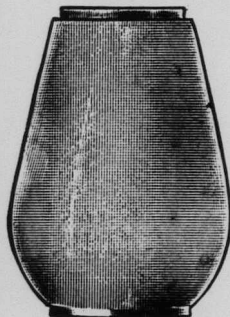
We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—

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

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

With the summer season upon us see that your stock of

WRAPPING PAPERS

is large—sufficient to meet all extra calls.

—Papers from these mills are sure
—to satisfy—full weight and fair
—count always.

Our line of oiled papers are needed by every grocer. See that you are well stocked.

CANADA PAPER CO, Limited
TORONTO and MONTREAL.

Toronto Fruit Merchants.

Strawberries

Watermelons, Tomatoes

Fancy Canadian berries now arriving daily at market price.

Don't delay getting your orders for 1st July till it is too late to get good fruit.

HUSBAND Bros. & Co.

82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

CANNED PEAS AND TOMATOES IN THE STATES.

From The Trade, Baltimore, Md.

THE early June pea-packing season is now well past its zenith for this season, and, in a general way, it is nearly over. It has been, in the first place, a delayed season; in the second place, a season of surprises, in that the pods yielded a much larger quantity of peas than is usual, which naturally shut out the bulk of the small, fine peas, resulting in a scarcity of sifted and extra sifted peas and a much heavier pack of standards and seconds than appeared upon the face of the first receipts.

We are far enough now into the season to fairly determine what its conditions will be throughout the country. In Southern Indiana and Ohio the pea-packing season is very nearly over, and it should be understood that as far as the western pea pack is concerned, this section occupies a prominent position. The very best informed authorities, in a position to know, anticipate only about two thirds of an average pack in that section. The quality, however, is above the average, and in the West as in the East, the pods have yielded more than usual. In Wisconsin and New York State, which are also nowadays prominent pea-packing sections, the crop has been much retarded by cold weather and rain, and packing in those sections will begin about the first of next week. It is expected that from these reasons the pack will be shortened and be below an average in quantity. In the northern part of Wisconsin peas have suffered considerably from cold weather, but in New York the crop is reported to be in fine condition at present. One of the peculiarities of the crop everywhere is the apparent deficiency in vines and large returns from the pods. So marked is this, that, taken in general, the yield of cans per bushel this season will be about 18, whereas, the normal average of other seasons was about 14 cans. It follows, of course, that in proportion, as the packer gets greater returns for his money paid to the grower, he sells his products cheaper to the grocer; but this season all such advantages will go on the standard and second quality peas. In fact, the receipts of small peas are not up to the demand, whilst the market is easy on the inferior varieties.

The market is preparing itself well in advance for the remarkable condition governing the tomato situation. It is a fact that the market price of No. 3 standard tomatoes in this centre to-day is \$1.40, and anything below that price is a bargain for spot tomatoes. The holders of tomatoes

throughout the United States are in all cases wholesale grocers, and they are garnering at present the last sheaves of their harvest of profits on the love apple. The peculiarity of the weather of the past two months has also affected the tomato situation, in that it has delayed the truck crops of the South, causing comparative scarcity of new tomatoes from that section. We believe there will be a genuine excitement in the market when the first tomatoes of the 1902 season are canned. But it is clearly to be seen now that tomato plants everywhere are about a month late in development, and there will be no early packing of tomatoes. There might have been some chance of the packers buying Southern tomatoes in crates for packing purposes if there were a prolific crop in that section, and there would be profit, at present quotations, for the canned article even if the packer had to pay a high price per bushel for his stock.

It is safe to say the public will begin eating the canned tomatoes of 1902 as rapidly as they can be turned out of the canning factory, and we are almost certain to face an insufficient supply of tomatoes next fall with consequent high prices also next winter. The tomato situation is, therefore, assured; and whilst it was anticipated that 80 to 85c. would be a very good price for future tomatoes this year, we believe those who placed orders at that figure will be able to count themselves among the lucky firms. We believe that \$1 per doz. will be very nearly the average

value of tomatoes for the next 12 months, and therefore consider that any transactions made at 80 to 90c. are in favor of the buyer rather than the packer.

The consuming abilities of the market, however, do not look more hopeful this week than they did last, as the great strikes not only continue, but promise to extend to unprecedented proportions.

QUICK TO CATCH ON.

One of the accused at a Supreme Court case in New South Wales, recently, was a man named Day, says The Australian Grocer, and the lawyer defending him was J. G. Martin, who got him off on probation. This was a chance that could not be missed by J. O'Meagher (otherwise Tim Doolan), a well-known lawyer, who got off the following almost before the judge had finished addressing the prisoner:

When Day and Martin first joined hands
They manufactured blacking,
Which they sent out to foreign lands
In straw and shaving packing;
But now, we find, in modern days,
Probation's got like lightning,
For when our Martin pleads for Day
The product was a whitening.

CRANBERRIES IN CAPE BRETON.

McQuin's Lake, Caribou Marsh, near Sydney, C.B., has been drained for the purpose of cranberry cultivation. This lake is elevated, but shallow, and covers an area of about 150 acres. A deep trench was dug to an adjoining lake at a lower level, the ground seeded, and by next year it is expected that there will be produced an extensive cranberry crop. The land thus reclaimed is within easy reach of the Sydney market.

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.,
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BLACK and GREEN.

The grocers that are best and most favorably known are the grocers who give special prominence to

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BLACK and GREEN.

Ceylon Green is making wonderful advancement, due to its excellent and unequalled merits. It is a tea that will capture a good share of tea trade for you. Records prove conclusively that it is displacing Japan and China teas.

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Southwell's
Jams



superior to all other
Imported Lines ?

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

Many imported Jams taste all alike.

Southwell's Don't.

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**Austrian
Sugar**

ON SPOT—TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

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

Agents for
STRICTLY UNCOLORED

Anglo-Saxon Ceylon Green

Same Drawing Qualities as Japan

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

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

Sale Guaranteed or can be returned at our expense.

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

Current Market Quotations for Proprietary Articles

June 26, 1902.

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

BAKING POWDER.

Cook's Friend—	Per doz
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	45
Pound tins, 3 doz. in case.....	3 00
12-oz. tins, 3 ".....	2 40
5-lb. tins, 1/2 ".....	14 00

W. H. GILLARD & CO.

Diamond—	Per doz.
1 lb. tins, 2 doz. in case.....	2 00
1/2 lb. tins, 3 ".....	1 25
1/4 lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	10c.	\$0 85
3 "	6-oz.	1 75
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 40
1/2 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

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

JERSEY CREAM BAKING POWDER

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

BLACKING.

SHOE POLISH.

HENRI JONAS & Co.	Per gross
Jonas'	\$9 00
Froments	7 50
Military dressing	24 00

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

BLACK LEAD.

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

CORN BROOMS

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

BISCUITS.

CARR & CO. LIMITED.

Frank Magor & Co., Agents	0 15
Cafe Noir	0 12 1/2
Ensign	0 09
Metropolitan mixed	0 09

Special price list of Fancy Tins for Xmas trade and other lines on application.

CANNED GOODS.

MUSHROOMS.

HENRI JONAS & Co.	
Mushrooms, Rionel	\$15 50
" 1st choice Duthell	18 50
" 1st choice Lenoir	19 50
extra Lenoir	22 00
Per case, 100 tins.	

FRENCH PEAS—DELOREY'S

HENRI JONAS & Co.	
Moyen's No 2	\$9 00
No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00

FRENCH BARDINES.

HENRI JONAS & Co.	
1/2 Trefavennes	\$9 50
1/2 Rolland	9 50
1/2 Delory	10 50
1/2 Club Alps	2 50

CHOCOLATES & COCOAS.

Epps's cocoa, case of 14 lbs., per lb.	0 35
Smaller quantities	0 37 1/2

CADBURYS.

Frank Magor & Co., Agents. per doz

Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
" Nibs, 11-lb. tins	0 35 1/2

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.

Mott's Broma	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 30
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 28
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

CHOCOLATE-MENIER.



Chocolate-Menier 1/2 and 3/8 size per lb. of 108 \$20. Menier Breakfast Cocoa 1/4-lb. tins 13c. 1-lb. " 20c. 1-lb. " 50c.

Chocolate—	FRY'S	per lb.
Caracas, 1/4's, 6-lb. boxes		0 42
Vanilla, 1/4's		0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs		0 29
Pure, unsweetened, 1/4's, 6 lb. bxs		0 42
Fry's "Diamond", 1/4's, 14 lb. bxs		0 24
Fry's "Monogram", 1/4's 14lb. bxs		0 24

COCOA—

Concentrated, 1/4's 1 doz. in box

" 1 lb.	4 50
" 1/2 lb.	8 25
Homoeopathic, 1/4's 14lb. boxes	
" 1/2 lbs. 12 lb. boxes	

THE GOWAN CO. LIMITED.

Cocoa—

Hygienic, 1-lb. tins, per doz.	\$7 25
" 1/2-lb. tins	3 75
" 1/4-lb. tins	2 25
" fancy tins	0 90

Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb.

Perfection, 1/2-lb. tins, per doz.	0 55
Cocoa Essence, sweet, 1/2-lb. tins, per doz.	3 00

Chocolate—

Queen's Dessert, 1/4's and 1/2's	per lb. \$0 40
" 3's	0 42
Mexican Vanilla, 1/4's and 1/2's	0 35
Royal Navy Rock	0 30
Diamond	0 25
" 8's	0 28

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes

Vanilla chocolate 6-lb boxes	\$ 38
German sweet, 6-lb. boxes	47
B'kfast cocoa, 1/2-lb. tins, plain; 6-lb. boxes	27
Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs	51
Caracas sweet chocolate, 6-lb. boxes	35
Soluble chocolate (hot or cold soda) 1-lb. cans	37
Vanilla chocolate wafers, 48 to box, per box	45
	1 56

CHEESE.

Imperial—Large size jars, per doz.

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

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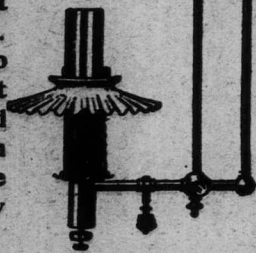
OUR No. 8 is the best all around lamp on the market for either the store or home.

IT IS FITTED with an up and down adjuster so that the burner can be lowered two feet. You can hang it on a hook or screw it up—we supply a hook and a screw plate with it.

IT GIVES a light of a 100 candle power and is a fine lamp to show goods with.

THE COST of running it is less than an oil lamp and there is no smell or smoke from it.

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Case 120 ½-lb. pkts. (60-lb.) per case, \$2.70

Case 96 10-oz. pkts. (60-lb.) per case, 2.80

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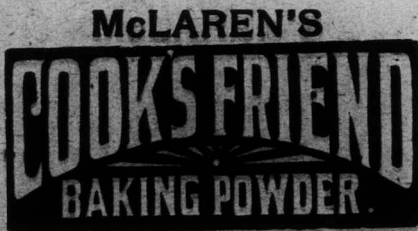
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We have it

And if you will write your wants to our MAIL ORDER DEPARTMENT your requirements will be satisfactorily filled.

We are always glad to answer enquiries concerning any of our goods and will be pleased to give you price on any lines you mention.

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the secret of which is the carefulness we display in choosing the ingredients used.

The strictest and most careful attention is given to every detail associated with its production.

To the grocer after a Mince Meat that strongly commends itself to every housekeeper, he cannot find a better article than Wethey's.

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